

**PAGES
MISSING**

Winnipeg Exhibition Number

THE CANADIAN GROCER

AUG. 12

1904



The City of Winnipeg, looking North

The MACLEAN PUBLISHING CO.

Montreal

Toronto

Winnipeg

Limited

AN OPPORTUNITY!!

Knocks at your door!

!You can make Big Money by Selling the Genuine

MATHIEU'S SYRUP OF TAR

AND COD LIVER OIL

This remedy is worth more than its weight in gold to the sick and secures large profits for the dealers. Are you interested? If so, write for particulars to

A Positive Cure for

COLDS and COUGHS, BRONCHITIS, ASTHMA
and all Trouble of the THROAT OR LUNGS

THE J. L. MATHIEU CO., SHERBROOKE, Que.

FREE SAMPLES FOR THE ASKING.

F. C. CALVERT & CO.

Manchester, England,

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

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

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

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

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

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

807 Dorchester St., Montreal.

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.

C. H. Cochrane & Co.

Coffee Roasters and Spice Grinders
Ottawa, Canada.

Representing in Canada direct shippers
from

Aden, Arabia

Colombo, Ceylon

Bogota, Colombia

Maracaibo, Venezuela

Rio de Janeiro and Santos,
Brazil

and

London, England

Get our prices for shipment from stock or direct.

CIRCULATES EVERYWHERE IN CANADA

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

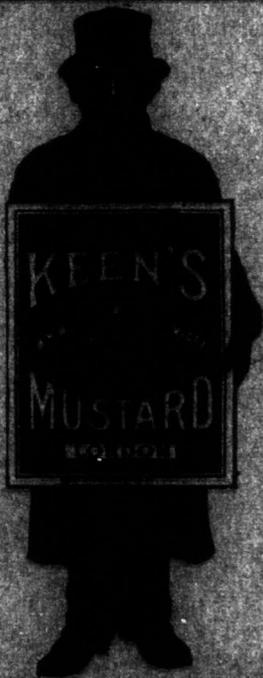
THE CANADIAN GROCER

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

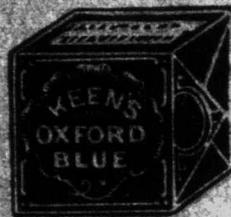
VOL. XVIII

MONTREAL AND TORONTO, AUGUST 12, 1904.

NO 33.



Keen's Oxford Blue



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

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

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.



What Have You Done

about the new cartons in which our "**Alexandra**"
and "**Oswego**" hard, sweet biscuits are packed?
Have you yet taken them into stock and drawn the
attention of your customers to them? There is
no doubt about the taking quality of them. And
what takes well is a good thing to have in stock.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31.

DOLPHE E. SMYLYE President HENRY ROWLEY Vice-President H. W. PETHERBRIDGE Secretary and Treasurer

NATIONAL LICORICE CO.

YOUNG & SMYLYE'S
PURE
Stick Licorice.
ACME LIQORICE PELLETS

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

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

OFFICE—106 JOHN ST.
106-115 John St.,
227-237 Plymouth St., } **Brooklyn, N. Y.**
Illustrated Catalogue on request.

The "Vampire"
Spiral Flycatcher

Set of Sets each.

Chief Advantages:—

1. Each tube hermetically sealed—no leakage—works perfectly.
2. Expansion of spiral causes it to gum through before use.
3. Wire is perfectly free about hook—gum remains sticky.
4. Spiral shape allows fly to gum forward in position.
5. Wire hook attaches any where no tying required.
6. Ornamental paper cap—no chance of drip in any climate.
7. Gum is perfect—and plentiful.

QUICK TURNOVER—BIG PROFIT.



"TENASITINE"

Always Fresh. Never Smells. Clean, Handy and Strong. 5 cents each. Send for Samples and Prices.

SOLE MAKERS
RAY BROTHERS, Limited, Stockport, England.
SOLE AGENTS
The LEMING, MILES Co., Limited, Montreal, Can.



New Crop Maple Syrup and Sugar

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

We feel quite sure the quality will please you.

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

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



PATENT SIFTERS
SIFTERS AND MILLS
for all kinds of powders.

LATEST AND MOST UP-TO-DATE TYPES
Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**
MAKING TEA BALLS AND BLENDS.

- Gas-Heated Roaster—Vertical Flange with Air Pump.
- Gas-Heated Roaster—Vertical Flange and Automatic Sampler.
- Rolls, Woods, Etc., Machines.
- Grinding Mills, Planes, Grinders.
- Air Propellers.
- Patent Fruit Washers.
- Quick Sifters and Mills for Cocoa and Other Powders.
- Grain and Window Washers.
- Patent Candy Mills.
- Grinding Machinery.
- Ice Fruit Machines.

THE GROCER

SOLE AGENTS

You want the best

**Griffin & Skelley's
Dried Fruits.**

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

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

"Easter" Brand.

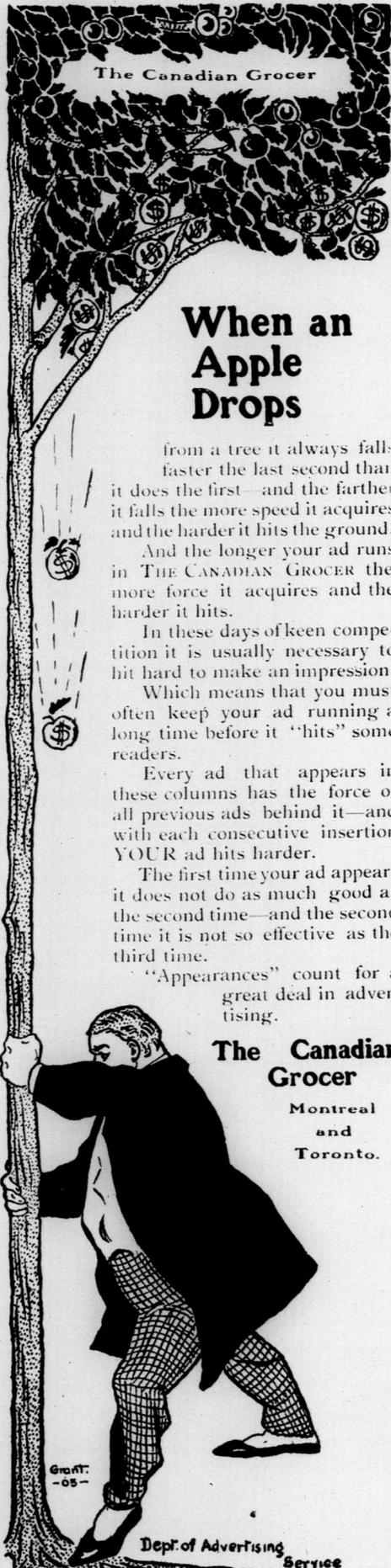
Seeded Raisins.

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

Sold by Leading Wholesalers.

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

MANUFACTURERS' AGENTS AND BROKERS.



The Canadian Grocer

When an Apple Drops

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

The Canadian Grocer

Montreal and Toronto.

Grant. -05-

Dept. of Advertising Service

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.

Established 1865

W. H. Millman & Sons

Grocery Brokers

37 Yonge Street, - Toronto, Canada

Send us your Business

AGENTS FOR

C. CERONI, Patras,
INGERSOLL PACKING CO., Ingersoll,
OLD HOMESTEAD CANNING CO., Picton,
ONTARIO SUGAR CO., Berlin,
ROYAL CROWN SOAP CO., Winnipeg,
TILSON CO., Tillsonburg.

Get our Prices for CHEESE, BEANS, etc.

REFERENCES

BRADSTREET'S OF DUN'S IMPERIAL BANK
Any wholesale grocery house in Ontario.

CALGARY.

Are you

Represented in the West?

If not, write us and get in

ON THE GROUND FLOOR.

Place your offerings with us and we will sell your goods.

Consign your cars to us.
Goods reshipped.
Excellent storage.

NICHOLSON, BAIN & JOHNSTON.
Wholesale Commission Merchants and Brokers.

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

STRONG
DURABLE
LIGHT



POROUS
AND
CHEAP

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

TAYLOR & PRINGLE CO.,

Limited,

OWEN SOUND,

Manufacturers of

Queen Quality Pickles,
Bulk Pickles,
Pure Tomato Catsups.

Our Goods have a reputation.
MADE IN CANADA.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
COMMISSION BROKERS.

Excellent Storage Accomodation.
Consign Your Cars to Us.

PRICE, CHAMBERS & CO.

SUCCESSORS TO

CAMERON, GORDON & CO.

Wholesale Commission Agents

WINNIPEG.

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are
turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.

Commission Brokers,
Storage.

Correspondence Solicited.

If you have any snaps let us hear from you.



ROW'S GUM

in
Lumps,
5c. Pkgs.,
in
1c. Stick,
in
5c. Bars.

ROW & CO., Morristown, N.Y., and Brockville, Ont

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.

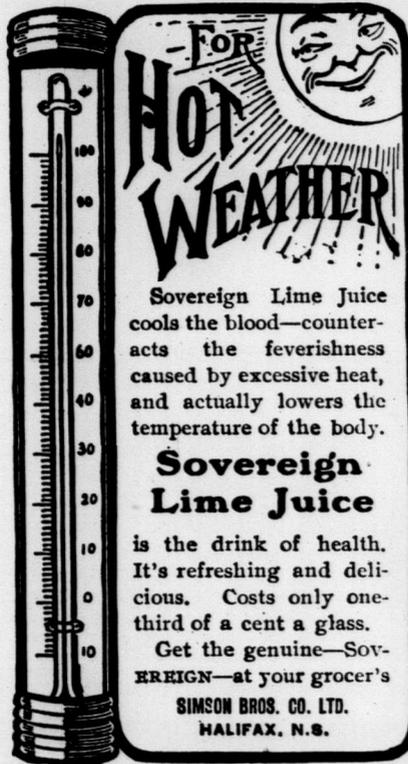
VINEGAR—

The Vinegar Season is with us. It is the business of the wholesaler to stock goods for the busy season. We made our contract for Vinegar months ago when the market was very low, and now it's up to the retailer whose stock is low, to share with us in the profits of our good buying, as can be seen by the following prices:

PROOF STRENGTH	- - -	25	CTS. PER GAL.	} Freight prepaid on five bbls.
CRYSTAL PICKLING	- - -	19	" "	
WHITE WINE XXX	- - -	16	" "	

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

Wholesale Agents for "SALADA" Tea.



Sovereign Lime Juice cools the blood—counteracts the feverishness caused by excessive heat, and actually lowers the temperature of the body.

Sovereign Lime Juice

is the drink of health. It's refreshing and delicious. Costs only one-third of a cent a glass.

Get the genuine—SOVEREIGN—at your grocer's

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

One of the series of ads. running in many Canadian papers by which we are letting the consumer know the strong points of our SOVEREIGN LIME JUICE. We help you make the sales easily. Stocked by jobbers in all parts of Canada.

SIMSON BROS. CO., Limited
Halifax, N. S.

"Sterling" Brand

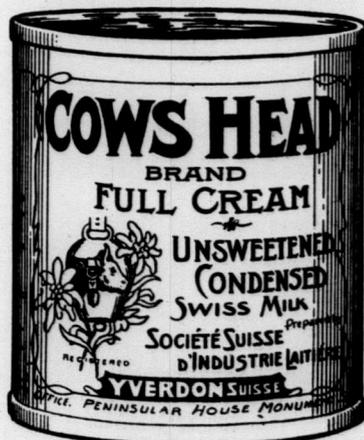
stands for all that is best in relishes such as pickles, catsups, marmalades, etc. Every grocer adds to his trade by stocking himself with these goods. This brand is known in the west as well as the east—the grocer's favorite every time. Our line of summer drinks is always in demand—Lime Juice, Lime Juice Cordial and Raspberry Vinegar.

SEE THAT YOU HAVE THEM.

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

Manufacturers of High-Grade Pickles.

124-128 Richmond St. West, TORONTO, Can.



"COW'S HEAD" Brand Condensed Swiss Milk

Prepared by Societe Suisse d'Industrie Laitiere, Yverdon, Suisse.

Guaranteed perfectly pure, full cream, completely sterilized and germless. Gold Medals, International Exhibition, Paris, 1900. As used by the British Navy, the British Army, the India Office, H. M. Colonial Governments, London School Board, etc.

AGENTS

C. E. COLSON & SON, - Montreal.

The Teas of Japan
are the Teas for man—

—A 1,000 years experience in a tea-
growing country is better than a
short experiment in a cocoa and
coffee country —————

JAPAN TEAS

always please your customers, they
are the most perfect and healthiest
green teas grown.

How is Your Coffee Trade ?

Good, Eh!!

Then you must sell our famous

CLUB COFFEE

—Put up in 1-lb and 2-lb Tins. —

A POPULAR BLEND

Manufactured only by

S. H. EWING & SONS, Toronto Branch, 29 Church Street.
96-104 KING ST., MONTREAL **TELEPHONE MAIN 3171**
Telephone Bell Main 65. Telephone orders receive prompt attention.
" Merchants 522.



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

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND" MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME,

AGENTS, MONTREAL.

WE SUGGEST

PATERSON'S WORCESTER SAUCE

as a quick seller and easy profit getter. It will pay you to look into this proposition.

ROSE & LAFLAMME,

AGENTS, MONTREAL.

Proverbs

Constant dropping wears the stone.

It is not so long ago that the tea growers in Ceylon joined forces in a campaign of education on the surpassing merits of

Ceylon Teas

They directed their forward movement on grocers and tea dealers, and on the public. Ceaselessly they have waged their warfare, with what success the world knows.

The grocer to-day is selling more Ceylon Teas by compulsion of the public, if for no other reason, than he is of any other sort.

If people ask for black teas, he gives them Ceylons. If they want greens, he gives Ceylons.

August 12, 1904

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



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

The Duncan Company
P. O. BOX 292. Montreal



IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

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

They Cost Less Than Nothing

Literally, **ALLISON COUPON BOOKS** cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.



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.

THE CANADIAN GROCER

TEA.

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

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

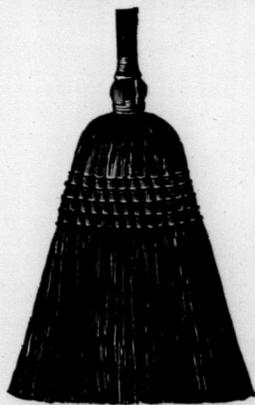
The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

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

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

Every Housewife...



knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The Waterloo Broom and Brush Co.,

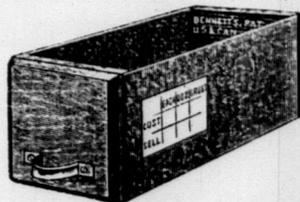
WATERLOO, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

BURLINGTON CANNING CO.,
Burlington, Ont. Limited,

We are sellers of **QUALITY**
Gallon Apples. FIRST

Spies, Baldwins, Greenings.
PUMPKIN, CATSUP, PORK and BEANS
in all forms.

The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

REFRIGERATORS.



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

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

Eureka Refrigerator Co.

Wilbert Hooley, Manager.

54 Noble St., TORONTO

Phone Park 513.

Salt

Salt

Full Stocks.

All Kinds.

Verret, Stewart & Co.

Montreal.

Salt

Salt

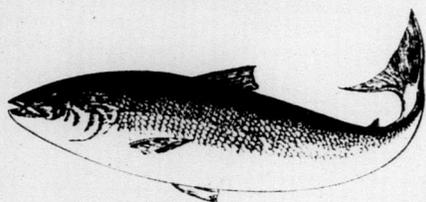
It's a Good Thing to Eat Codfish—

Especially Nova Scotia Cured
Codfish. The best brands are
"HALIFAX" AND "ACADIA"

They are good and **tasty**.
There's just enough salt in
them to give them an un-
rivalled flavor.

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

SOCKEYE SALMON



"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



CAPSTAN BRAND HIGH-GRADE TOMATO CATSUP

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

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

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

The Capstan Mfg. Company

TORONTO, ONT., CAN.

100
CANDLE
POWER



1/2 ¢
PER
HOUR

AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE
LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no
dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

Just 2 months old

One would think that a Company only two months old would be in the creeping stage. Not so, however, with

The Old Homestead Canning Co.

which, though only about two months old as a working corporation, has grown to lusty proportions.

The wholesale and jobbing trade had a watchful eye on the new Canning Company from the time of its inception, and knowing the men who were its principals, and the class of goods that would be certainly turned out, were ready to take over the gross output long in advance of the actual packing. This explains how, that from the first moment of our beginning we have had the proportions of a fully grown and long-established factory. We seek now to persuade the retailer, to lead him to ask for OLD HOMESTEAD BRAND, to insist upon it. There is a work for us here that takes a longer time than it does to get the jobbers and wholesalers.

The Old Homestead Canning Co.

Picton, Ont.

This is a Case Where Quality and Real Merit Will Win and Keep Your Tea and
 Coffee Trade—No Matter What Your Competition.

AROMA TEA—and AROMA COFFEE

TWO LINES THAT ARE USED ON THOUSANDS OF CANADIAN TABLES with every satisfaction. HAVE YOU OFFERED THEM to your customers?

Send us a trial order and convince yourself. Drop us a card for handsome booklet.

W. H. GILLARD & CO., Wholesale Grocers, HAMILTON.
 TEA and COFFEE IMPORTERS.



Have you heard of the properest thing on ice at this physically depressing time?

"Its draft of cool refreshment renews the joy of life in happiest hours."

Tell your customers to squeeze a few drops of Lemon Juice into a glassful of this luscious Iced Tea, sweeten to taste, and they will get a drink that the Russians most admire, and that even conquers the Japs.

THOMAS WOOD & CO., Importers
 No. 428 St. Paul Street MONTREAL

OF INTEREST TO YOU

ZOECO is a scientific preparation of Cocoa or Coffee or Chocolate with Milk and Sugar in such a form as to combine the three greatest boons to a housewife—**Health, Economy** and **Convenience**. Just the thing for Camping and Fishing Parties.

SHAKER SALT

THE SALT THAT'S ALL SALT

is put up in attractive 2-lb. packages, to retail at 10c. 2-doz. in a case. Try a case. You and your customers will be pleased with it.

EAGLE BAKING POWDER

is becoming a household word. It is a line that pays, because it gives satisfaction and gives you good profit.

SAN-TOY STARCH

NONE BETTER

If you have not already stocked it, write to-day for a sample.

J. H. MAIDEN, AGENT
MONTREAL

CANADA'S GREAT AND GROWING WEST

CANADIANS are justly proud of the vast stretches of farming and grazing land which stretch westward from the Great Lakes to the Rockies and far north to the edge of the frozen belt. This is Canada's great western heritage and it is a heritage, on the possession of which Canada is just entering. What this western land may become within the span of a few years may be far beyond the dreams of the most optimistic prophet.

"Wheat" is the one word written across the face of Manitoba and the Territories and it is as the "Granary of the Empire" that this wonderful land is heralded. For years to come, wheat and wheat production will form the backbone of the west's prosperity. Everywhere, towns and cities are rising from the face of the prairie, called into being to meet the needs of a rapidly growing population. Winnipeg, the metropolis of the west, has already passed the pioneer stage and takes rank among the most modern and stable cities of the Dominion.

Increase in Wheat Crop.

The development of Western Canada as a wheat-producing country has been very rapid in recent years, so rapid, indeed, that grain dealers in other countries have not fully appreciated the growing importance of this country as a contributor to the world's supply of wheat. Seventeen years ago Manitoba produced less than 8,000,000 bushels of wheat, and even as late as 1900, which was a very bad crop year in Western Canada, the total amount of wheat produced in the West did not exceed 20,000,000 bushels. The production suddenly ascended to about 68,000,000 bushels in 1902, and though it fell off to about 55,000,000 bushels last year, it will probably be nearer 80,000,000 than 70,000,000 this year. This year the acreage sown to wheat is just about twice what it was in 1900, being about 3,500,000 acres.

Possible Crop Area.

It is conceded that there is a vast

extent of country in Western Canada that is as good for wheat raising as that already under cultivation. Estimates as to the precise extent of the Spring wheat producing area vary. The land area of Manitoba, Assiniboia, Alberta and Saskatchewan is 252,000,000 acres. William Saunders, director of the Dominion Experimental Farms, gives it as his opinion that at least 171,000,000 acres of the total are suitable for cultivation. He does not say, how-

yield with all the wheat area under crop would be somewhat in excess of 800,000,000 bushels, from 100,000,000 to 200,000,000 bushels more than the United States produces at the present time.

But there have been a number of years when the average yield of wheat per acre in Western Canada has been more than 25 bushels. In such a bumper year Western Canada, with its total wheat acreage utilized, would produce more than 1,000,000,000 bushels of wheat. Even if the average yield is to be much smaller in the future than it has been in the past, we have been cautious enough on the score of acreage to make it tolerably certain that when Western Canada is occupied and developed, it will be producing as much wheat as the United States now turns out.

Area in Crop.

The increase in the number of acres under crop for 1904 as compared with 1903 is counted disappointing. It was expected by grain men that there would be a large increase in wheat area in Manitoba, but what increase there has been took place largely in the Territories. The number of acres under crop this year in both Manitoba and the Territories is 5,065,480, or an increase on last year of 394,710 acres, or about 9 per cent. There are 3,420,411 acres under wheat, as against 3,123,663 acres last year, showing an increase of 9 1-2 per cent.; 1,205,960 acres under oats, as against 1,101,333 last year, an increase of 9 1-2 per cent.; 392,569 acres under barley, as against 381,135 last year, an increase of 3 per cent., and 46,540 acres under flax, as against 64,639 last year, a decrease of 28 per cent. The above increase of 9 1-2 per cent. in the number of acres of oats is a fair one, and is due to the late Spring in some sections, which caused the sowing of oats in preference to wheat. The decrease in the number of acres under flax is very noticeable, but it is not surprising after last year's failure of the flax crop in the Territories.

WESTERN DEVELOPMENT.

By Sir William Van Horne.

I have been through the Northwest many times, but the trip I have just concluded was the most satisfactory I have ever made, because I witnessed the realization of the hopes of those who built the Canadian Pacific Railway; hopes that were shared in by few other people in the world. There is an all-pervading prosperity in the west, and it is reflected on the face of everybody you meet. When it is considered that all the present development of the Northwest has come from the cultivation of an exceedingly small percentage of that arable land, the future development must be regarded as being almost without limit. What was more gratifying to me than anything else on the trip was to see the magnificent way in which the country is developing, and this applies just as much to the cities as to the agricultural and mining districts. Winnipeg has been completely transformed within seven or eight years from a big prairie village to a handsome, substantial and most attractive city, which in its architecture, the condition of its streets, as well as its sanitary condition, will compare favorably with any other city in Canada. It has, indeed, become a charming place of residence as well as a great commercial centre. Calgary and Vancouver have also improved immensely in every respect, and this can be said of nearly all the towns I saw on my trip through western Canada.

ever, that all the area suitable for cultivation is adapted to profitable wheat raising, but he does think it is conservative to say that one-fourth of this area will produce wheat satisfactorily. On this cautious basis the wheat-producing area of Western Canada is, roughly speaking, about equal to that now producing wheat in the United States. Applying the average yield in Manitoba for the ten years from 1891 to 1900, 19 bushels per acre, the total

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

DURABLE
3000 TONS SOLD

STOVE POLISH
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

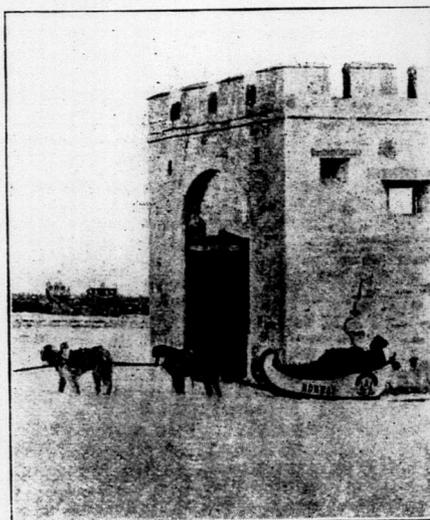
For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

In Manitoba alone the number of acres under wheat is 2,366,200, which shows a slight increase over last year, under oats, 551,311 acres; under barley, 280,590 acres, and under flax, 25,602 acres. The figures of crop area for the Territories are, under wheat, 1,054,211 acres; under oats, 654,649 acres; under barley, 111,979, and under flax, 20,938 acres. The number of acres under flax last year was 32,431, so this is a decrease of 11,493 acres. The increase in the number of acres under wheat in the Territories is much in advance of the increase in Manitoba.

Progress in the Territories.

The wheat-raising industry in the Territories is marked by the vigorous policy of elevator building in the wide and ever-increasing area which is under cultivation. When the 1901 season

next season there were 111 elevators doing business and 18 warehouses, with an aggregate capacity of 3,190,000 bush-



Fort Garry Gate, Winnipeg.

lakes, with a total capacity of 6,120,000 bushels. At the close of the 1902 season one new elevator had been built, bringing the total storage capacity up to 7,650,000 bushels. Last year the addition of annexes to the already constructed elevators brought the aggregate capacity to 9,130,000 bushels. Proposed elevator building at the terminal points will in the near future make the total storage capacity reach the enormous figure of 12,000,000 bushels.

Aggregate Storage Capacity for West.

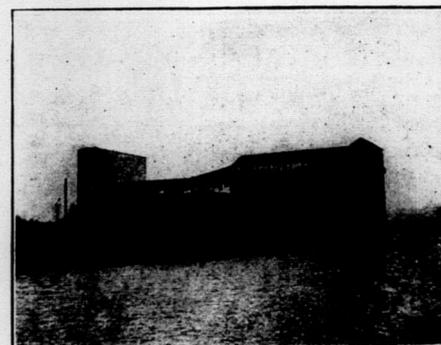
For the whole of Western Canada interested in the active wheat trade, the total elevator capacity at country points and at terminals in 1901 amounted to 18,879,352 bushels, of which 12,759,352 bushels represented the storage capacity at country points. In 1902 the total storage room would accommodate 23,099,000 bushels, 15,499,000 bushels being the capacity at country

els. Last season the storage capacity in the Territories had increased to 5,105,000 bushels, there being 176 elevators, with a revival in the construction of the warehouses, bringing their number up to 23. The estimates for the coming season place the storage capacity in the Territories at 8,000,000 bushels.

Have Spacious Terminals.

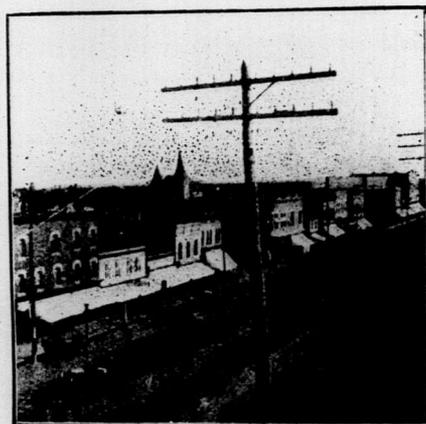
The terminals at which the product of the Manitoba and Northwest fields are handled are situated in Ontario, at Fort William and Port Arthur, and the capacity of these monster bins has been yearly increased by the railways as the demands of the trade require.

In the year 1901 there were 5 elevators at the terminal points on the



Elevators at Fort William.

points, while last year the aggregate storage room amounted to 30,356,400 bushels, of which the country points represented 21,226,400 bushels.



Typical Western Business Street.

had closed the capacity for storage was 2,436,080 bushels, divided between 88 elevators and 21 warehouses. The

HERE IT IS. The "Grocer's Friend"

Order an **Automatic Cheese Safe** to go forward with the order you send us on Monday. All goods shipped same day as order received.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

Splendid Snaps— Summer Season

We carry full lines of Canned and Potted Meats suitable for campers, etc. We also have a fine assortment of Sardines and other necessaries such as

Camp Coffee, Lime Juice, etc., etc.

James Turner & Co., - Hamilton

BRANCH CANADA GROCERS LIMITED

**Two
Lines
That
Lead.**

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng), produce the one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—**ROBT. CROOKS & CO.,** Botolph House, Eastcheap
London, England.

TRAVELLERS' HOLIDAYS

Our travellers are on holidays from August 1st to 15th.

Send us your orders by Letter, Wire or Phone at our expense.

Prompt shipment. Lowest prices.

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

Here Are

Three of the best known and finest table delicacies in the Dominion.

MaLaren's Imperial

Delicious for Summer use.

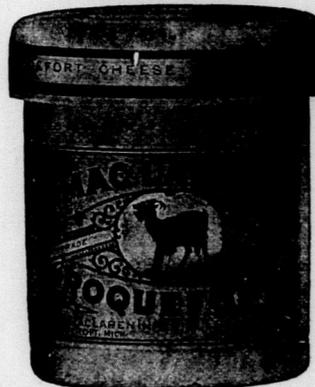
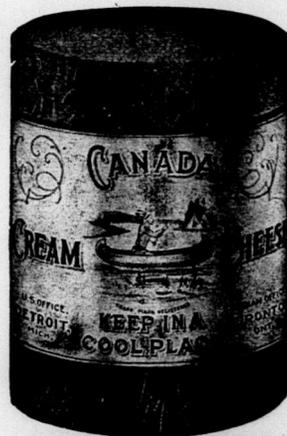
Canada Cream Cheese

Healthful, palatable and invigorating.

MaLaren's Roquefort

You can't go wrong in recommending them, Mr. Grocer.

A. F. MACLAREN
IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS
51 COLBORNE STREET
TORONTO, ONT.



Business Changes

ONTARIO.

THE stock of H. Paar, grocer and provision merchant, Toronto, was advertised for sale for the 5th inst., by bailiff, under power of mortgage.

H. Bertrand, grocer, Hawkesbury, has retired from business.

James Lawrence, general merchant, Dresden, has been burnt out.

George H. Willey, confectioner, Hamilton, has sold to Mary J. Springer.

The Campbell Milling Co., Limited, Toronto Junction, have obtained charter.

E. M. Smith, grocer, and boot and shoe dealer, Dresden, has been burnt out.

A statement is being prepared by J. E. Langlois, general merchant, The Brook.

Gilmour Bros., bakers and confectioners, Huntsville, have advertised business for sale.

Tattle Bros., grocers, Toronto, have assigned to Wm. J. McDonald; estate to be wound up.

A. & B. Swezey, general merchants, Massey, have assigned to Chas. McCrea, Sudbury; meeting of creditors was to be on the 8th inst.

John Rourke, wholesale fruit dealer, St. Thomas, has assigned to W. R. Coulter; meeting of creditors the 13th inst.

NOVA SCOTIA.

Co-partnership has been registered for W. J. Mulhall & Mulhall Bros. to do business under the style of the Valley Pork Packing Co., Middleton.

E. E. Bent, grocer, Sydney, is offering to compromise at 25 per cent.

Ernest C. Scott, dealer in crockery, Sydney, has registered consent for his wife, Mabel Dannel Scott, to do business in her own name.

SEND US YOUR ORDERS

WE NEED THEM.

Our travellers are still fishing. They report catch light.

THE DAVIDSON & HAY LIMITED

Branch: CANADA GROCERS, Limited.

QUEBEC.

L. Z. Magnan, biscuit manufacturer, Joliette, is dead.

N. Klineberg, storekeeper, Valcartier, has been suspended.

J. U. Gagnier, general merchant, St. Martine, has been burnt out.

The assets of J. E. Bergeron, general merchant, Jonquieres, were to be sold on the 10th inst.

Henri Parent, provision dealer, Montreal, is dead.

The assets of A. Robert, grocer, St. Jerome, are to be sold.

Mrs. Robert Corner, general merchant, East Templeton, is dead.

The assets of Abraham Adelson, grocer, Montreal, are to be sold.

John McGarrahan, tobacco and cigar dealer, Montreal, has assigned.

The assets of G. Curdeau & Co., grocers, Berthier, have been sold.

The assets of J. L. Seguin, general merchant, St. Simon, are sold.

L. H. Chouinard, general merchant, Matane, is offering to compromise.

J. A. Allard, grocer, Montreal, has assigned to Bilodeau & Chalifoux.

The assets of Joseph Gagnon, general merchant, Pontbriand, have been sold.

U. Phoenix & Cie, general merchants, Kingsley, have dissolved partnership.

Alfred M. Wovenden is now proprietor of the American Fluid Beef Co., Montreal.

J. W. Duhamel, grocer and liquor dealer, Montreal, sold out to Trefle Trepannier.

Lapierre & Robert, wholesale produce dealers, etc., Montreal, have dissolved partnership.

J. M. Taylor & Co., wholesale produce merchants, Montreal, have been burnt out.

J. P. Desilets, general merchant, Grand Mere, has assigned to Lamarche & Benoit.

The assets of A. Derome, fish and fruit dealer, Quebec, were to be sold on the 11th inst.

The consent of assignment of M. P. Laverty, grocer and liquor dealer, Montreal, has been filed.

Thomas Rattray, jr., has registered under the style of A. B. Rattray & Co., produce dealers, Montreal.

Wm. H. Schmidt has registered under the style of E. A. Schmidt, grain and freight broker, Montreal.

A meeting to appoint curator for J. W. Donohue, general merchant, Roberval, is called for the 15th.

John D. O'Connor has registered under the style of O'Connor Bros., fish, poultry dealers, etc., Montreal.

J. A. Marchand, general merchant, Fraserville, has assigned to V. E. Paradis, (provisional guardian).

Alghouse Daoust and J. B. Vital Daoust, have registered under the style of Daoust & Freres, Montreal.

L. E. Gingras, grocer and dry goods dealer, Montreal, (St. Henry), has assigned to Lamarche & Benoit.

John and Rose A. Flanagan have registered under the style of R. Flanagan, grocer and liquor dealer, Montreal.

The stock of Zotique Limoges, wholesale produce dealer, Montreal, has been damaged by smoke and water; insured.

The stock of James Alexander, cheese and produce exporter, Montreal, has been damaged by smoke and water; insured.

The stock of Fortier & Monette, wholesale produce dealers, Montreal, has been damaged by smoke and water; insured.

The warehouse of W. D. Stroud & Sons, wholesale tea dealers, Montreal, has been damaged by smoke and water; insured.

A meeting of the creditors of Eugene L'Ecuyer, general merchant, assigned, St. Polycarpe Junction, was to take place on the 10th inst.

NEW BRUNSWICK.

D. W. Hartt (estate), general merchant, Fredericton Junction, has been succeeded by Thos. B. Hartt.



Upton's

Pure Fruit Jams,
Jellies and
Orange
Marmalade

in glass jars are the correct thing
for camping or picnic parties.



MANITOBA AND N.W.T.

Anderson & Co., general merchants, Balcarres, have been succeeded by G. W. Ludlow.

The stock of Joseph Philibert (estate of), general merchant, Duck Lake, is advertised for sale by auction.

The stock of McLeod & Bayley, (estate of), general merchants, Elkhorn, is advertised for sale by auction for the 12th inst.

Bruce & Co., general merchants, Graysville, have been succeeded by J. D. DeWar.

Seaman & Co., tobacconists, Lethbridge, have sold out to R. W. Wallace.

C. H. Evans, grocer, Medicine Hat, has sold out to A. B. Leblanc.

A. J. McLeod, confectioner, etc., Minnata, has sold out to B. L. Clinton.

P. W. Allaire, confectioner, Somerset, has been burnt out.

The storehouse of J. A. Decosse, general merchant, Somerset, was destroyed by fire.

M. Berard, grocer, Winnipeg, has sold out to Johnson & Abram.

Crozier & Co., grocers, Winnipeg, have sold out to Westhaver Bros.

A. Simpson, grocer, Winnipeg, has sold his business at Snow Flake to W. Rowbotham.

PERSONAL MENTION.

Mr. W. F. Morley, of the Canada Brokerage Co., Limited, Toronto, was a visitor to Montreal this week. Mr. Morley reported business as satisfactory and the outlook most encouraging.

Mr. D. H. Rennoldson, wholesale grocer, Montreal, is taking advantage of the temporary quietness in business to spend a few weeks' vacation at Pike's Island, on the coast of Maine.

Mr. Howard Morton, of Belhaven, Ontario, large general storekeeper and postmaster, had a pleasant little call with The Grocer on Monday. He reports business as being excellent.

Mr. W. R. Caron, representing Heinz Co., has returned to Montreal from a few weeks' vacation up around Isle Perrot south. He looks well and evidently enjoyed his vacation.

Mr. L. J. Forget, St. Agathe des Monts, has bought out Murphy Bros. of that town, and fitted up one of the handsomest stores in the Province of Quebec. The new purchaser has converted it into a liquor department. Mr. Forget also conducts a large general store, having for many years been one of the most prominent and pushing merchants in that part of the country. He is wide-awake, progressive and up-to-date in catering to the wants of his customers.

Association News

TORONTO RETAIL GROCERS.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held Monday night last in St. George's Hall with President F. W. Johnston in the chair and a goodly number of members in attendance.

The only matters of business to come before the meeting were the report of the Executive Committee and Mr. Clarke's motion to amalgamate with the Grocers' Section of the Retail Merchants' Association.

The affairs of the Excursion Committee were not in shape for a final report, but an interim statement was made showing a surplus of over \$200 as a result of the annual outing. After the report was received various members expressed their appreciation of the Excursion Committee and gave voice to their views on various matters pertaining to excursions in general.

Mr. Clarke was not present to press his motion to amalgamate with the Retail Merchants' Association. The unanimous opinion of those present was opposed to the motion. The association as at present constituted is a live one and it was not thought that any good would come from a change.

On motion of Mr. David Bell, seconded by Mr. R. B. Snow, a vote of thanks was passed to The Canadian Grocer for the handsome badges supplied the association on the occasion of the excursion to Buffalo. The thanks of the association were then very felicitously tendered the representative of The Grocer present by the president, Mr. F. W. Johnston.

Mr. Panther, who has recently returned from a trip to St. Louis, was prevailed upon to recount his adventures for the benefit of the association and gave a most interesting account of some of the wonders to be seen at the Exhibition.

"St. Louis," said Mr. Panther, "has the finest street car service in the world. The cars are commodious, comfortable and run very swiftly. The city is built on a series of hills and the business and residential sections were strangely mixed." He asked a native where was the business section of St. Louis. "Oh,

most anywhere," was the answer. No one seemed to know where it was.

The approach to the Exhibition grounds, Mr. Panther thought anything but creditable, but the Exhibition itself was indescribable. It was the largest ever attempted. The floor space of the agricultural hall was 10 acres more than that of all the Pan-American buildings combined. In machinery they even had machines that would talk. You dropped a nickel in the slot, got on a platform and the machine shouted out a hundred and sixty two pounds.

The fine art building and the Pike were also vividly described and the Canadian building said to be very creditable. Among the exhibits Mr. Panther remembered were those of Eby-Blain, A. F. McLaren's Imperial Cheese and Salada.

When the speaker sat down he was roundly applauded.

CATALOGUES AND BOOKLETS.

A Legal Monthly.

The Mercantile Adjuster and the Lawyer and Credit Man is a monthly commercial law digest, legal directory and bank list, published at St. Louis and New York, which is of value not only to the commercial lawyer but to the commercial men as well. It contains a great deal of valuable information along the lines indicated.

A Handsome Report.

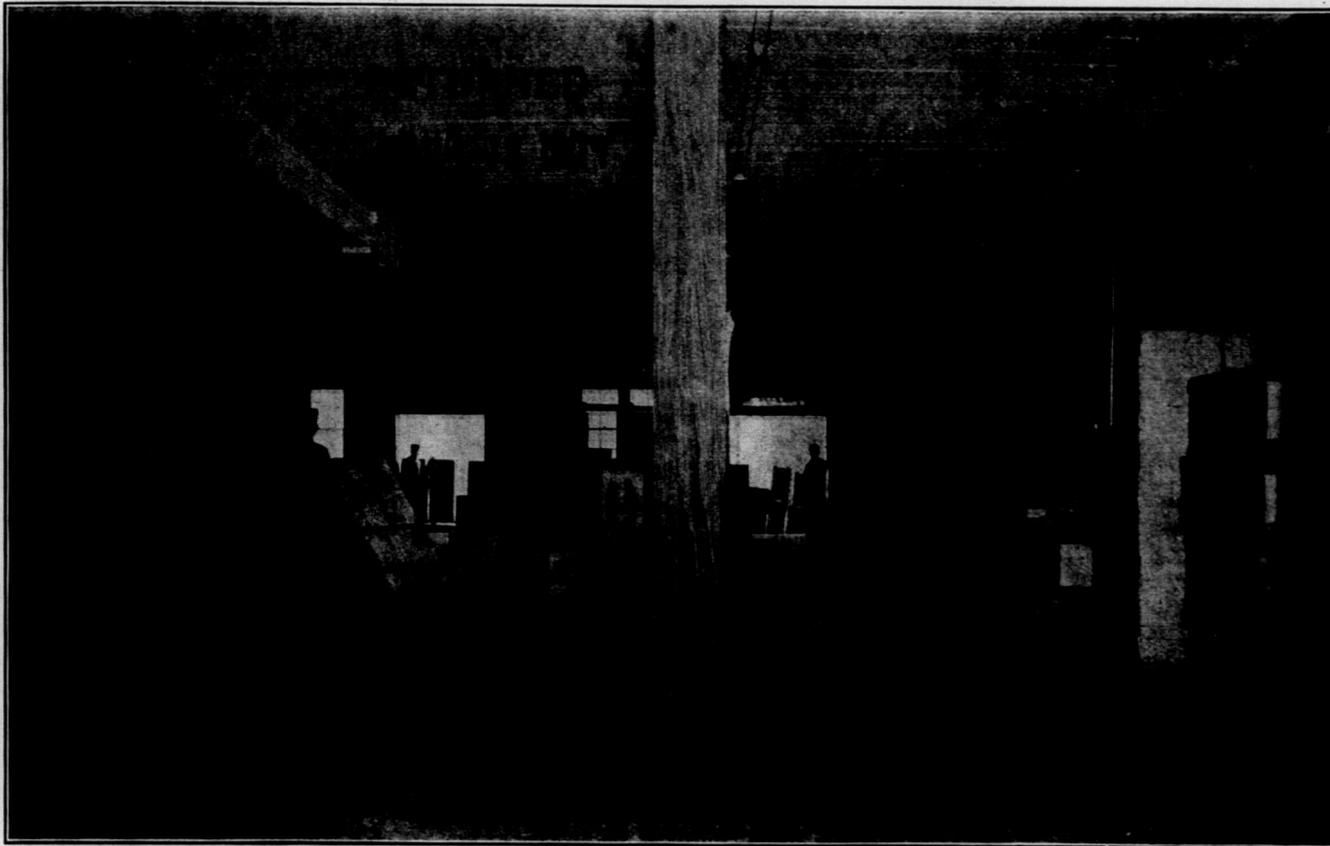
The Vancouver Board of Trade is to be congratulated on its seventeenth annual report. It is safe to say that no other board in Canada gets out such an admirably printed and illustrated report. The book contains not only a report on the work of the board but also a vast amount of statistical and other information on Vancouver and British Columbia, regarding agriculture, fishing, mining, and other industries. The illustrations are particularly well executed.

How to Increase Canadian Trade.

The weekly report of the Department of Trade and Commerce for August 1 is a particularly strong and creditable one. It contains papers from nine commercial agents on the question "How to Increase and Maintain Canadian Trade." J. S. Larke and D. H. Ross write for Australia; P. B. Ball and J. B. Jackson represent Great Britain; G. E. Burke, R. Bryson, S. L. Horsford and Edgar Trepp discuss the West Indies and C. E. Sontum, Norway, Sweden and Denmark.

RED ROSE TEA WAREHOUSE

INTERIOR VIEW, NO. 8.



FIRST FLOOR. SHIPPING ROOM.

This floor has two doors opening on Drury Lane, in the rear of the General Offices. One door is used for receiving tea and the other for shipping; while empty cases of which a great quantity are used, are received through a slide from Mill St., which is on the opposite side of the building.

When the teas are received, they are weighed, marks checked, and then by electric elevator are taken to the floor above.

On this floor teas such as Chinas, Formosas, Japans, etc., which are usually sold in the original packages and not used in blending to any great extent, are stored, so as to be convenient for shipping, as well as a stock of Red Rose Tea, and Estabrooks' blends in bulk.

On this floor also is kept the sheet lead which is used for the lead packages. The seven machines in the packing room when working full time use nearly two tons per day. The lead is chiefly imported from England and comes in cases of 3 cwt. each. The scrap lead which is sent down from the fifth floor, a carload of which accumulates in a short time, is also stored on this floor.

This concludes the series of internal views, which, to those who have not had the opportunity of visiting my building, I hope has given a fairly intelligent idea of how the business is conducted.

T. H. ESTABROOKS, TEA IMPORTER
AND BLENDER,

Branch Offices : Toronto, Winnipeg.

St. John, N. B

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

New Animal Food.

EXPERIMENTS are being made this Summer at the Ontario Agricultural College, Guelph, for the purpose of determining the value of blood meal and tankage, by-products of the slaughter house, as supplementary food for hogs. From supplies obtained last year from Chicago firms, these products were found to be exceedingly satisfactory. Comparisons are being made this season between inside feeding and ordinary outside feeding. The by-products furnished so far by Canadian packing houses are not sufficiently refined for purposes of animal feeding. Practically all these products in Canada are sold into the United States to be used for fertilizing the land. If this year's experiments are successful, however, some of the Canadian packing houses are likely to see their way clear to put in plants for refining by-products for use as animal food.

Strike Spreads to New York.

The Advisory Board of the Amalgamated Meat Cutters' and Butcher Workers' Union of North America, at a meeting on August 8 decided to order a strike in New York and vicinity. Between 3,000 and 4,000 men were called out.

Chilled Meat in Britain.

ALD. DUNN, of Toronto, an accepted authority on the cattle trade, who has just returned from England, suggests that the Canadian Government erect at Liverpool, Southampton, London and Glasgow, cold storage establishments for the reception of cargoes of chilled meat from Canada.

"I have on former occasions predicted," said the alderman in an interview, "a great future for our cattle trade both in dressed meat and live cattle. On each of my visits to England within the last ten years I have found a great increase in the consumption of chilled meats, imported from the United States, South America and other countries. This

fact is, no doubt, having a great effect upon our live cattle.

"The prejudice of eight or ten years ago against chilled meat has almost entirely died away, and chilled meat is quoted in England to-day for 10c to 12c per pound, or within a fraction of the quotation for the live animal. When the difference in the cost of transportation of the living and the dead is taken into consideration, it may easily be seen that with proper facilities the chilled meat business is much the safer, but it will require a strong company organized in this country to start a concern of sufficient magnitude to compete with the American who is well established in the British market."

Continuing, the alderman said the Government could not aid in the development of the dead meat industry better than by erecting cold storage depots at several British centres. The cost of cold storage in London, Liverpool, Southampton and Glasgow was so very expensive that it practically debarred people from going into the dead meat business, when they had to depend on private corporations for storage facilities. He was told that all the big dead meat exporters of the United States had their own cold storage facilities.

Preservation of Butter

The French National Society of Agriculture has recently received from one of its members an interesting communication on the preservation of butter by fluoride of sodium. The writer says this substance is not hurtful unless administered in doses of some 30 grams (463 grains) a day for animals weighing 125 pounds. From one-quarter to 1 gram (1 gram—15.43 grains) in a pulverulent state suffices for 2 pounds of butter, which it will preserve indefinitely. It is stated that the strength of the fluoride, so far as its effect upon the health is concerned, is diminished one-half by mixing. If, however, it retains its full strength, no inconvenience can result, as many physicians prescribe as much as 40 centigrams (6.16 grains)

every twenty-four hours in order to regulate digestion.

It is further stated that the fluoride can be used in infinitesimal quantities as more than half a gram (7.7 grains) to a pound of butter renders it unpalatable, but that instead of making the butter indigestible and less nutritive, the fluoride, when used properly, is considered an aid to digestion.

Live Stock Show Dates.

At a meeting of the directors of the Eastern Ontario Live Stock and poultry show, it was decided to hold the next show in Ottawa from March 6th to 10th, 1905. The show will be run on much the same lines as in previous years—the exhibits consisting of horses, beef and dairy cattle, sheep, swine and poultry. Liberal prizes, such as will bring out large and excellent exhibits, will be offered in all classes.

Their Next Annual Meeting.

The next annual convention of the Dairymen's Association of Western Ontario will be held in Stratford on January 17, 18, and 19, 1905. The Dairy Exhibition will take place at the same time.

Stock Farm Incorporated.

A charter has been granted Stephen, George and Henry Price, of Peel County, and Thomas and Arthur Price, of Toronto, incorporating them as the Erindale Stock Farm, Limited, with a capital of \$20,000. Stock farming and general farming will be carried on.

A New Preserving Machine.

On his recent visit to England, Hon. John Dryden, Ontario Minister of Agriculture, inspected an apparatus in London for preserving milk cream without chemicals. He was much pleased and said he would lay the matter before the Dairy Association of Ontario with the view of putting Canadian cream on the British market.

The Dominion Packing Company

LIMITED.

Telegraphic Address,
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Our Prices

are exceptionally low at the present time on

**Barrelled Pork
Compound Lard
Smoked Meats**

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited,

Charlottetown, P.E.I.

BEECHNUT



BRAND

Hot Weather Meats.

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

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

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

LONG CLEAR BACON.

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

Write us for Special Prices.

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

ROSE BRAND SMOKED BACKS

are the best known on the market. New, sweet cured stock of splendid flavor.

Surplus fat and rind removed, avoiding any loss in cutting. Fresh out of smoke daily, at

**Peterborough, Hull
and Brantford.**

The George Matthews Co., Limited

ESTABLISHED 1868.

Peterborough Hull Brantford

IMPERIAL
CREAM TARTAR
BAKING POWDER
PUREST, STRONGEST, BEST.
Contains no Alum, Ammonia, Linc, Phosphates, or any injurious.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of 

Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

 Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The hot weather has stimulated demand for smoked meats. The lumber camps are also beginning to lay in supplies and as a result there is a more active feeling in provisions and prices are firm. This same feeling is also found in lard, which is on a very low basis. Advances are noted in small and medium hams and also in short cut and plate beef. We quote:

Long clear bacon, per lb.	0 07 1/2	00 08
Smoked breakfast bacon, per lb.	0 12	0 12 1/2
Roll bacon, per lb.	0 09	0 09 1/2
Small hams per lb.	0 13	
Medium hams, per lb.	0 13	
Large hams, per lb.	0 11	0 11 1/2
Shoulder hams, per lb.	0 08 1/2	0 09
Becks, per lb.	0 13	0 14
Heavy mess pork, per bbl.	15 00	15 50
Short cut, per bbl.	17 50	18 00
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 06 1/2	0 07
" tube	0 07	0 07 1/2
" pails	0 07 1/2	0 07 1/2
" compounds, per lb.	0 07	0 07 1/2
Plate beef, per 30-lb. bbl.	11 00	11 50
Beef, hind quarters	9 00	10 00
" front quarters	4 50	5 50
" choice carcasses	7 50	8 00
" medium	6 50	7 50
" common	6 00	7 00
Mutton	6 00	7 50
Lamb, spring	10 00	11 00
Veal	6 00	9 00
Hogs, light	8 00	8 25
" heavy	6 50	6 75

Butter—The market for creamery is a little firmer this week. Receipts of dairy are heavier with no change in price. Complaint is still heard of inferior stuff which brings very low prices. We quote:

Creamery prints	0 19	0 20
" solids, fresh	0 17 1/2	0 18
Dairy prints	0 13	0 14
" in tubs	0 12	0 14

Cheese—Reports from the boards this week show a stronger and healthier feeling due to better export demand. The board sales on Saturday were as follows:

Belleville offered 3,700 white July cheese; sales were 2,700 at 77-8c.

Cowansville, 27 creameries offered 1,642 boxes of butter, and 30 factories offered 1,567 boxes of cheese. Butter sales ranged from 18 3-4 to 19 3-8c. Cheese sales from 73-8 to 713-16c. Three hundred and sixty-four boxes of butter and 380 boxes of cheese held over.

Watertown, N.Y., 9,034 boxes at from 71-2 to 8c.

Canton, N.Y., butter, 181-8 to 181-4c, with 181-8c ruling. Cheese, twins, 73-4c.

London, 13 factories offered 1,070 boxes, 360 boxes at 73-4c.

Cornwall, 1,875 cheese were boarded, 950 white, 925 colored; all sold; white at 8c, and colored at 81-2c.

Alexandria, 976 white cheese and 360 colored were boarded; white sold at 8c, colored at 81-8c.

Locally prices are firm at last quotations.

Cheese, large	Per lb.
" twins	0 08 1/2 0 08 1/2
	0 08 1/2 0 09

Montreal.

Provisions—Business in bacon and hams is good, both locally and from country points. Prices, however, show no change as supplies have been ample to fill all demands. There is a fair trade in both compound and pure lard. Dressed hogs are stronger and advanced 25c per 100 lbs; demand good and supply limited. Fresh killed abattoir dressed stock sold at \$7.75 to \$8 per 100 lbs.

Canadian short cut mess pork	\$17 00	\$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 12 1/2	0 13 1/2
Hams	0 11	0 13
Extra plate beef, per bbl.	11 50	12 00
" Boar's Head" brand, tierces, per lb.	0 07 1/2	
" 1-tierces, per lb.	0 07 1/2	
" 60-lb. fancy tubs.	0 07 1/2	
Cases, 20 3-lb. tins, per lb.	0 08 1/2	
" 12 5-lb. tins	0 08	
" 6 10-lb. tins	0 07 1/2	
20-lb. wood pails, each	1 53	
20-lb. tin pails, each	1 43	
Wood net, tin gross weight—		
Pure lard, pails	1 57	1 70
" cases (6 10-lb. tins)	0 07 1/2	0 08 1/2
" cases (12 5-lb. tins)	0 08	0 09
" cases (24 3-lb. tins)	0 08 1/2	0 09 1/2

Butter—An unsettled feeling prevails and holders are asking more than can be realized. Finest Eastern Townships held at 19 1-4c, but it is claimed that equally as good can be bought at 18 3-4 to 19c. Quebec choice offered at 18 1-2 to 18 3-4c; creamery, good to fine, selling at 18 to 18 1-4c. The English market is showing a better front and holders are looking forward to a chance to turn over their stock.

Cheese—Cheese maintains its peculiar position. At the end of last week an advance at country boards was noted and maintained at the early part of this week. It is feared that there is some strong manipulation of the market under way and efforts have been made to get English buyers to respond, but nothing tangible has resulted. In some quarters it is thought that higher prices must shortly come. There is certainly something peculiar and unusual in the continued weak position of the market. Receipts are about equal to same week last year, though exports are 34,941 boxes less than last year this time.

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

Wholesalers!

DO YOU SELL
DOMESTIC-MADE
MACARONI?

If so, let us send
you a sample
box,—free, of

Napoli Macaroni

—a better made, better
put up macaroni
than any other—
domestic or foreign.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

A 10 cent packet of

Wilson's
Fly Pads
has actually
Killed a Bushel
of Flies

Stock the kind the housekeepers ask for.
Avoid poor imitations.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

St. John, N.B.

Provisions—There is very little doing in barreled pork and beef. Pork is rather firmer. Lard is in light demand even at the extreme low prices which continue to rule. Hams and rolls are out of season except in a retail way. In fresh meats prices are lower and the market is rather dull, this is particularly the case in beef. Lamb has a steady

MAPLE SYRUP

SMALL'S is Standard



Put up by the

Maple Syrup Exchange

KILL

Roaches, Bed-Bugs, Rats and Mice

WITH

Common Sense

A poison that won't kill children.

Sample box on request.

COMMON SENSE MFG. CO.

381 Queen St. W., Toronto



Peacock Brand
Quality
of **Condensed**
Mince
Meat.

Comes from clean ingredients of perfect quality.

Order from your wholesaler.

The Bates, Peacock Co.
HAMILTON, ONT.

sale, mutton and veal are lower. Pork is in light demand with prices fair for the season:

Mess pork, per bbl.	\$16 00	\$17 00
Clear pork	17 00	19 00
Plate beef	12 00	14 00
Mess beef	19 60	12 00
Domestic beef, per lb.	0 06	0 07
Western beef	0 08	0 10
Mutton	0 05	0 06
Veal	0 06	0 07
Lamb	0 05	0 09
Pork	0 06½	0 07½
Hams	0 12	0 14
Rolls	0 10	0 11
Lard, pure, tubs	0 08	0 09
" " pails	0 08½	0 09½
Refined lard, tubs	0 08½	0 09
" " pails	0 08½	0 08

Butter—Market is dull. Supplies come in at this season direct to retailers and even consumers:

Creamery butter	0 18	0 20
Best dairy butter	0 16	0 17
Good dairy tubs	0 14	0 15
Fair	0 12	0 14

Eggs—There is a fair sale. Prices remain unchanged. Quality for the season is quite good.

Eggs, hennery	0 15	0 20
case stock	0 13	0 14

Cheese—Prices for early cheese are quite low. Dealers begin to want later cheese. Local demand is for twins.

Cheese, per lb.	0 09	0 10
-----------------	------	------

Winnipeg.

Cured Meats—The market is now firm quotations are as follows:

Hams, per lb.	0 12½
Breakfast bellies, per lb.	0 13
Breakfast backs, per lb.	0 13½
Picnic hams, per lb.	0 08½
Long spice rolls, per lb.	0 10½
Short spice rolls, per lb.	0 10
Long clear rolls, per lb.	0 08½
Dry salt backs, per lb.	0 09½

Lard—The market is firm. Our quotations are as follows:

Lard, 50-lb. pails	4 30
" 20-lb. "	1 80
" 10-lb. "	5 50
" 5-lb. "	5 55
" 3-lb. "	3 65
compound, in 20-lb. pails	1 65

Butter—The market is lively and there is a good demand for choice quality. We quote the following prices:

Fresh churned creamery, per lb	0 20
Dairy, per lb	0 16
" in tubs, per lb.	0 14 0 15

MOLASSES AS FEED FOR HORSES.

CONSIDERABLE has been said and printed within the past year or two on molasses as a food for horses and cattle, and all agree that while it is very beneficial to the animals, it cannot be given in quantities with safety. Many are the mixtures that have been and are being offered, that claim to have successfully grappled with the question of feeding the molasses in proper proportions, and have met with more or less success. One of the most successful of such feeds is "Molassine Meal," which is said to be

a pure vegetable matter scientifically blended with molasses in the proper proportions, and is meeting with very large sales,—in Europe alone the sales during 1903 having reached over 100,000 tons. Mr. J. H. Maiden, of Montreal, the Canadian agent, has been successfully pushing the sale of Molassine on the Canadian market, and is very optimistic regarding its future. He has at the present time a shipment of fifty tons in transit.

PERSONAL MENTION.

Mr. Henri Jonas, of Henri Jonas & Co., Montreal, has returned from his annual tour to the European markets.

Mr. J. E. Davidson, postmaster and general merchant of Cowley, Alberta, has just returned home from a holiday trip to Nova Scotia.

Mr. C. H. Crawford has opened a flour and feed store in the stand lately occupied as a machine shop, opposite the New Daly, King street, Ingersoll.

Mr. J. A. Mathewson, jr., of J. A. Mathewson & Co., Montreal, is back in to harness again after a three weeks' outing at Lake Charlebois, P. Q.

Mr. J. H. Maiden, Montreal, manufacturer San Toy Starch and Eagle Baking Powder, has returned from a two weeks' trip through the Maritime Provinces, visiting St. John, Halifax, Moncton, Truro, and the larger cities and towns. This was Mr. Maiden's first trip east, and he speaks very satisfyingly of the results of his tour. He was much impressed with the manner of his reception by the eastern merchants.

Mr. Geo. H. Palmer, well and favorably known to the trade in the Maritime Provinces, has joined the traveling staff of S. H. Ewing & Sons, Montreal. Mr. Palmer has been on the road in the provinces for 26 years, and in that time represented some of the best houses in the east. That he is known to the trade goes without saying. Mr. Palmer spoke of the prospects for business as being good, a fairly large apple crop and successful fisheries on the whole tending to make trade good. He left on Thursday for Woodstock, N. B.

COMMON SENSE.

The Common Sense Manufacturing Co., 381 Queen street west, Toronto, are putting on the market a rat exterminator that is said to be remarkably efficacious in doing away with these pests. It has the additional advantage of being non-injurious to other animals and of causing the rat to dry up after taking the paste. They also put up roach and bed bug paste under the same label.

A word of thanks

In appreciation of the many expressions of sympathy, and the many courtesies extended to us, since the fire, by the trade generally, we wish to extend our thanks—

PREMISES

We have secured temporary premises, pending the repairing of our warehouse. In the meantime we are located as follows—

OFFICES—24 SCOTT ST., PHONE MAIN 3803.

ORDER DEPARTMENT—26 FRONT ST. EAST, PHONE MAIN 3804.

SHIPPING DEPARTMENT—7 SCOTT ST., PHONE MAIN 3805.

ORDERS . .

Our travellers will be out again next week on their respective routes and all orders entrusted to their care will be shipped without delay—

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

THE PRESERVATION OF APPLES.

The conditions under which the prolonged storage of apples may be successfully carried out has been studied during the past two years by the United States Department of Agriculture, and the cold storage of apples has now made this fruit available practically the whole year round. Several hundred different varieties were stored in order to make the tests. It appears that there is no difficulty whatever in storing apples in the autumn and keeping them until late in the following Spring. All that is apparently necessary is to keep an equable temperature; just about freezing point is the most satisfactory.

ENGLAND'S AGRICULTURE.

The agricultural returns for 1903 tell a pitiful tale of England's unsettled acres, and her dependence on outside sources of food supply. They are of immense importance to Canada, for the decrease in acreage of land under the plow means larger markets for her wheat. Why should Argentine show the greatest increase in the exports to Great Britain, particularly when the bulk of

her exports rival those of Canada? A careful perusal of the figures given in the returns may awaken all concerned to the immensity of the opportunity at hand.

Since 1875 there has been a steady reduction in the area of land under the plow, and last year 172,000 acres were withdrawn from arable cultivation. This brings the total under cultivation below 151-2 million acres, or 3,000,000 less than a third of a century ago. The decrease in wheat acreage has been 81-2 per cent. or 145,000 acres, leaving only 1,528,000 acres to wheat; while the barley acreage fell by 51,000 acres, reducing the total acreage to 1,858,000 acres, the lowest on record. Even the lands in potato cultivation are less by 10,000 acres.

TO BE WOUND UP.

The Stratford Wholesale Grocery Co., after being in operation about a year, have decided to go into voluntary liquidation. The liquidator is Mr. A. H. King, and the inspectors Messrs. J. C. Monteith, A. Dempsey, J. P. Mabee and George Ballantyne. The liquidator, it is stated, has an offer for the stock, in-

cluding the lease of the premises, from the Wholesale Grocers' Co., and it will possibly be accepted. Twenty-five per cent. of the subscribed capital stock of \$100,000 was paid in, and this will cover the loss. It is understood that the business will be continued by the prospective purchasers.

BRITISH TRADE WITH CANADA.

The British Board of Trade returns for July show a decrease in imports of \$23,483,500, principally in foodstuffs, \$18,284,445, and wool, \$3,345,265; and a decrease in exports of \$5,460,000, mainly in iron, steel and manufactures thereof.

The imports to Great Britain from Canada during the month of July were as follows:

Cattle, 14,391 head	£255,815
Sheep and lambs, 5,274 head	8,676
Wheat, cwt., 814,100	292,379
Wheat, meal and flour, cwt., 235,830	110,893
Peas, cwt., 12,590	3,774
Bacon, cwt., 119,274	260,913
Hams, cwt., 32,983	80,435
Butter, cwt., 36,728	157,695
Cheese, cwt., 272,951	571,525
Horses, 31 head	1,125

Fresh and Cured Fish

How Herrings Are Caught.

THE method of catching herring and sprats is not, as might be supposed, universally understood, writes Mr. Frank Bullen in Sunday at Home. Very briefly it is this: Of stout, well-tarred twine a net is constructed about 20 feet wide and in 120 foot lengths, making up for one boat about 200 fathoms. At the top and bottom are stout ropes, the lower rope being slightly weighted with sheet lead lapped round it in places, and the upper buoyed with pieces of cork. The meshes are made just large enough for the herring or sprat, as the case may be, to get its head through. There it is caught, for the pectoral fins and swell of the body will not allow it to go any further, while the opening of the gills prevents it from moving backwards. When the nets are shot, as it is termed, they oppose to the passage of the army of herrings an invisible fence through which it is impossible to pass, but which is, of course, attempted. Presently an enormous number of fish are entrapped by the neck, but so lightly are they held that when the net is hauled into the boat a gentle shake in quite sufficient to dislodge them, and they fall into the boat dead, for the herring dies almost at once upon leaving its native element.

The Salmon Shortage.

ACCORDING to figures recently received from British Columbia the pack on the Behring Sea is short 400,000 cases. In Middle and Southern Alaska the shortage is two hundred and fifty thousand cases. British Columbia is two hundred and twenty-five thousand cases short and Puget Sound sockeye chinooks, Columbia River and Sacramento River are one hundred and twenty-five thousand cases short, a total of one million cases. Another's figures are substantially that the shortage is one-half of last year, which was 2,570,042, leaving a total pack of 1,335,000 cases this season.

From another source come estimates of a total pack of pink salmon of 335,000

cases. The total pack of pink salmon and chums last year was 709,235 cases. In 1902 it was 876,768 cases, and in 1901 804,549 cases.

Visitors From the East.

A party of prominent capitalists who are largely interested in the British Columbia Packers' Association reached Vancouver from the East on July 29. The party consisted of E. W. Rollins of the firm of E. H. Rollins & Sons, Boston; Edward Cronyn, of the firm of Aemilius Jarvis & Co., Toronto, and Charles E. L. Porteous, of Montreal, and Ashton Rollins. They went out West to see something of the salmon run and also to attend the annual general meeting of the British Columbia Packers' Association, which was held in Vancouver on August 1.

Indignant.

The Anglers' Association of the St. Lawrence River at their 21st annual meeting, held at Thousand Island Park on the 3rd inst., protested against a new regulation of the Department of Fisheries of the Province of Ontario, which requires that every American fishing in the waters of the Province shall be required to pay a fee of \$5 for each rod fished, unless he is a guest at a Canadian hotel or boarding-house, or has purchased his supplies in Canada. A committee of three Americans and two Canadians was appointed to make an effort to have the regulation rescinded.

Restocking Inland Lakes.

The Fisheries Department of Ontario have completed their work for the season in connection with the restocking of the inland lakes with bass. Altogether over 10,000 parent bass have been transplanted, and the angling in the inland lakes is reported to have been improved accordingly. In the lakes in the vicinity of Huntsville, where up until four years ago no bass were to be found, the work of the Department is reported to have been very noticeable, and the tourists now report good bass fishing.

New Use for Dog Fish.

Several recent tests by fishermen in Nova Scotia of dog fish as lobster bait give fair promise of a successful issue. There are about 10,000 fishermen engaged in fishing lobsters, using nearly 150,000 barrels of herring as bait, at a cost of approximately \$225,000 a year. The same quantity of dog fish at the proposed rate of bounty, would be worth a little over \$100,000,—not half as much as if used for bait. While this quantity would be far from reducing to an appreciable extent the swarms of dog fish on the Atlantic coast, it is a side of the problem which cannot be overlooked.

Herring Curing Experiments.

The curing of Canadian herring by the Scotch process is likely to result in greatly enhanced prices for Canadian fishermen. An experimental shipment to New York recently of herring cured by the Scotch expert, Mr. Cowan, and his assistants, realized from \$10 to \$12 a barrel, an increase of about 50 per cent. on prices under the old method.

Remedy for Dogfish Evil.

The proposed payment of bounties for the destruction of dogfish has been abandoned by the Minister of Marine and Fisheries. In its place he will construct three factories in the Maritime Provinces for the reduction of dogfish and fish offal into oil, glue, etc. Each of these factories will cost about \$9,000, and will be constructed on the plans of the factories in operation in the United States. One will be located in Gloucester County, a second on the south shore of Cape Breton, and a third probably in the Magdalene Islands. In the United States these factories realize a handsome profit, and it is hoped that the Canadian reduction stations may be made self-sustaining.

B. C. Salmon for New Zealand.

There are indications that New Zealand is interested in British Columbia salmon, and that before long a market for the canned product from this coast will be found in that part of the Empire, says the Vancouver News-Advertiser. At present a New Zealand buyer of salmon is in British Columbia and may make a number of contracts for the shipping of salmon from the Fraser River. It is his first visit to British Columbia on such an errand, but since the preferential tariff in favor of Canadian products has come into force in New Zealand, merchants are beginning to look this way. Large quantities of salmon have hertofore been obtained from Puget Sound, and it is very probable that the trade will come now to Vancouver.

SPECIAL NOTICE to the TRADE.



IN a previous issue of the Grocer we called the attention of the Trade to our very tender Sugar Pea. We now beg to call the attention to another line of peas which we believe to be first-class value. We refer to our brand "Midget" Peas. This is a pea just one grade larger than Petit Pois, and is selected from what is the most tender peas in the entire pack. It can be retailed at ten cents at any point in Ontario where the freight rates are only ordinary. As a straight ten cent line we believe it the best value to the consumer of any pea we pack. At the same time the retailer should have 25 per cent. profit on it at the price we are quoting it. We finished packing peas on the 30th July, and all through the pack the weather was perfect for packing peas, cool and moist, so that the raw material was kept in fine condition. Taking the pack as a whole we have every reason to believe it is the finest in quality that we have ever packed.



Bloomfield Packing Co.

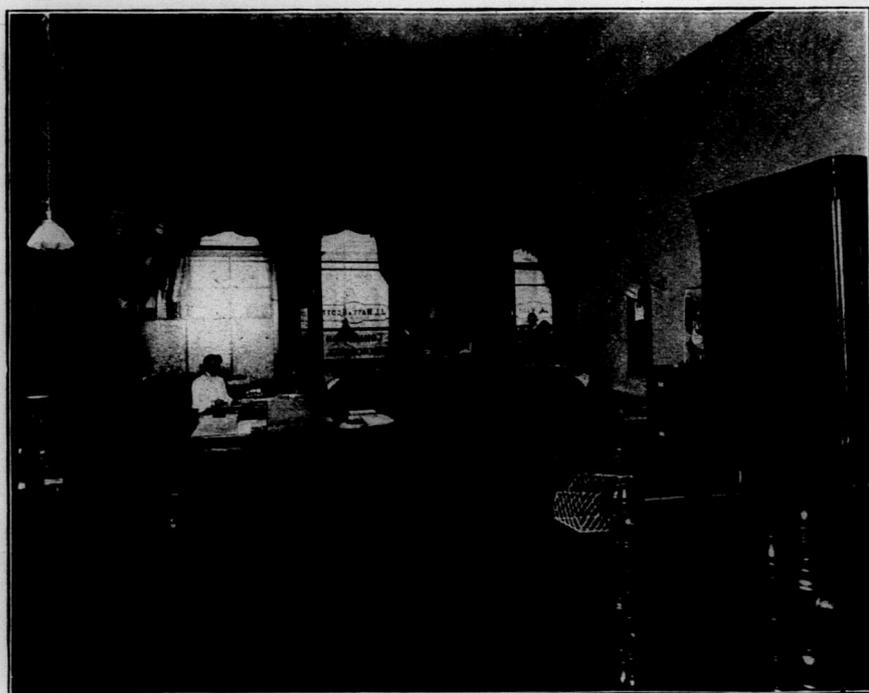
LIMITED

Bloomfield, Aug. 9th, '04.

HANDSOME BROKERAGE OFFICES.

ON this page The Grocer takes pleasure in presenting two illustrations of the sample room and business office respectively of the broker-

i.e., Mr. Watt acted as agent for foreign shippers. At that time the most important agency business in this line was conducted by the late Mr. E. Ben-



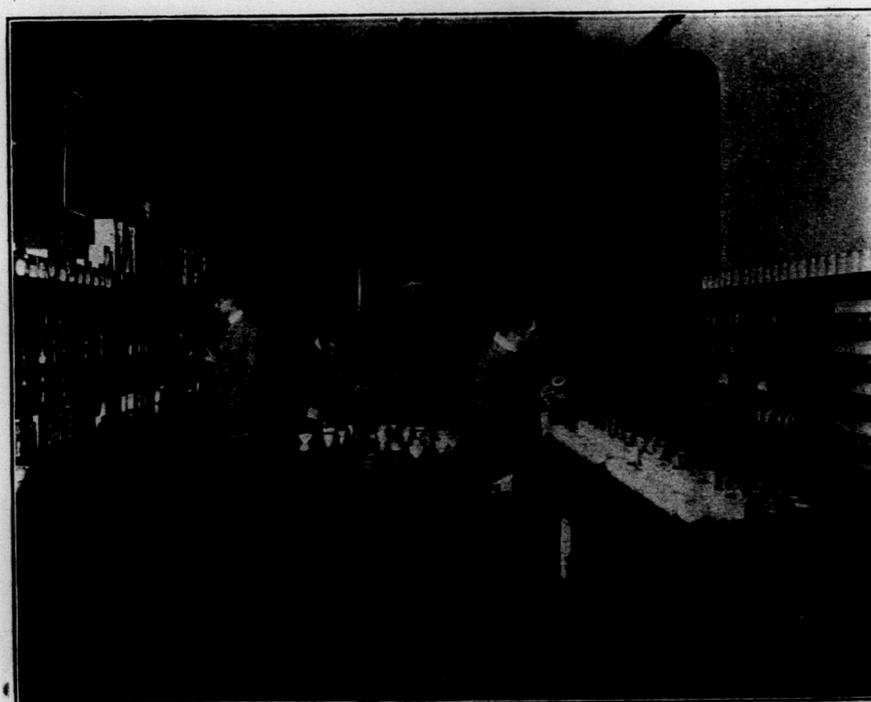
Business Offices, J. L. Watt & Scott.

age firm of J. L. Watt & Scott, in the Royal Insurance Building, 27 Wellington street east, Toronto. The main office, situated on the first floor of the building, is guarded at the entrance by a neat brass rail beyond which is the receiver's counter. In this office is conducted the correspondence and book-keeping of the firm. The southeast corner of the office is separated from the main portion by a glass partition, framed in solid oak, forming the private office of the senior of the firm. The sample room is entered from the main office through a wide archway in the middle of the partition wall, as shown in the illustrations.

The offices are capacious and thoroughly lighted. The floors are of polished hardwood and rendered quieter by a judicious disposition of Oriental rugs. The length of the office is 50 feet and the breadth of office and sample room is 30 feet. One is impressed on entering with the fact that these are premises of a thoroughly up-to-date and orderly business concern.

The business was commenced in 1885 by Mr. J. L. Watt as a foreign agency,

delari in Toronto. The difficulties of introducing to the trade shippers who



Sample Room, J. L. Watt & Scott.

were unknown to the importers was much greater in those days than at the present time. It was not until seven or eight years had elapsed that these difficulties were successfully overcome and the firm of Watt & Scott were recognized as one of the leading sources of information and supply.

The business had been established several years before the firm took up the sale of teas and, although still most widely known as agents for the most reputable shippers in all lines of European produce, their connections in this line covering the whole Dominion from Halifax to Vancouver, their tea department at the present time is looked upon as one of the most important in the business.

Soon after Mr. A. H. Scott's entrance into the firm in 1890, he went to Montreal and established a house there, from which centre the firm of Watt, Scott & Goodacre (Mr. E. B. Goodacre having been subsequently taken into partnership) conduct an important business for the same European shippers.

Some of the chief agencies conducted by the firm are Harrisons & Crosfield, London, England, Crosfield, Lampard & Co., Colombo, Ceylon, and Lampard, Clark & Co., Calcutta, India, in teas, and Dem Shisas, Patras, Trenor & Co., Valencia, and Wm. Rogers & Co., Denia, in fruits. In addition they have direct connections for all classes of European and foreign produce, with shippers that stand high in the estimation of the trade.

Watt & Scott are also sole agents for Van Houten's cocoa and selling agents

The place that **Blue Ribbon Ceylon Tea** has in the esteem of uncounted thousands of Canadian homes should convince the grocer that it is profitable to give

**Blue Ribbon
Ceylon Tea**

a large prominence in his tea business.

The Red Label at 40c., is equal to other 50c. Teas.

SUCCESS

is the only natural result of good judgment. The same wisdom that prompts the good grocer to supply his customers with **Chase & Sanborn's Coffee** will usually lead him into further good fortune.

CHASE & SANBORN

The Importers, Montreal

A Bird in the Hand

There is a reason why our chewing gums are the best sellers. It is because ours are unquestionably the best chewing gums manufactured, and the public demands the best.

When you stock any of our several brands of high grade chewing gums you know just where you stand. You know that the goods are right, that the demand is certain, and that you are sure of a profit. We do not sell our brands with premiums, therefore when gum is sold you have, instead of a premium, a big cash profit. Is it not A BIRD IN THE HAND?

Here they are

Adams' Tutti Frutti and Pepsin.

Britten's Kola Nut and Red Jacket.

White's Yucatan.

Dr. Beeman's Original Pepsin.

Ask your jobber for them.

The American Chicle Co.

Toronto, Canada.

ALVINA SALT

Is especially prepared, DOES NOT CAKE or get hard. Always runs free. Put up in decorated tins, to retail at 10 cents and shews a good profit. The very best value in salt upon the market. Try a case of 5 dozen tins.

WRITE US FOR PARTICULARS.

ROSE & LAFLAMME,
MONTREAL.

ARE YOU
HOT
AND
THIRSTY
?

SO IS
EVERYBODY.

Your customers will
be asking for

"A NICE DRINK"



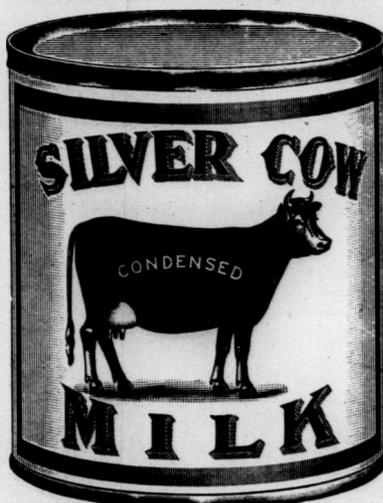
LIME JUICE CORDIAL

is a delicious and refreshing
Summer beverage.

ORDER FROM YOUR JOBBER.

AGENTS :
ROSE & LAFLAMME,
MONTREAL.

Has stood the test of every climate.



ST. CHARLES EVAPORATED UNSWEETENED CREAM

In competition with the whole world has received the highest awards at

THE WORLD'S FAIR, - - - - -	CHICAGO, ILL., 1893
THE TRANS-MISSISSIPPI EXHIBITION,	OMAHA, NEB., 1898
PARIS EXPOSITION, - - - - -	PARIS, FRANCE, 1900
PAN-AMERICAN EXPOSITION, - -	BUFFALO, N.Y., 1901
TEXAS STATE FAIR, - - - - -	DALLAS, TEXAS, 1902
INDUSTRIAL EXHIBITION, - - - -	TORONTO, CAN., 1903
PROVINCIAL EXHIBITION, - - -	HALIFAX, N S., 1903
PROVINCIAL EXHIBITION, - - -	VICTORIA, B.C., 1902

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

ST. CHARLES EVAPORATED CREAM is always ready, always right. Every precaution has been taken in its preparation to insure uniform high quality.
EVERY CAN GUARANTEED.

SWEETENED. We are prepared to supply and to ship promptly the following brands of - **Condensed Milk**

"SILVER COW," "PURITY," AND "GOOD LUCK"

equal in purity to our famous St. Charles Evaporated Cream, and guaranteed absolutely.

Manufactured at Ingersoll, Ontario, Canada, and St. Charles, Ill., U.S.A.

For price and full particulars, address "FOREIGN DEPARTMENT,"

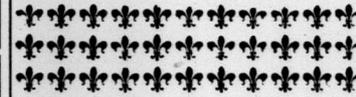
ST. CHARLES CONDENSING CO., - St. Charles, Ill.

RETURNED

AUG 12 1904

Cut Book 22

Page 37



Quality—the highest standard.

Prices—no higher than for common brands

Our first consideration with every shipment on every line is quality.

Our customers' trade depends on the quality of the goods we supply them and we make it our business to see that they cannot get quite as good quality from any other house.

Prices—We buy in such immense quantities and direct from the countries of production that no other house can undersell us.

We take just as good care of our little customers as the large—they'll grow and we want to keep them.

If you want your orders filled promptly we can make shipment the day we receive your order.

All our lines are covered by catalogue—do not hesitate to write for folders on any line—we are glad to supply them.

GORMAN, ECKERT & CO., LIMITED

Manufacturers and Dealers in
Grocers' High-Class Specialties

LONDON, Canada.

CLASSIFIED LIST OF ADVERTISEMENTS.

Advertising.

Smith, Geo. J., New York.

Ammonia.

Gorman, Eckert & Co., London, Ont.

Accountants and Auditors.

Barber, Henry, & Co., Toronto.
Fahey, Wm., Toronto.
Hoskins, David, Toronto.
Jenkins & Hardy, Toronto.
Kidd, F. H., Toronto.
Merson, Geo. O., Toronto.
Williamson, T. C., Toronto.

Baking Powder.

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

Barristers, Solicitors, etc.

Atwater, Duclos & Chauvin, Montreal.
Beatty, Blackstock, Fasken & Riddell, Toronto.
Burritt, Jas. H., K.C., Pembroke, Ont.
Cameron, D. O., Toronto and Oakville.
Hamilton, J. C., Toronto.
Tupper, Phippen & Tupper, Winnipeg.
Vidal, L. L. O., Montmagny and Quebec.

Baskets.

Oakville Basket Co., Oakville, Ont.

Bird Seed.

Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.

Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Black Lead.

Oakey, John, & Sons, London, Eng.

Canned Goods.

Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Old Homestead Canning Co., Picton, Ont.

Cheese Cabinets.

Lucas, Steele & Bristol, Hamilton.

Chewing Gum.

American Chicle Co., Toronto.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.

American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoa.

Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.

Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Mott, John P., & Co., Halifax, N.S.
Stewart, A. J., Toronto.
VanHouten's—J. L. Watt & Scott, Toronto.

Commission Merchants & Brokers.

Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.

Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Price, Chambers & Co., Winnipeg Man.
Ratray, D., & Sons, Montreal.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Wait, J. L., & Scott, Toronto.

Wilson Commission Co., Brandon, Man.

Concentrated Lye.

Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.

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

Corks.

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

Crockery, Glassware and Pottery.

Gowan, Kent & Co., Toronto.
Klotz, E. W., Toronto.
Taylor & Mulveney, Hamilton.

Dairy Produce and Provisions.

Canadian Swiss Trading Co., Montreal.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.

McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Turner, James, & Co., Hamilton.

Educational.

Belleville Business College, Belleville.
Canadian Coll. College, Toronto.
Metropolitan Business College, Ottawa.
St. Margaret's College, Toronto.
Western Business College, Toronto.

Finance and Insurance.

Bradstreet Co.

Fish.

Black Bros. & Co., Halifax.
Davidson & Hay, Toronto.
Pacific Selling Co., New York.
Sovereign & Lynx Brands.
Todd, J. H., & Sons, Victoria.

Fly Paper.

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

Fruits—Dried, Green, and Nuts.

Adams, E. E., Leamington, Ont.
Adamson, J. T., & Co., Montreal.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Stringer, W. B., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.

Cox, G. & J.

Grain, Flours and Cereals.

Force Food Co., Toronto.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.

Grocers—Wholesale.

Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinneer, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.

Provost & Allard, Ottawa.

Snowdon, Forbes & Co., Montreal.

Grocers' Grinding and Packing Machinery.

Adamson, J. T., & Co., Montreal.
Cochrane, C. H., & Co., Ottawa.
Coles Mfg. Co., Philadelphia, Pa.
Smith, John E., Sons Co., Buffalo.

Hides.

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

House Insect Destroyer.

Common Sense Mfg. Co., Toronto.

Infants' Foods.

Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.

Auer Light Co., Montreal.

Jams, Jellies, Etc.

"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.

Jelly Powder.

Gorman, Eckert & Co., London, Ont.

Lubricant.

Cole, G. W. Co., New York.

Macaroni.

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

Matches.

Walkerville Match Co., Walkerville, Ont.

Mince Meat.

Bates, Peacock Co., Hamilton.
Wethey, J. H., St. Catharines.

Notions and Novelties.

Weese, G. A., & Son, Toronto.

Office Systems, Supplies, etc.

Briggs Ledger System Co., Toronto.

Pass Books, Etc.

Allison Coupon Co., Indianapolis, Ind.

Patent Solicitor.

Cullen, Orian Clyde, Washington, D. C.

Peels.

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

Pickles, Sauces, Relishes, Etc.

American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.

Flett's—Rose & Lafamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Parke & Parke, Hamilton.
Patterson's—Rose & Lafamme, Montreal.
Taylor & Pringle, Owen Sound.

Polishes—Metal.

Oakey, John, & Sons, Montreal.

Polishes—Stove.

Morse Bros., Canton, Mass.

Pottery.

Foster Pottery Co., Hamilton, Ont.

Refrigerators.

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

Salt.

Canadian Salt Co., Windsor, Ont.
Rose & Lafamme, Montreal.
Toronto Salt Works, Toronto.
Verret, Stewart Co., Montreal.

Shelf Boxes.

Bennett Mfg., Co., Pickering, Ont.

Soap.

Calvert, F. C., & Co., Manchester, Eng.
Duncan Company, Montreal.
Lever Bros., Toronto.

Starch.

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

Steel Shingles.

Metallic Roofing Co., Toronto.

Store Lighting.

Auer Light Co., Montreal.

Sugars, Syrups and Molasses.

Canada Maple Exchange.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Mathieu, J. L. Co., Sherbrooke, Que.
Ratray, D., & Sons, Montreal.
Tea Rose Drips—Rose & Lafamme, Montreal.

Summer Beverages.

Batger's—Rose & Lafamme, Montreal.
Downey, W. P., Montreal.
Eby, Blain Co., Toronto.
Lytle, T. A., Co., Toronto.
Simson Bros. Co., Halifax.
Snowdon, Forbes & Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Turner, James, & Co., Hamilton.

Teas, Coffees, and Spices.

American Coffee & Spice Co., Toronto.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Grocers' Engineering Co., London, Eng.
Japan Tea Traders' Ass'n.
Kinneer, T., & Co., Toronto.
Lipton, Thomas J., New York.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Telephones.

Bell Telephone Co. of Canada.

Typewriters.

Canadian Oliver Typewriter Co., Montreal.

Vinegars.

Canadian Vinegar Co., Montreal.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Wilson, W. H., Co., Tillsonburg.

Wall Paper.

Stauntons Limited, Toronto.

Washing Compound.

Duncan Co., Montreal.
Keel's—Frank Magor & Co., Montreal.
Reckitt's—Gilmour Bros., Montreal.

Woodenware.

United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.

Canada Paper Co., Toronto.

Yeast.

Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Accountants & Auditors	84
Adams, E. E., & Co.	71
Adamson, J. T., & Co.	71
Allison Coupon Co.	71
American Chicle Co.	28
American Coffee & Spice Co.	85
American Tobacco Co.	81
Auer Light Co.	8
Balfour & Co., outside back special cover	84
Barristers and Solicitors	22
Bates, Peacock Co.	22
Batty & Co.	85
Bell Telephone Co.	83
Belleville Business College	84
Bennett Mfg. Co.	7
Black Bros. & Co.	8
Bloomfield Packing Co.	25
Blue Ribbon Tea	27
Bradstreet's	outside back cover
Brantford Starch Works	50
Briggs Ledger System Co.	83
Burlington Canning Co.	7
Calvert, F. C., & Co., inside front special cover	7
Canada Maple Exchange	22
Canada Paper Co.	61
Canadian Coll. College	84
Canadian Oliver Typewriter Co.	83
Canadian Press Clipping Bureau	inside back cover
Canadian Salt Co.	32
Canadian Swiss Trading Co.	71
Canadian Vinegar Co.	83
Capstan Manufacturing Co.	8
Castle, F. J., Co., inside front cover	8
Ceylon Tea	6
Chase & Sanborn	27
Christie, Brown & Co., outside front cover	61
Clark, W.	61
Cole G. W. & Co.	83
Cochrane, C. H., & Co., inside front special cover	32
Coles Manufacturing Co.	32
Colson, C. E., & Son, outside back cover	3
"Commissioner" Tea	7
Common Sense Mfg. Co.	22
Cowan Co., inside back special cover	54

Cox's Gelatine	7
Cullen, Orian Clyde	64
Davidson & Hay	15
Dawson Commission Co.	70
Dingle & Stewart	2
Dominion Molasses Co., inside back cover	19
Dominion Packing Co.	19
Downey, W. P.	66
Duncan Company	7
Dunn, Wm. H.	47
Dutch Chemical Works, inside back cover	23
Eby, Blain Co.	23
Eckardt, H. P., & Co.	49
Edwardsburg Starch Co.	87
Empire Tobacco Co.	78
Epps's Cocoa	61
Estabrooks, T. H.	17
Eureka Refrigerator Co.	7
Ewing, S. H., & A. S.	88
Ewing, S. H., & Sons	5
Fabien, C. P.	80
Fearman, F. W., Co.	19
Finkle & Ackerman	71
Force Food Co.	75
Fortier, J. M.	80
Foster Pottery Co.	2
Frontenac Cereal Co.	77
Gibb, W. A., & Co.	70
Gillett, E. W., & Co. Ltd.	20, 73
Gorman, Eckert & Co.	30
Gowan, Kent & Co., outside back cover	69
Greig, Robt., Co.	69
Grocers Engineering Co., inside front cover	13
Hill, Evans & Co.	5
Horrocks, T. J.	80
Husband Bros. & Co.	70
Japan Teas	4
Kay Bros., inside front cover	7
Keen, Robinson & Co., outside front cover	14
Kingston "Gleaner", inside back cover	14
Kinneer, Thos., & Co.	14
Klotz, E. W.	63
Lake Huron & Manitoba Milling Co.	32
Lambe, W. G. A.	2

Lamont, Corliss & Co.	69
Laporte, Martin & Cie	9
Lever Bros.	45
Lipton, Thomas J.	43
Lucas, Steele & Bristol	13
Lyman, Knox & Clarkson	54
Lytle, T. A., Co.	3
Maiden, J. H.	10
Marceau, E. D.	64
Mathieu, J. L., inside front special cover	64
Matthews, Geo. Co.	20
Metallic Roofing Co.	64
Metropolitan Business College	84
Millman, W. H., & Sons	2
Mooney Biscuit and Candy Co.	67
Morse Bros.	12
Mott, John P., & Co.	66
MacLaren's Imperial Cheese Co.	14
McAlpin Consumers Tobacco Co.	80
McCann, Wm., Milling Co.	67
McDougall, D., & Co.	81
McGregor-Harris Co.	54
McLaren's Cooks' Friend Baking Powder, inside back cover	50
McLean, J. A., Produce Co.	20
McWilliam & Everist	70
National Licorice Co., inside front cover	21
Napoli Macaroni Co.	2
Nicholson, Bain & Johnston	2
Nicholson & Bain	2
Nicholson & Brock	64
Oakey, John, & Sons, outside back cover	7
Oakville Basket Co., inside back cover	9
Old Homestead Canning Co.	9
"Ozo" Co.	68
Pacific Selling Co.	60
Page, C. S.	64
Park, Blackwell Co.	19
Payne, J. Bruce	79
Price, Chambers & Co.	2
Provost & Allard	45
Pure Gold Mfg. Co.	45
Ratray, D., & Sons	86
Reckitt's Blue and Black Lead	86
Reid, W. B., & Co.	80

Rose & Lafamme	5, 29
Row & Co.	2
Royal Baking Powder Co.	53
Rutherford, Marshall & Co.	54
Ryan, Wm., Co.	54
"Salada" Tea Co.	50
Sells Commercial	83
Sheridan, J. H.	30
Simson Bros. Co.	64
Smith, Geo. J.	83
Smith, John E., Sons Co., inside back special cover	84
Snowdon, Forbes & Co.	60
"Sovereign" and "Lynx" Salmon	8
Stauntons Limited	59
Stewart, A. J.	66
St. Charles Condensing Co.	29
St. Margaret's College	71

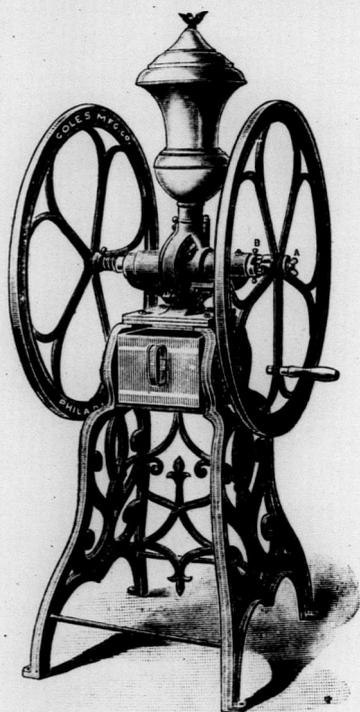
Years and Years!

For years and years the most persistent buyers of Windsor Salt have been the most successful cooks. One woman has told another about the salt that doesn't cake, the salt of unequalled purity, whiteness, dryness, and each woman is a link in the chain that has been forged from one little word, "confidence."

A woman can make or mar your success in business. She can influence trade—above all, *she does like to talk*. Think of the cumulative effect of years and years of constant talking—*constant praise for Windsor Salt*.

Windsor Salt

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



No. 17. List Price, \$40.00.

Goles 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, PENNA.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.



President :

JOHN BAYNE MACLEAN,
Montreal.

**The MacLean Publishing Co.
Limited**

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

OFFICES

MONTREAL	- - -	232 McGill Street. Telephone Main 1255.
TORONTO	- - -	10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN.	- Room	308, McIntyre Block. Telephone 1846 L. P. Luxton.
LONDON, ENG.	- - -	88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER, ENG.	- - -	92 Market Street. H. S. Ashburner.
ST. JOHN, N.B.	- - -	No. 3, Market Wharf. J. Hunter White.
NEW YORK	- Room	1241, New York Life Bldg. W. T. Robson.
VANCOUVER, B.C.	- - -	Geo. S. B. Perry.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere 12s.

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

DEDICATION.

THE GROCER is a firm believer in the future of the Canadian West. This belief is attested to by the present number, which has been prepared in honor of the Dominion Exhibition, which came to a successful termination last week in Winnipeg. In another portion of the paper, we devote considerable attention to the various phases of the Exhibition and illustrate a few of the notable displays. These in point of beauty of arrangement, and general interest were the equal of anything ever before shown in Canada. Altogether the Exhibition was a remarkable success and the directorate are to be congratulated on their enterprise and good management.

A REGRETTABLE INDISCRETION.

SIR RICHARD CARTWRIGHT'S speech in the House of Commons the other day in defence of the appoint-

ment of Mr. Jackson as commercial agent at Leeds is one of the most regrettable incidents in Canadian public life for some time.

Although we have with the Boards of Trade and the Canadian Manufacturers' Association had on more than one occasion to complain of the lack of energy displayed by Sir Richard Cartwright in the administration of the Department of Trade and Commerce ever since he came into office, we have always held that he was a type of politician superior to most of the men in public life to-day on both sides of the House. He was a strong politician and an ardent Liberal, but his record on the whole has been a clean one. He did not stoop to the questionable methods of the average politician. His fall from grace, therefore, comes as a great disappointment to a great many people of both political parties.

Liberals everywhere are regretting his indiscretion of the other day. It is true he was responsible for the appointment of Mr. Jackson, but it would have been infinitely better if in the heat of party debate he had not allowed himself to be lead into the discussion.

Sir Richard Cartwright's public life cannot necessarily be many years longer. His age precludes this. It is, therefore all the more to be regretted that in the closing years of his public career he was lead to enunciate principles which even in political affairs are morally unsound.

We have watched with a good deal of interest the reports of Mr. Jackson since he began his duties as commercial agent in Leeds. He has certainly exhibited more ability than we anticipated. He was a lawyer and not a practical business man, but since his appointment he has evidently done his best (and his best has been by no means bad) in the interest of Canadian trade. We have been particularly struck with the zeal which he has displayed in suggesting ways and means whereby Canadian exporters might increase their trade with the business men in his district. He has made

some mistakes but his record has on the whole been fairly good.

It is to be regretted, however, that his political career in Canada was not so creditable. The methods he employed to secure evidence designed to unseat a political opponent were dispicable and no stronger words in condemnation of his conduct have been used than those of Judge Street, before whom the South Oxford election trial was heard. For Sir Richard Cartwright, therefore, to attempt to condone what Jackson did was most unfortunate.

It was unfortunate indeed, in the first place, because of the bad political doctrines which it enunciated. It was bad in the second place because of the reflection it must necessarily cast on Canadian public life in Great Britain, where Mr. Jackson is a representative of the Dominion Government. Political life in Great Britain is on a higher moral plane than political life in Canada, but it is not about the opinion of the public men in Great Britain that we are so much concerned; it is the opinion of the business men there.

To know that one of the officials who is representing the Dominion in a commercial capacity has been guilty of political practices which were so strongly denounced by a Canadian judge, and yet condoned by Sir Richard Cartwright, the head of the Department of Trade and Commerce, will certainly not tend to strengthen the credit of Canada in British business circles.

A DANGEROUS THING.

A DOLLAR is sometimes made or saved by a dishonest action; but it is a dangerous practice. From an economic standpoint, dishonesty is unprofitable. Business is based on presumptive honesty. Men transact business with each other because they believe that honesty is the rule and not the exception.

"We live by faith, not by sight," is just as true in business affairs as in orthodox religious conduct, and is just

as essential in the one as in the other. It is true the banks do not set much value on faith. They pin their belief in collateral security. Faith they rarely practice. It is not taught in their text books. Business men, on the other hand, walk by faith to a great extent, and when any of them stoop to dishonest actions they not only do that which, in the long run, is unprofitable to themselves, but that which tends to disable and weaken the chief superstructure of trade and commerce.

WAGES AND COST OF LIVING.

THE Washington Bureau of Labor, in its last monthly report, contains some remarkable statistics, comparing the increase of wages since 1890 and the increase in the cost of living over the same period. An extended investigation was made. Families in 33 states, representing the leading industrial centres of the country, were taken and their income and expenditure figured out.

Data as to wages and hours of labor were collected from 67 leading industries, embracing 519 distinctive occupations in 3,429 establishments. This data showed that the number of employes in 1903 had increased .3 per cent. over 1902 and 33.2 per cent. over 1890. The wages per hour in 1903 had increased 3.6 per cent. over 1902 and 16 per cent. over 1890. With the single exception of 1896 there was a continuous and steady increase in wages from 1894 to 1903, and this was accompanied by a decrease in the hours of labor per week of 3.2 per cent. and an increase in the number of employes in the establishments reported on of 34.3 per cent. in that period.

The weekly earnings per employe in 1903 were 2.7 per cent. higher than in 1902, 14.9 per cent. higher than in 1894 and 11.2 per cent. higher than in 1890. The weekly earnings of all employes covered by the reports were 5 per cent. higher in 1903 than in 1902, 54.4 per cent. higher than in 1894 and 48.1 per cent. higher than in 1890.

Comparing the increase in the weekly earnings per employe with the changes in the retail prices of food weighted according to family consumption it is seen

that weekly earnings in 1903 were 2.7 per cent. higher than in 1902, while the cost of food was .5 per cent. less. The weekly earnings per employe in 1903 were 4.9 per cent. greater than in 1904, while the cost of food was but 10.6 per cent. greater. The weekly earnings per employe in 1903 were 11.2 per cent. greater than in 1890, while the cost of food was but 7.7 per cent. greater.

EXHIBITION VISITORS.

THOUSANDS of buyers will be in Toronto during the exhibition, combining business and pleasure. Many of these will be unacquainted in the city and almost all of them will find addresses changed since the fire. At any rate, there will be bits of information desired by them all in their purchasing rounds.

The offices of The Grocer at 10 Front street east will be thrown open to our readers as an information bureau, where answers to all questions regarding the city and its business firms will be cheerfully given. Our offices are situated almost in the heart of the business section, and buyers will find them most convenient for finding out what they wish to know or for having a rest between their business calls. All the city papers will be on file, as well as the greater number of newspapers published from one end of Canada to the other.

THE BILLBOARD EVIL.

IN the United States the billboard evil has grown to such proportions that stringent legislation has been necessary to abate the nuisance. Some of the most beautiful suburban scenes along country roads or beside railway tracks have been completely spoiled by the unsightly boards which rise up and deface the landscape. For mile after mile the traveler's weary eye is confronted with these hideous spectres, and no wonder there has been a loud outcry against them.

The Municipality of Cleveland has just adopted a comprehensive building code, which contains a most significant provision relating to signboards, and the City of Boston has done the same. Societies have been formed and agitations

started which will certainly bring about good results.

We in Canada have not yet had our fairest scenes invaded by the billboard, but the day will certainly come if something is not done to prevent it. With the principle of billboard advertising we have no quarrel. There are instances when billboards have been known to shut out most unpleasant prospects from the vision, and there are dreary and barren spots where the colors of a bright billboard add life and relieve monotony. There are also many legitimate positions where billboards may be erected to advantage and no complaint will be heard.

But the placing of signboards in the very centre of a beautiful natural scene is going a little too far. Would Muskoka and Georgian Bay be the same delightful and restful spots if at every turn the weary business man, seeking repose, were to confront a green and yellow signboard? Only a very sordid individual would think so, and there are few such in this country, let us hope. Even the wisdom of the advertiser might be questioned in this case. There is such a thing as aversion.

Signboards, like everything else, have a use, and a big use, but they must be used at the proper time and place.

TIMELY LEGISLATION

TIME alone can fully reveal the effects of the anti-dumping clauses of the new tariff; the workings of every change in the law are more or less veiled. One thing is certain, however, that the attempt to protect Canadian manufacturers against this evil has been made at a most opportune moment.

Difficult as it is to account for in all its phases, the presidential election year in the United States is usually attended by a serious slackness in trade that is thoroughly understood and prepared for by merchants over the entire country. So pronounced is the decrease in the business done that, it is said, buyers have the strictest orders to cut down their purchases fully 25 per cent. In fact, it is not unusual for foreign buyers to remain at home for the entire year.

This straitened outlet for the products of the factories, combined with the de-

sire to maintain prices at home, calls for an increased exportation, and Canada has heretofore been the first choice as a customer. During the election year, accordingly, we have been flooded with surplus United States goods, and prices have corresponded with the oversupply. A large part of these receipts has been sold at prices intended only as a provision for the retention of workmen and as a means of disposing of what was already made. Profit was a secondary consideration.

This year has witnessed no change in the preparations for a smaller volume of business, and the same oversupply in the United States markets is sure to follow. Under the new tariff, however, not only will a great part of these goods be kept out of the country, but the remainder is likely to enter only at regular prices, thus preventing any interference with our own production.

BUSINESS MEN'S VACATIONS.

It is a mistaken idea on the part of many that because a man has two weeks' vacation in the Summer he should crowd every minute of the time with physical exertion of one kind or another,—tramping, canoeing, hunting, golfing, or the like.

To men who have been accustomed to sedentary occupations the good of such a radical change in their mode of living is doubtful. What most persons need is genuine rest. The trouble is that the majority who get a vacation are so afraid that they will not have a good time that they tire themselves out in trying to get it. So far for the physical side of the case.

Mentally the situation is different. If a man is of a social nature and does not see much of people in his business, he will be profited by going to some place where they are congenial people. If, on the other hand, his business requires him to meet many people, he will find recreation in solitary places.

BACK FROM THE OLD LAND

MAJOR JOHN SLOAN, head of the wholesale grocery firm of John Sloan & Co., Toronto, is again back to his business after a three months' trip to England, Scotland and Ireland. Major Sloan is delighted with his trip, and gives visible evidence of the benefit it has been to his health. In conversation with a representative of The Grocer recently Mr. Sloan expressed his admiration for the City of London, in which he spent three weeks.

"The cleanliness of the city struck me more than anything," remarked Mr. Sloan, "and the municipal management

must be wonderfully good to keep the sanitary condition of the city so well nigh perfect. London is the healthiest city in the world."

Asked what impressed him most in London, Mr. Sloan replied: "The remarkable sagacity of the municipal government in having so many beautiful parks and breathing places dotted all over London, and the way they keep them and the streets in such a splendid condition; the very cleanliness of the streets is a revelation. They are continually cleaning the streets, Sunday as well as every other day.

"Another thing which struck me very particularly," continued Mr. Sloan, "was the great facility given the population to enjoy healthy open air recrea-



Major John Sloan.

tion. On Sunday, as well as any other day, all refreshment places are open, and the people can buy anything they want, and although I do not approve of it, public houses are open on Sunday afternoons. Notwithstanding this freedom, I failed to see in Hyde Park, Regent Park, or St. James Park, a single drunken person, man or woman."

In reference to the grocery trade, Mr. Sloan was greatly struck by the scrupulous cleanliness everywhere evident, and the effective way in which goods were displayed, considering the limited space available. In the grocery shops, butcher shops, and provision stores, everything was as neat as could possibly be. The clerks were very smartly and neatly attired.

Asked if he had discussed Canada much, Mr. Sloan smiled genially. "I was greatly pleased," he said, "to notice the change in regard to Canada

since I was in England last. Where before gross ignorance prevailed as to Canada, I was delighted to find all changed. They are all taking great interest in Canada, in Canadian goods, and in the Canadian people.

"At Henley I saw the Canadian win the diamond sculls. There was an immense crowd and, of course, an English crowd, and naturally it wanted to see the Englishman win, but when the Canadian won they accepted the situation like the true sports that they are. I heard no ill-feeling expressed, but the very opposite. The English sculler was very much exhausted, poor fellow, when he reached his boat house. I went in and shook hands with him and told him he had rowed a great race, and that to be beaten by a Canadian was nothing to be ashamed of. I then went on to where Scholes was and congratulated him. He was in splendid condition of body and spirits, and a few Torontonians who were there were simply wild.

"Henley is the greatest sight I ever saw. It is well worth going the distance to see. England's best is there on holiday bent, and the sight of the boats on the river and the coaches on the bank is one never to be forgotten.

"When in Scotland I visited the castle at Edinburgh and saw the 42nd Highlanders, the Black Watch. They are a fine regiment, but I think our own 48th takes the palm for physique and general appearance. I saw some of the members of the band to be at the Toronto Exhibition, and they were very much elated at the prospect of visiting Canada. The 'Fourty Twa's,' as they are affectionately called in Scotland, are indeed a crack regiment.

"I was very much pleased in Dublin at the general improvement in the place since I was there last. In Phoenix Park I heard the band of the Royal Irish Constabulary, one of the finest in the world. The electric railway system in Dublin is the finest I have seen anywhere. In Ireland generally the old spirit of discontent and disloyalty is no longer seen. The New Land Bill which enables the people to own their own land gives great satisfaction. The King is a great favorite with the Irish people, and when in Dublin a month before my visit he received a reception second to none anywhere.

"Just a word on the fiscal question. It is the great topic of conversation all over England, Scotland and Ireland. The people are thinking it over very seriously. The majority of business people with whom I came in contact are entirely in accord with the reform movement, and I believe Mr. Chamberlain will win out yet.

The Dominion Exhibition at Winnipeg

July 25 to August 6, 1904

"In my opinion, this is the psychological moment for the holding of the Dominion of Canada Exhibition at Winnipeg."

IN the above sentence Hon. Clifford Sifton, Minister of the Interior, expressed, in his address at the opening of the Dominion Exhibition, the view of the most progressive element of the west. Those intimate with the history of Winnipeg and the wheat lands of the west recognize that the past six or seven years have marked an epoch in the history of the country; that in those years a point of advancement had been reached that was worthy of more than even national attention.

For 150 years Manitoba and the Can-

years that it was only the great political sagacity and the determined conviction of Sir John Macdonald, Lord Strathcona, and a few others, that made possible the construction of the C. P. R.

A Vital Step.

The completion of the C. P. R. marked a vital step of progress in the Canadian west. The consequent inrush of immigration, the boom in Winnipeg, and later the depression following, are all part of that era of development.

It is recognized that the past six or seven years have constituted another

business men as not merely legitimate but inevitable.

Time Ripe for Exhibition.

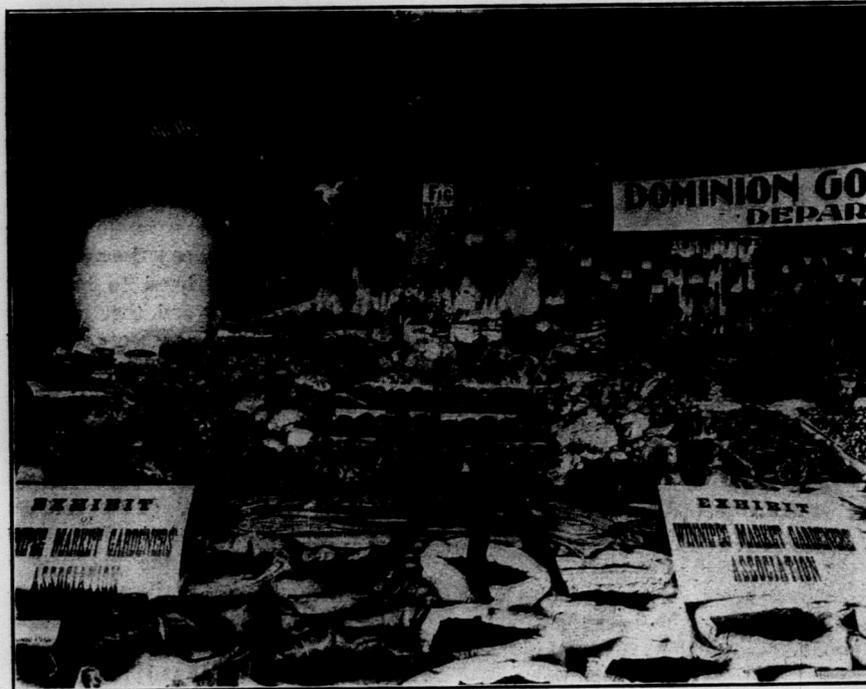
Realizing the extent of this forward movement and the impression it could not fail to leave on visitors, it was recognized by many that the time was ripe for an exhibition in Winnipeg which should be national in scope, and which would attract visitors from Great Britain as well as from the United States and eastern Canada. Not only would the best class of settlers be thus influenced, but the exhibition would serve to knit more closely together the bonds that unite the east with the west.

The people of Manitoba and the Northwest are as patriotic in their business relations as are those in any portion of the Dominion. They would appreciate, as would the manufacturers of the east, any factor which would furnish opportunity for the manufacturers to demonstrate to them the excellence of their wares. It was deemed that if the manufacturers came into close touch with, and studied closely the needs of, the western trade, that the result would be to extend the demand in the Canadian west for Canadian goods, and thus make the great expansion of the west of direct benefit to eastern Canada as well as to the west.

Many, however, have maintained that the time is not yet come for a Dominion Exhibition at Winnipeg. A year from now, they argued, would be soon enough. But it may be fairly said to be characteristic of western methods that if the time is not ripe for any development they force it, just as a gardener would force to fruition a backward plant.

Obstacles Surmounted.

Unquestionably the obstacles that have been surmounted have been so exceptional that only men of strong conviction would have attempted the task. In the first place the buildings were poorly placed and woefully inadequate; they were remodelled and greatly enlarged. The hotel accommodation for exhibition visitors was almost a negligible quantity; an accommodation bureau was established, and although tents and unfinished houses



Vegetable Display by Winnipeg Market Gardeners' Association.

adian Northwest have attracted the attention of the hardy pioneer. At first the land was exploited as a fur country, and its fame as such is still expressed in the prosperity of the Hudson Bay Co., who eventually secured control of that trade. Later, the hardy settlers found the soil fertile and the climate suitable for farming. The most farsighted of these predicted, more than a generation ago, that the Canadian west would some day be famous for its wheat areas.

Opinion regarding the possibilities of the west differed so radically in early

epoch, an era of expansion surpassing in magnitude any previous records.

Good crops and good advertising (for the west as a farming country has been advertised in the United States and Europe with a persistence and discretion that would be a credit to any advertising expert) have made a combination which has resulted in an influx of population and a remarkable increase in the area of wheat lands under cultivation. A reflex result has been an expansion in Winnipeg which, though partaking of all the characteristics of a boom, is looked upon by conservative

had to be called into service, all visitors were placed.

True, when the exhibitors arrived the cartage and power facilities were far from satisfactory; the buildings were not completed; the details of management neither complete nor fully understood. Yet, despite the difficulties met at every turn by exhibitors and management, and despite the fact that the number of visitors at the industrial displays was not up to the expectation of many exhibitors, the Dominion Exhibition at Winnipeg in 1904 will be looked back to as one of the mile-stones which are marking the rapid progress of the west.

The exhibition was national in every respect. From British Columbia were exhibits of fruit and timber that would have been a credit at a world's fair. From Ontario, Quebec and the Maritime Provinces came a group of manufacturers—of practically every class of goods—who had learned of the great market opening up and wanting to win the attention and patronage of the western buyer.

An indication of the extent of the lines shown is given in the following descriptions and illustrations of the various displays:

The B. C. Fruit Exhibit.

"Oh, this is the British Columbia Fruit Exhibit," was the expression heard thousands of times during the two weeks of the Dominion Exhibition at the Prairie City of Winnipeg. In varying keys was the expression repeated, but all were indicative of surprise, delight and admiration. And truly the exhibit, which was sent by the British Columbia Government was worthy of all the praise lavished on it. "Made in Canada" the marching slogan of the Canadian Manufacturers' Association, had to give at least equal place in the public favor with "Grown in British Columbia" at the Big Fair.

Some of the most perfect samples of fresh cherries possible to imagine were opened to the astonished gaze of the Western wheat-growers. They joined in saying, "Why do you not send more of this to Manitoba?" The reply to be truthful had to be, that the Pacific Province had not been in position in the past to make sufficiently large shipments of fruit to fill the demand which would be aroused by exploiting the trade. Now, however, it is beginning to be different. The fruit supply of the Canadian Northwest is to come from British Columbia and the latter province has by its recent exhibit, demonstrated that

it is capable of getting from the soil the most magnificent quality and the greatest quantity required by the big demand market of the broad Western prairies.

Too late in the season for a large exhibit of small fruits, for which British Columbia is famous, and too early for the big line of plums, pears, apples, peaches, etc., which will be in plentiful supply, and full maturity in the next month or six weeks, the British Columbia exhibit yet had a most attractive display. During the first week a large portion of the space on the tables was occupied by the large early varieties of sweet cherries, Lamberts and Bings, two distinctive and celebrated Pacific coast varieties, being exceptionally good. The

red were easily as large as good-sized plums. Splendid blackberries, raspberries and Loganberries were also shown several days, and one small crate of early peaches grown at Victoria arrived one day.

During the second week the late cherries, of varieties suited to preserving, were in abundant display. There were Morello, Nouvelle Royal, Olivet and it was explained to the visitors who thronged the British Columbia building, that these kept on ripening until the latter part of August. Many orders were sent to the coast as a result. Vancouver Island, at Victoria and vicinity is specially prolific in raising these late preserving varieties.

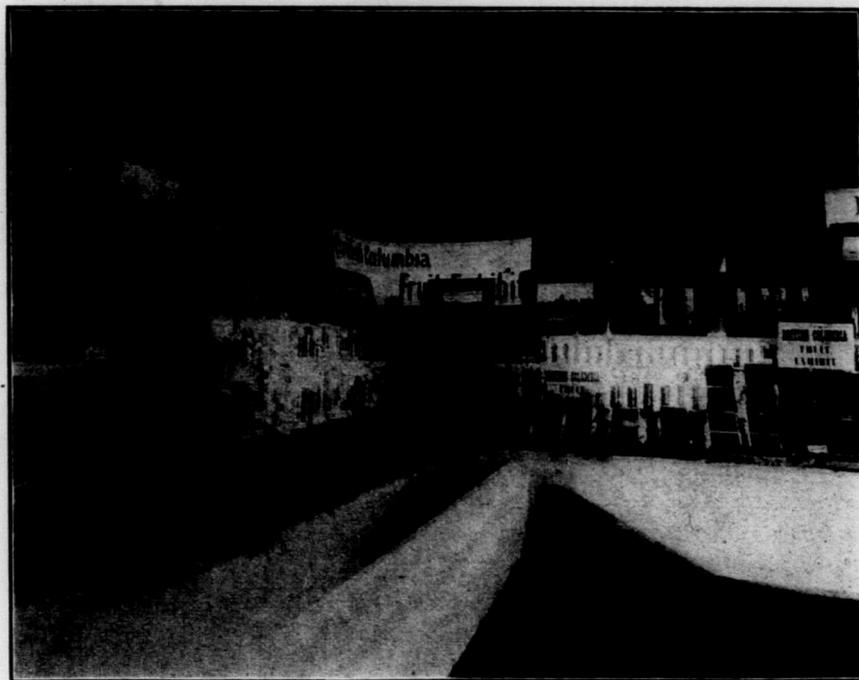


Exhibit of British Columbia Fruit.

Windsor, another dark cherry and the Royal Ann, the well known light red cherry, were well represented. In size and evenness of color and fineness of texture these cherries could not be surpassed, while the manner of packing (in ten pound boxes, with a division across the centre) was the equal of the best California packing, every row of the monster fruit being a marvel of precision and perfection. A large quantity of this fruit was distributed gratis during the week, so that seeing was not alone depended on to prove the excellence of the quality.

Another display which attracted much attention was that of the English gooseberries, a crate of which ripened to deep

Early as the time was there were a large number of boxes of apples received from the Chilliwack and Victoria districts. The varieties known as Yellow Transparent and Red Astrachan were the principal, and were very well matured. Some peach plums and Tragedy prunes, the latter from Victoria, and some of the others from the Okanagan were shown. In bottled fruits, preserved to show the natural color and appearance of the fruit, there was a large display sent from the Department of Agriculture at Victoria. At least 15 sorts of plums were shown and the bloom on each specimen was perfectly preserved. A grand collection of peaches, apples, pears, apricots, cherries, cur-

rants of all varieties and every other small fruit was also shown.

The display was artistically decked out with branches of fresh cherries showing the heavy fruitage of the branches in British Columbia orchards. Branches of the cedar, spruce, fir, and other native evergreen trees were used for garnishing the tables, and were much appreciated by the prairie folk. A magnificent collection of enlarged and framed photographs of British Columbia landscapes and orchards were hung on the walls of the building and formed a handsome attraction.

Mr. R. M. Palmer, Commissioner of Immigration for British Columbia, represented his Government at the Dominion Fair, and all through the two weeks he and Mr. W. J. Brandrith, secretary of the British Columbia Fruit Growers' Association, were indefatigable in explaining to the visitors who thronged the building all that the exhibit meant. There was but one opinion of the benefits which will accrue to the fruit-growing industry in British Columbia from this practical demonstration of the progress the province has made in modern methods of growing and

given a practical demonstration, and the people will not soon forget the object lesson. Many from Ontario and other portions of the Dominion were forced to admit the superior quality of fruit from British Columbia.

tractive assortment of cream bars, chocolate wafers, Swiss milk chocolate, crystalized ginger and chocolate ginger was most appealing to the sweet tooth of many a sightseer. The demonstration of the merits of the products of the com-

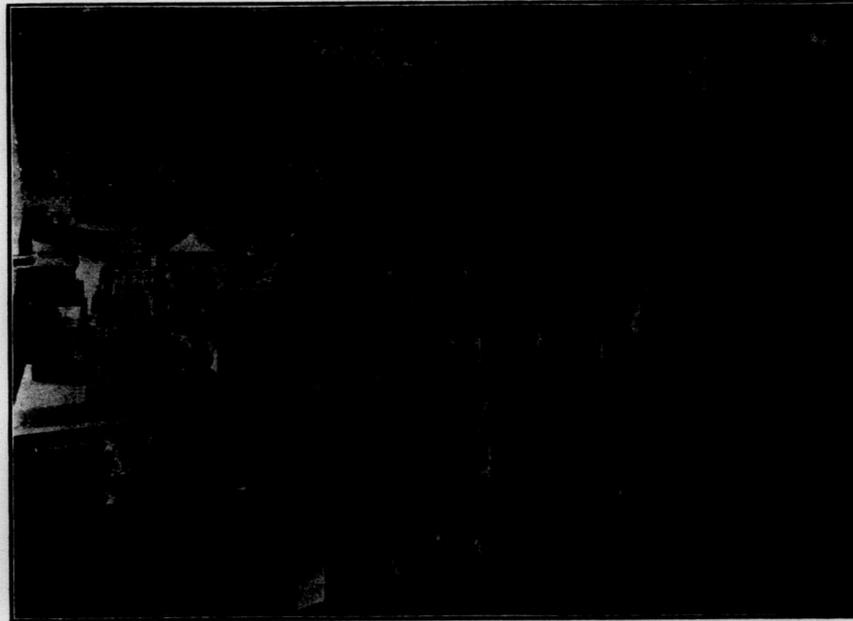


Exhibit of Cowan's Chocolate and Cocoa.



The Exhibit of Royal Crown Soap.

packing fruit. Incidentally, as before remarked, the excellent quality and magnificent appearance of the fruit were

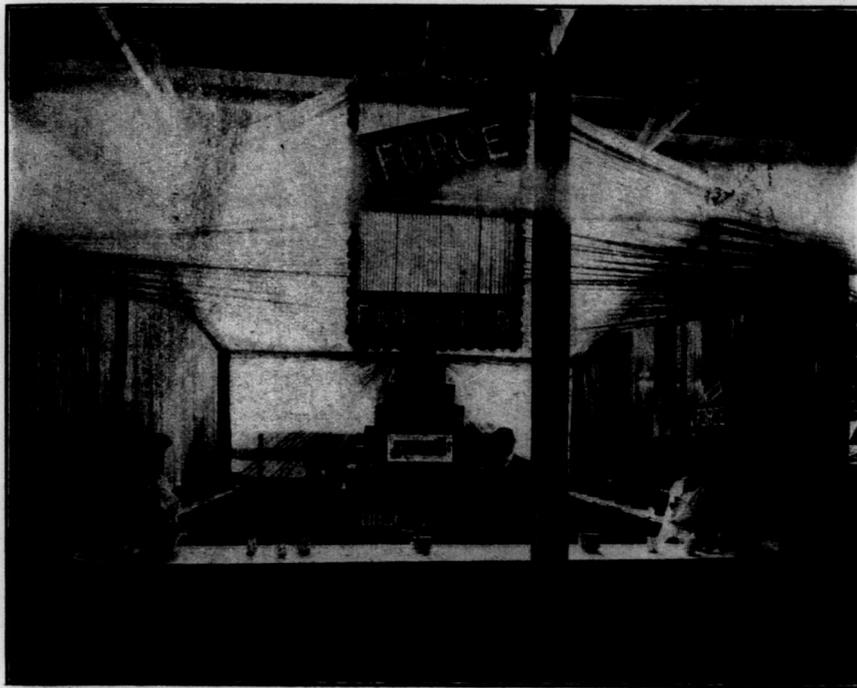
Cowan Co., Limited.

The Cowan Co.'s elaborate and well laid out exhibit, made up of a most at-

pany was carried on principally by Mr. C. Dimmick with the greatest success. During these demonstrations the aisle in front of the demonstrating counter was so crowded that at times it was practically impassable.

Royal Crown Soap Co.

A large space on the north side of the Winnipeg building, exceedingly well decorated in colors of blue and white bunting, drew the attention of visitors towards the exhibit and on approaching everything was seen to be bustle and excitement. This was the display of the Royal Crown Soap Co., of Winnipeg. This company, which manufactures such a great variety of soaps and perfumes had some half dozen of their employees on hand under the supervision of Messrs. J. H. Murphy and J. R. McMullen. The necessary machinery for manufacturing the Royal Crown brands had been installed and was run continuously to give the sightseers an idea of the method used in manufacturing this household necessity. A guessing contest on a large bar of soap was in progress, for which numerous valuable prizes were awarded. Three large bars of different soaps, made at the company's factory, attracted much attention and many small samples of the product of



The "Force" Exhibit.

the company were freely circulated among the visitors.

Force Food Co.

A noticeable and most attractive exhibit was that of the Force Food Co., the temporary home of "Sunny Jim" during the Dominion Exhibition. It was in the form of a parlor-like booth, finished off with a drapery of blue and yellow hunting, daintily arranged. From early morning till late in the evening, the surging crowds were to be seen satisfying their curiosity with a very liberal dish of this most tasty food. Mr. P. W. Nesbitt, who was in charge of the exhibit and his ever attentive assistants were always ready to interest those who were anxious to know the merits of this renowned cereal food. They were indeed well rewarded with a satisfactory explanation and a large sample package of Force to take home. By their smiles it was easy to see their appreciation of their treatment.

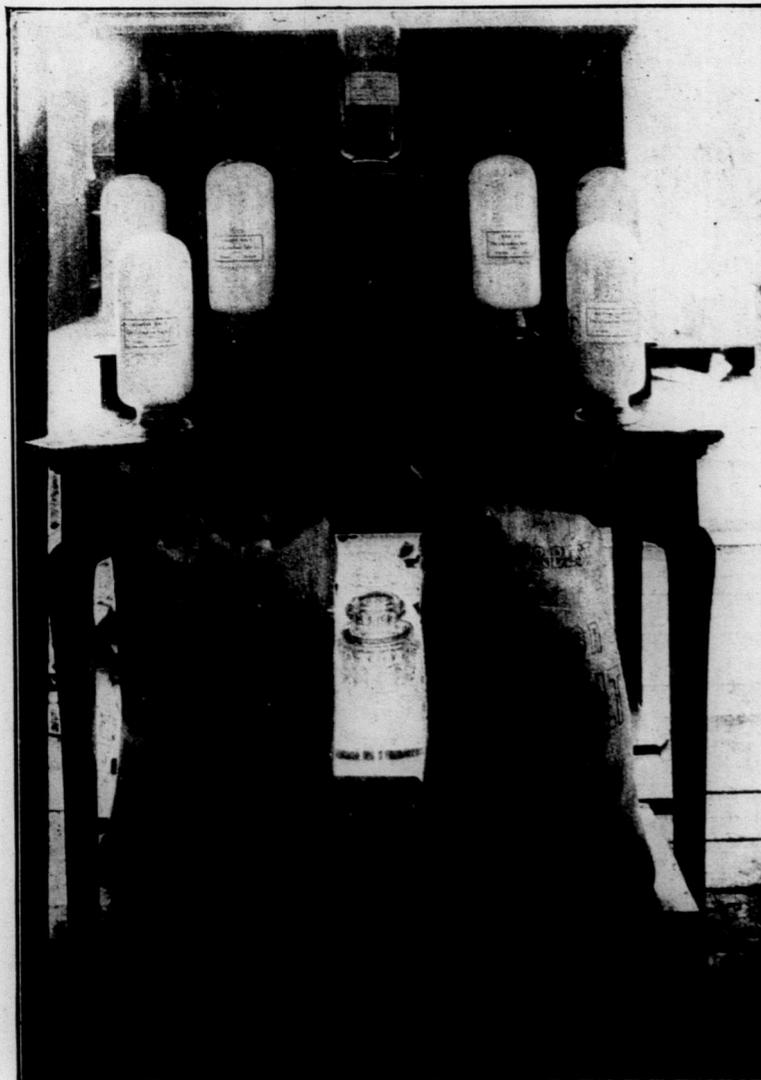
The Canadian Salt Co.

In the western end of the Eastern Manufacturers' Building was located the compact and attractive exhibit of the Canadian Salt Co., of Windsor, Ont. The neatly and well displayed goods were gotten up in large glass receptacles, arranged to great advantage with the contrasting effect of the stand of dark wood. Mr. P. H. Pennock, the company's representative for Western Canada, was

ever ready to demonstrate the qualities of the Windsor salt and with most interesting explanations.

J. Y. Griffin & Co.

In the Winnipeg building, at the south entrance, the visitors were confronted by the excellent display of the J. Y. Griffin Co., of Winnipeg, pork packers, produce and commission merchants, comparing it with other like exhibits, it can well be said that the display put before the public was unique in every respect. As a background were displayed the finished products of their establishment, consisting of hams, bacon, and various lines which they manufacture. In the foreground, upon a counter convenient in height and distance so that the most casual observer might take in each and every particular, stood a glass case wherein were a number of cured specimens of bacon and hams in sections, showing the excellent process through which they had been put. The booth itself was draped with hunting,



The Canadian Salt Co.'s Display.

the hues of which blended harmoniously and served to show off to a large extent the well arranged display contained within. In summing up this exhibit it is only necessary to state that this firm received the bronze medal as a recognition of the excellence of their products and display.

Christie, Brown & Co.

The exhibit of the Christie, Brown & Co. in the Eastern Manufacturers' Building readily attracted the attention of passers by. A magnificent square with the four sides closely packed and bricked in with numerous kinds of fancy biscuits neatly and attractively gotten up in glass-faced boxes made a most interesting and striking appearance when the many softly tinted lights illuminated the contrasting effects of the dainty and pretty display. Being situated at the west end of the north aisle in the build-



The Ham, Bacon and Lard Display of J. Y. Griffin & Co.



Exhibit of the Christie Brown Co.

ing it was most conspicuous and ornamental. This greatly added to the beauty of the west end of the hall.

A Successful Enterprise.

One of the most successful enterprises of the last few years, is that of the

introduction of Lipton's teas on the Canadian market. There is no doubt that a great measure of the success is due to the fact, that they are put on the market first-hand, thus insuring finest quality at the lowest possible prices; a pleasing and telling combination. Sir Thomas J. Lipton, the proprietor of these teas, whom it is not necessary to introduce to the Canadian public, is the leading grower of Ceylon, and owns the largest number of estates situated in the finest tea growing districts of the island, such gardens as Dambatenne, Laymastotte, Mousakelle and Pooprassie are well-known to all who are interested in tea, as producing absolutely the finest grades of Ceylon tea. Lipton's teas have a world-wide reputation, as they are being used in every quarter of the globe, the sale for 1903 exceeding the enormous quantity of 93,000,000 packages. Any Canadians who intend visiting the World's Fair at St. Louis should see Lipton's attractive exhibits in the Ceylon court, the Agricultural Building and the Irish Exhibit.

Walter Baker's Cocoa.

A pretty and one of the most effective exhibits was that of Walter Baker's Cocoa and Chocolates. An appropriate dark rich brown burlap added greatly to the charm of the booth's interior. On the counter a show case displayed a most beautiful assortment of cocoas and chocolate and the young lady attendants were arrayed in dainty and picturesque costumes representing the La Belle Chocolatiere, the trade mark of the Walter



The Cocoa Display of Walter Baker & Co.

Baker Co. At early morning the demonstrating commenced and many delicious cups of steaming hot cocoa were handed over the counter to the ever-ready and much appreciating patrons of the counter, until the hours of closing would oblige them to withdraw. In the year 1780, twenty-seven years before the electric telegraph came into use, the Baker cocoa and chocolate factory was established in Dorchester on the site now occupied by the large mills of that company.

Pugsley, Dingman Co., Limited.

A most interesting and attractive display was that of the Pugsley-Dingman Co., Limited, of Toronto, manufacturers of Comfort Soap. A massive four-sided column, running to a spiral-like roof, papered on all sides from about three feet from the base with soap wrappers, produced an excellent effect.

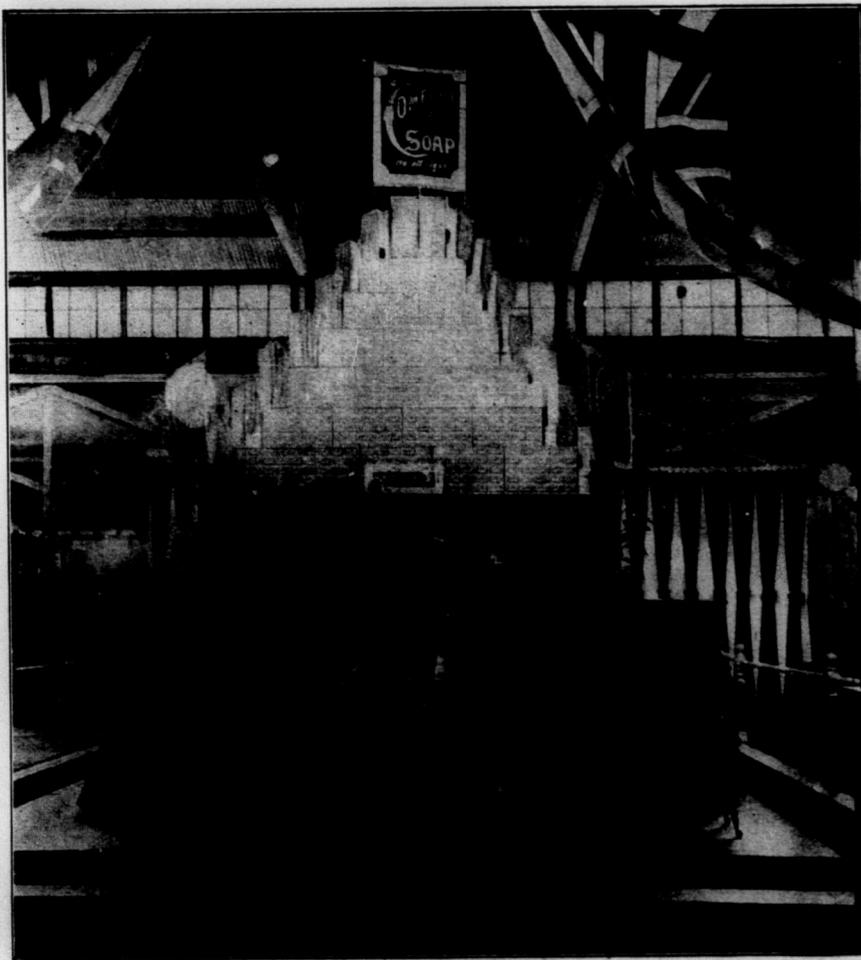
The guessing contest, which caused no end of comment regarding the weight of a gigantic cake of Comfort Soap, was placed on the platform slightly to one side of the column. This brought Mr. F. C. Cockburn, who was in charge of the exhibit, many thousands of answers, which were handed in on the company's ingenious little dodger and placed in a ballot box. To the person who gave the answer nearest to the correct weight of the soap, a beautiful upright piano was to be given, valued at \$500.

Goods That Are Always Dependable.

That quality counts is evident in the rapid growth of the three large factories that manufacture Boeckh's standard brushes and Cane's Newmarket pails, brushes and Cane's Newmarket pails, tubs, washboards and clothes pins which have for the last half century been turning out manufactures of a set standard that has gained for them an enviable reputation. It has become generally known among the trade that goods bearing this firms' trade mark "are business bringers of intrinsic worth, being quick selling lines which afford a good margin of profit." They are "Made in Canada" goods and are of the reliable kind that help to make this phrase a guarantee of good value.

Edwardsburg Starch Co.

A splendidly designed representation of the Fort Garry Gateway at Winnipeg was erected for the Edwardsburg Starch Co. in a conspicuous location near the end of the north aisle in the eastern manufacturers' building. The material used was entirely made up of the company's neatly labeled package



The Comfort Soap Exhibit.

goods, of Benson's enamel, a cold water starch, and Benson's prepared corn-starch, which caused no end of complimentary remarks being made by the many thousands of sightseers as they passed this most attractive and ingenious get up, which showed up the goods to a splendid advantage. The works of the Edwardsburg Starch Co. are situated at Cardinal, Ont., with offices at Montreal and Toronto, and with their western representatives, Nicholson & Bain, at Winnipeg.

Red Rose Tea.

An artistic and inviting parlor-like booth was that of the Red Rose tea. Comfortable chairs were nicely arranged around numerous tables, while courteous assistants poured out the clear rich liquid. The trimmings of the booth were of a red and white character. Being located in the Eastern Manufacturers' Building at the west end of the

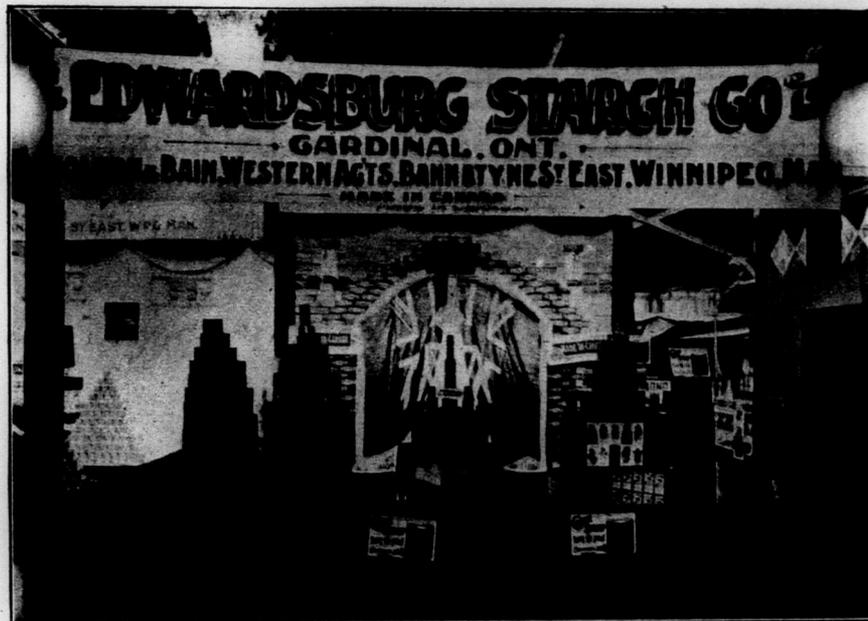


Exhibit of the Edwardsburg Starch Co.



The Display of Red Rose Tea.

south aisle it was in a very conspicuous corner. Mr. Arnold, who was in charge, kept up pleasing and indefatigable demonstrations from early morning till the doors of Manufacturers' Hall closed for the night.

Canadian Milk Products.

This company's exhibit in the eastern manufacturers' building about the centre of the north entrance aisle, was one of particularly pleasing appearance. Turide was a splendid display neatly arranged and gotten up in packages of various sizes of the Canadian Milk Products Co.'s Lactomen, which is a form of sterilized milk. The demonstrating was carried on by Mr. Alexander, who was in charge of the exhibit. A bright yellowish flaky powder was shown which had the taste and odor of milk. This was explained to the interested spectators as being produced by drying milk rapidly at a high temperature between two steam-heated cylinders. The milk solids come off the drying rolls in moist sheets, which dry when cooled, and are passed through a sieve. The Lactomen creameries are located in Frownsville, Oxford County, Ontario, and the sales department is in the Mail building, Toronto, Ont.

Truro Condensed Milk and Coffee Co.

One of the best exhibits from far Eastern Canada was that of the Truro Condensed Milk and Coffee Co. This enterprising company, which was represented in Winnipeg by Nicholson & Bain, had their space in the Eastern Manufacturers' Building about the end of the north aisle. Their exhibit was artistically arranged in a number of pyra-

LIPTON.

THE LARGEST TEA AND COFFEE DEALER
IN THE WORLD.

LIPTON'S TEAS

GAINED THE GOLD MEDAL AND ONLY AWARD
CHICAGO EXPOSITION, 1893.

LIPTON'S COFFEES

GAINED THE GRAND PRIX AT
THE PARIS EXPOSITION, 1900.

NOW BEING USED EXCLUSIVELY AT THE LEADING HOTELS
AND RESTAURANTS AT WORLD'S FAIR, ST. LOUIS.

LIPTON'S TEAS

ARE SHIPPED DIRECT FROM HIS OWN GARDENS.

PACKED IN ½-LB. AND 1-LB. AIR-TIGHT TINS ONLY,
NEVER SOLD IN BULK.

THE MOST POPULAR TEAS IN CANADA

OVER 93,000,000 PACKAGES SOLD ANNUALLY

FOR PRICES AND SUPPLIES WRITE

A. MACDONALD & CO., VANCOUVER.
HICKS BROTHERS, WINNIPEG.

OR TO **THOMAS J. LIPTON,**

HEAD OFFICES, 39 PEARL STREET, NEW YORK.
BRANCH OFFICE, 49 WABASH AVENUE, CHICAGO.

midal shapes, showing the different brands of condensed cream and coffee put up by the company such as the Jersey Condensed Cream and the Reindeer Condensed Coffee and other brands. The patrons of the demonstration counter were very numerous and were rapidly served.

Lever Bros. Soaps.

Near the centre of the south aisle of the Eastern Manufacturers' Building, well situated and most conspicuous to the eyes of the visitors, coming in either by the main or back entrance, stood the exhibit of the Lever Bros. soaps. Displayed in a number of show cases splendidly arranged by Mr. W. Bird and Mr. C. R. Temperaton, who were in charge of the exhibit, the many different makes of soap, such as the Sunlight, Lifebuoy, Monkey Brand, Y.-Z., Crests, and the Coral all now well known to the trade were on display.

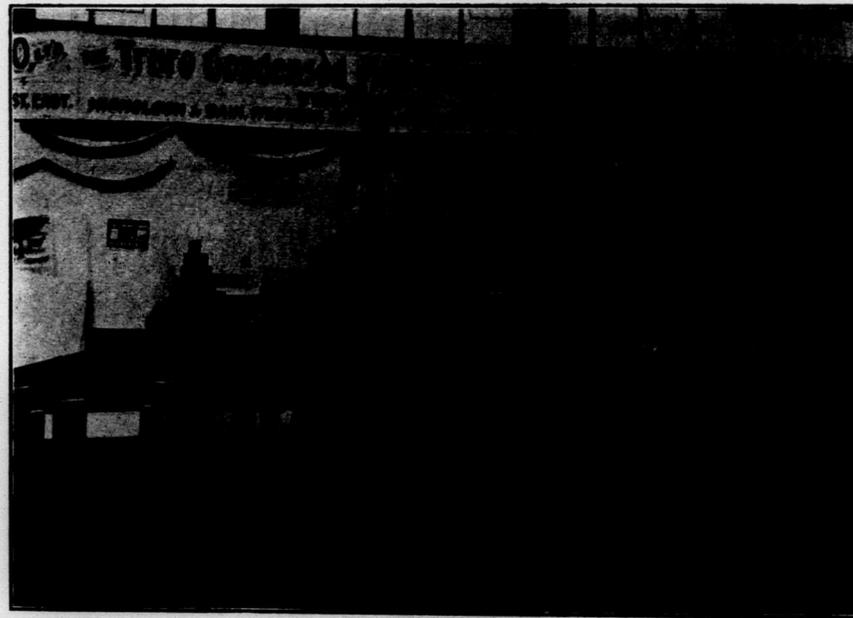


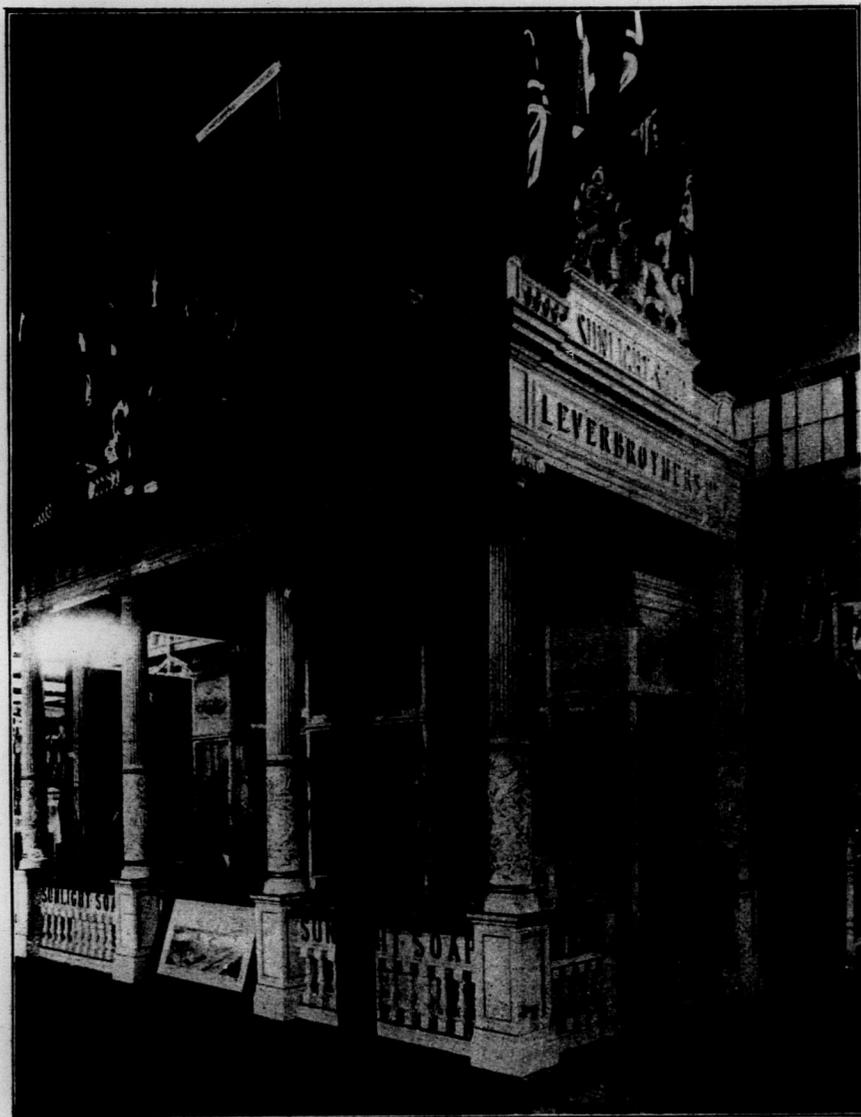
Exhibit of the Truro Condensed Milk and Canning Co. Limited.

Malta Vita Co.

The Malta Vita Co. had perhaps one of the most artistically arranged booths at the Dominion Fair. The colors selected were strong ones, and they were very harmoniously blended, so that the effect was both rich and effective, and the display stood out in bold relief among the heterogeneous mass of colors. Oriental rugs of rich coloring, easy chairs of various designs, together with cut flowers, palms and ferns, were tastefully arranged, and the soft light reflected at night from a number of shaded lamps added a fairy like effect to the whole surroundings. The counter was presided over by Mr. F. J. Meagher, the general representative of the company, and the effect was increased by a bevy of comely young women who served the multitude with good old Malta Vita.

Frontenac Cereal Co.

An elaborately decorated booth was that of Orange Meat, which is made in Canada by the Frontenac Cereal Co., of Kingston, Ont. On a counter artistically draped in with the large labels used on the company's package goods were the numerous little dishes that Mr. B. H. Blakeslie, who had charge of the exhibit, used in the demonstrations of the various ways of preparing this most delicious cereal food. An interesting feature that caused no end of comment, and that drew many thousands around the Orange Meat booth, weighing 560 lbs., whose robust health and generous proportions were to be at-



Lever Bros. Display of Sunlight Soap.

No Grocer Needs to be Told

of the superiority of Sunlight Soap. We believe that not even other Soap makers will argue this point. Some Soaps sell because of a weakness of the public—a weakness for premiums. They flourish, it may be for a season, but they come to their proper place soon or late.

SUNLIGHT SOAP

has won its topmost place solely on the score of quality. Good business men have been associated with its making and its selling, and good advertising has done its part.

A well-satisfied customer is the best kind of customer. Lever Brothers' products ensure you such customers.

Ask your jobber for Lever's Price List when next you see him, or write direct to Lever Brothers, Toronto, if you find any difficulty in getting supplies.

**Visit the Sunlight Exhibit
at Toronto Exhibition**

Good as Gold Coin

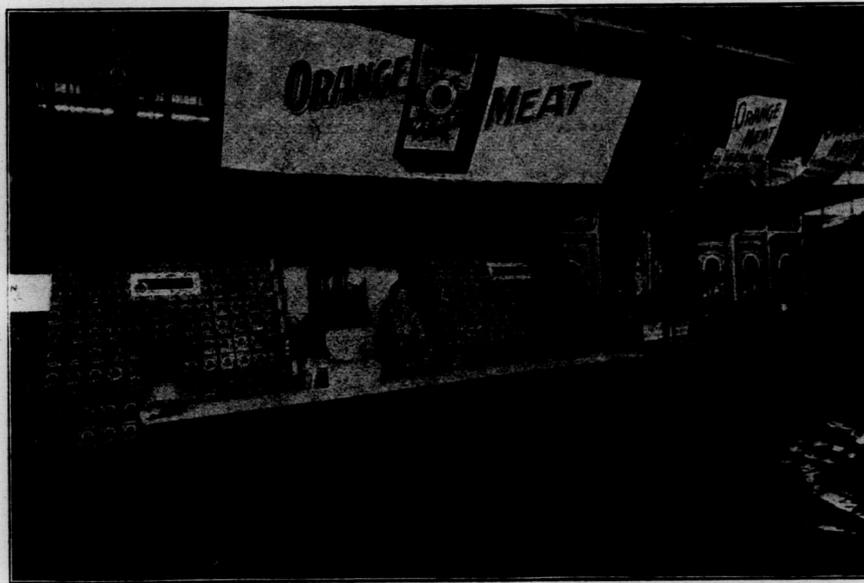
Merchants when stock taking can always list PURE GOLD BRAND goods as value for 100 cents on the \$, for they are as good as GOLD COIN and are guaranteed to be pure foods—no adulteration.

Our products are :

Baking Powder,
Catsup, Coffee,
Jelly Powder,
Extracts, Spices, Icings,
Preserves and Jams.

We believe that nearly every Grocer between Newfoundland and Pacific Ocean, the U. S. Boundary and the North Pole, carries our lines and will endorse our claim for good quality.

Pure Gold Mfg. Co.
TORONTO LIMITED



"Orange Meat" as shown by the Frontenac Cereal Co.

tributed largely to the liberal use of this most nutritious food.

The National Cash Register.

One of the most interesting displays was that of the National Cash Register located about the centre of the north entrance aisle of the Winnipeg Building. All the machines were displayed on beautifully illuminated pedestals, square in shape. On each side of these were handsome pictures of the different departments in their enterprising manufacturing plant in Dayton, Ohio. Mr. C. J. Whipple, the company's Western manager, in his indefatigable demonstrations on the operating and the use of this time-saving machine, had constantly a crowd of interested spectators listening and watching the explanations illustrated. The National Cash Register Co. besides their extensive factory at Dayton, Ohio, were obliged to erect a large factory at Toronto in order to cope with the demands of the Canadian trade.

Dominion Packing Co.

Another of the far eastern Canadian firms whose exhibit aroused a widespread attention was the Dominion Packing Co. This firm, whose headquarters are at Charlottetown, Prince Edward Island, and who are represented in Winnipeg by Nicholson & Bain, were situated in the eastern manufacturers' building, and made an excellent showing of their various products. The canned goods on exhibition were very neatly arranged in the shape of pyramids, each package or can with its descriptive

label. Probably the most conspicuous portion of the exhibit from a dealer's viewpoint was the first-class showing made of the special brands of hams and bacons cured and put up by the company at their headquarters, and known as the "Beechnut" brand.

Hamilton Coffee and Spice Co.

Near the centre of the south aisle of the eastern manufacturers' building was to be found the exhibit of the Hamilton Coffee & Spice Co., which was most

strikingly neat and artistic. In the background, attractively arranged on numerous shelves, were the various brands of McLaren's extracts, jellies, spices and coffees, interspersed with gracefully arranged bunting of blue and white, giving an effect to the entire exhibit that was most interesting. The demonstrating was carried on by Mr. W. H. McLaren and his attendants, interesting the many visitors who were very anxious to see the results produced from the extracts by the makers themselves.

D. S. Perrin & Co., Limited.

Entering the eastern manufacturers' building from the north entrance, about half way up the aisle was located the interesting and most attractive display of D. S. Perrin & Co., Limited, of London, Ont., with Mr. Chas. Grundy, manager of their western branch at Winnipeg, in charge of the exhibit. From a two-foot base about 40 feet in length, rose an inclined shelving attractively arranged with neatly assorted biscuits in glass-faced boxes, extending from the base of the display to about 10 feet up the wall. The picturesque effect was increased by a beautifully and artistically arranged Union Jack flag set in the centre of the exhibit.

Bovril Extract Co.

About the centre of the northern aisle of the eastern manufacturers' building, situated in such a way as to be most

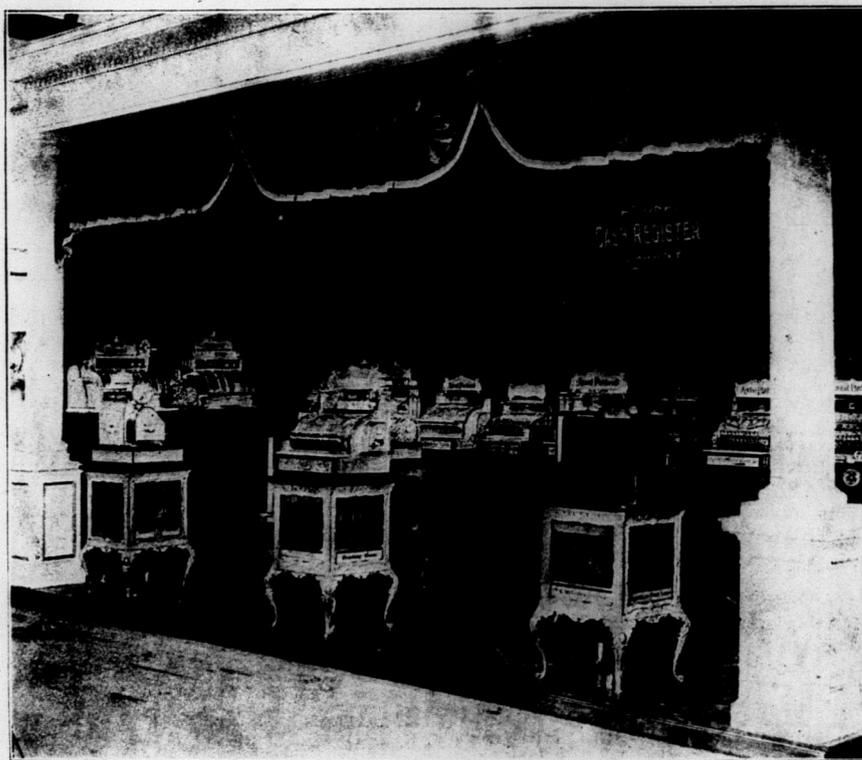


Exhibit of National Cash Registers.

Profit for the Dealer Value for the Consumer

It is goods that combine these two features that every dealer wants. These elements are splendidly combined in

BOECKH'S Standard Brushes and Brooms

BRYAN'S London Brushes

... AND ...

CANE'S Newmarket Woodenware



They are ready sellers and trade winners every time. Being standard goods they are kept in stock by all reliable wholesale jobbing houses, any of whom will supply you with our illustrated catalogue for the asking.

UNITED FACTORIES, Limited

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

Head Office : TORONTO, ONT.



How Lactomen was Shown.

conspicuous, was the daintily gotten up booth for the display of Bovril extract of beef. The facings were entirely of white, with most exquisite trimmings of gold lines bordering the white back-

ground. On the counter all day long the dainty cups and saucers were being filled with this most nutritious and stimulating beverage by Mrs. Small and her ever attentive assistants.

Libby, McNeill & Libby.

About the centre of the south aisle of the Eastern Manufacturers' Building was to be found the exhibit of Libby,

McNeill & Libby, of Chicago, who manufacture over 74 brands of tinned meats. This display of the good things arranged neatly on the counter was indeed striking. Mrs. L. S. Thorman, who was in charge of the exhibit, demonstrated the good qualities and gave to the many thousands of passers by generous samples of the leading lines. The interior part of the booth was beautifully decorated with numerous prettily arranged palms and ferns.

St. Lawrence Starch Co.

A most attractive and compact exhibit was that of the St. Lawrence Starch Co., Limited, of Port Credit, Ont. In a show case were the various brands of starch put up by the company, with a foundation of loose starch in the lump. This made a splendid background for the package goods of Ivory Gloss in the 6 and 1-lb. sizes, together with an assortment of No. 1 white and Ivorine water starch for all kinds of cotton and linen goods, which were piled in the shape of a pyramid in the centre of the case.

Blue Ribbon Tea.

The space laid out for the Blue Ribbon Tea Co. was most commodious, and gave the ever attentive assistants sufficient room to move around comfortably. This attractive and pretty booth was draped most artistically with blue

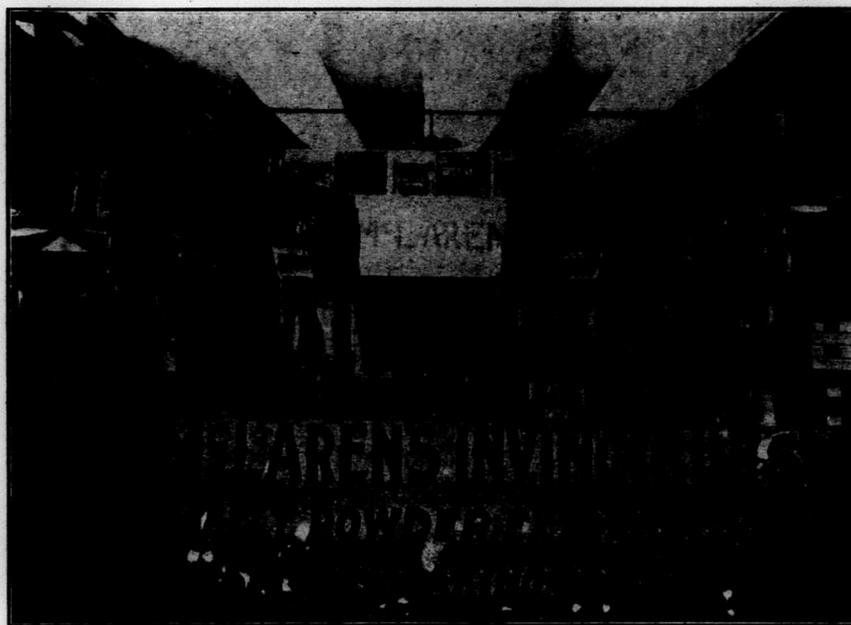


Exhibit of Hamilton Coffee and Spice Co.

and white bunting, and the splendid illumination brought out a most beautiful contrasting effect throughout the entire display. Mr. J. H. Morrow, who was in charge of the exhibit, saw that all operations in the brewing of the tea were carried out in such a way as to produce the very best quality of the product.

Canada Maple Exchange.

At the extreme end of the south aisle of the Eastern Manufacturers' Building attractively decorated in a blue and white design was the exhibit of the Canada Maple Exchange under the supervision of Mr. R. Small. The booth was beautifully gotten up and bordering the blue and white bunting were the maple leaf labels, the company's trade mark.

The Brantford Starch Works.

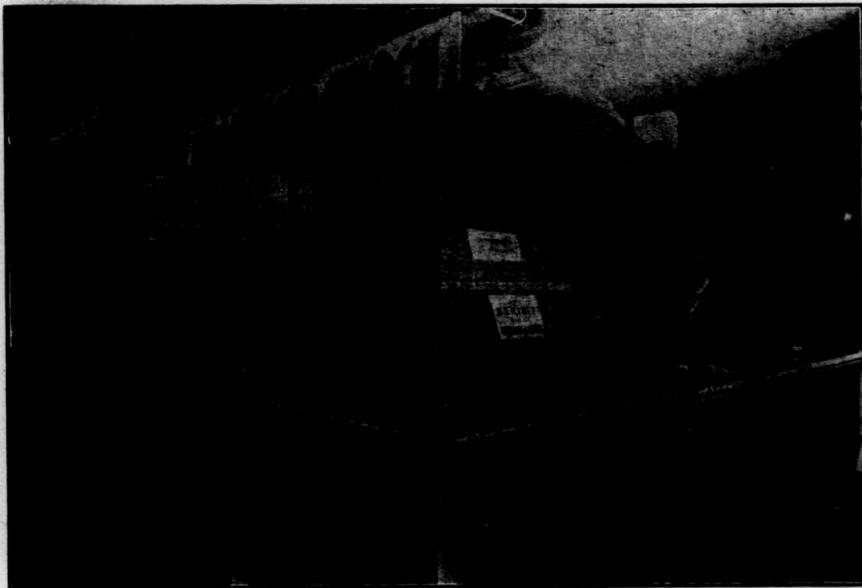
A splendid corner laid out in a most conspicuous and artistic way was utilized to show the goods of this company. It was arranged in the shape of a large pyramid, lightly framed in by an attractively decorated railing and dome-like roof, neatly covered with red and white bunting. It was easy to see that the splendid display of Celluloid starch for linen and Crystal Maize corn for cooking purposes was the work of an adept and Mr. D. T. Williamson proved himself proficient in this pursuit.

BANANA CONSUMPTION IN U. S.

One of the many proofs of the vastly increased consumption of fruits among the American people is seen in the fact that in 1899 a little more than a million bunches of bananas were exported from Honduras to the United States. In 1903 the total exceeded two millions, and consular estimates put the probable aggregate in 1904 at three millions.



Display of the Dominion Packing Co.



The Exhibit of Brantford Starch.

TRADE WITH JAMAICA.

TO encourage trade between Jamaica and the balance of the British Empire, a permanent exclusive exhibition and sale repository of the food products and manufactures of the different portions of the Empire has been organized at Kingston, the capital of Jamaica. Circulars are being sent to all the leading boards of trade and commercial bodies throughout the British possessions.

Jamaica's imports for the fiscal year ending March 31, 1903, bordered on \$10,000,000, of which but \$600,000 was drawn from the Dominion, as against \$4,000,000 from the United States, and this, too, notwithstanding that no single item, whether farm product or manufacture, aggregating this very appreciable amount, could not have been supplied equally satisfactory from Canadian sources.

It is felt that a permanent exhibition and sale rooms for the food products and manufactures of Canada will supply to the traders and consumers in these markets the much-needed opportunity throughout the year for inspecting and obtaining importations from the Dominion regarding the goods in which they may be interested. Everything will be done to interest the local trader and reach the actual consumer, with a view of aggressively diverting trade into Canadian channels.

Arrangements can be made for the sale of food products, and the handling of further consignments, as also the sale and booking of orders for any articles exhibited or catalogued. Correspondents may order direct, but agencies, if desirable, can be arranged.

All sample shipments and exhibits, addressed "Anglo-Canadian Commercial Museum," Kingston, Ja.,—together with the name and address of the exhibitor—through the courtesy of Messrs. Pickford & Black, steamship agents, Halifax, will be conveyed free of all freight charges. All local incidental expenses are inclusive of space charges.

It is contemplated to open the first series of the Canadian section on or about September 1, 1904. But, while

there is no time limit for the acceptance of exhibits, space being limited, it will necessarily be a case of "first come first served."

A tourist information bureau, reading room and commercial library is attached, and every endeavor will be made to attract and induce the many thousands of tourists and in-transit passengers constantly visiting the islands from Europe, the United States, South and Central America, Panama, Mexico and Cuba, to inspect and note the various exhibits.

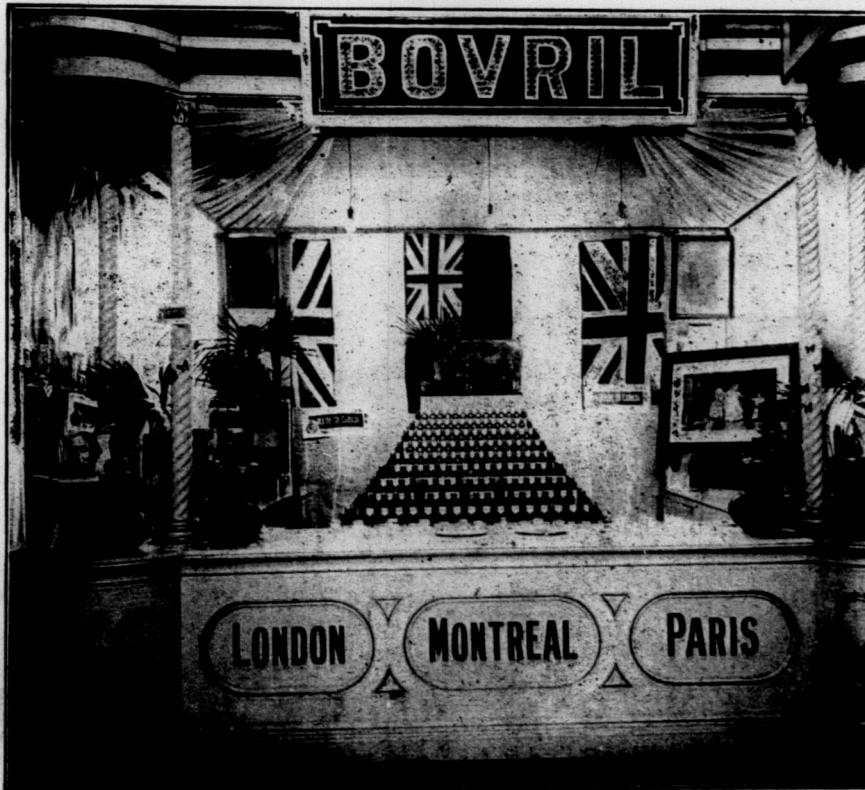
PERSONAL MENTION.

John T. James, of Bridgeburg, Ont., was a caller at the Toronto office of The Canadian Grocer on Saturday last. Mr. James was returning home with his wife from a holiday sojourn in Muskoka. Both were delighted with the trip and felt much benefited by it.

The employes of McWilliam & Everist, wholesale fruit merchants, Toronto, ran an excursion to Cooksville last Sunday. There were 20 in the party, and they had an enjoyable time.

LIPTON'S TORONTO REPRESENTATIVE.

Through an inadvertance the name of Geo. Musson & Co., instead of that of the Canada Grocers', Limited, was given in last week's issue as the Toronto representative of Lipton's teas.



How Bovril was Displayed.

TESTING DAIRY HERDS.

THE Department of Agriculture, Ottawa, has for some time been recommending the establishment among Canadian dairy farmers of co-operative testing associations, somewhat similar to those which have had such a marked effect in increasing the milking capacity and reducing the cost of production in Danish dairy herds. Under the direction of the Minister of Agriculture, an object lesson along that line is now being given in the district about Cowansville, Que., with the Government Cool Curing Room as the centre where the testing is done and the records kept. Arrangements have been made whereby 82 farmers in the vicinity undertake to keep accurate records of the daily milk yield of each cow in their herds. Samples of both morning and night's milk are taken three times a month and tested for butter fat at the Cool Curing Room. The milk records sheets are collected monthly and these are compared with the books of the cheese factories to which the farmers send milk, so that a fairly efficient check on accuracy is provided. Some 1,450 cows are concerned in this Cowansville cow census, which shows that the large dairymen of that district are alive to the importance of weeding out the unprofitable producers. The testing association is, as yet, merely in the experimental stage, but if it works

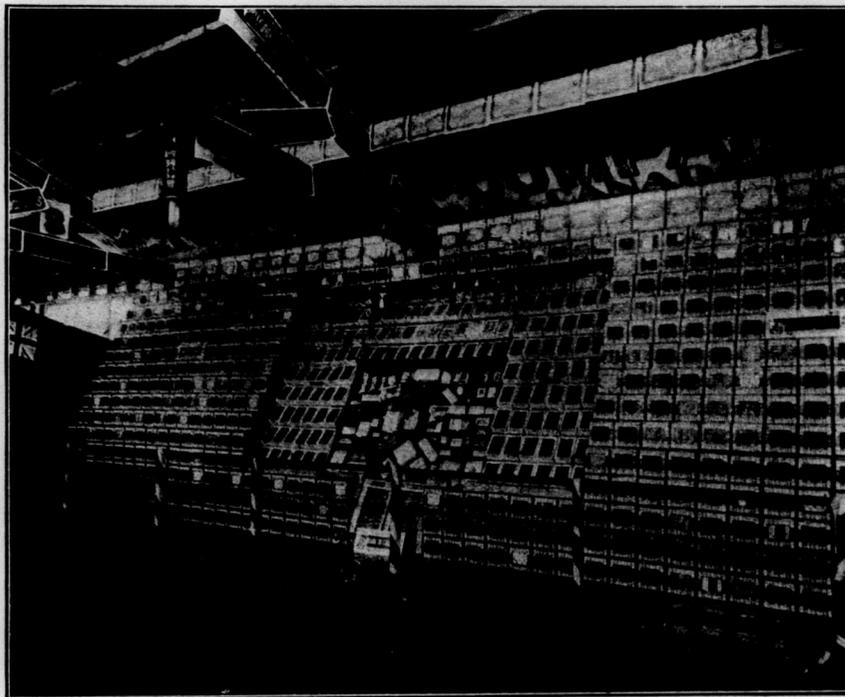


Exhibit of D. S. Perrin & Co.

out satisfactorily, it will doubtless lead to a considerable extension of the movement.

MR. ARMAND CHAPUT'S LOSS.

Mr. Armand Chaput, of L. Chaput, Fils & Cie., Montreal, is receiving the sympathy of his numerous friends and acquaintances on the death of his only

son, Jean Charles. The little one, whose age was 14 months, was taken ill last Friday and died on Sunday. The family are summering at Vaudreuil and the little one was in the best of health until a sudden attack of teething resulted in brain fever and death. The Grocer extends sympathy to Mr. and Mrs. Chaput.

AN ERROR.

A typographical error was made in last week's ad. of Messrs. L. Chaput, Fils & Cie; 500 cases currants Olympus 1-lb. cartons, should have read 5c per lb., not 50 lb. Buyers will understand this correction and read 5 cents per lb.

THE WEEK IN CALIFORNIA FRUIT.

Toronto, August 10.—The arrivals have been fairly heavy, although the market was well sustained, and fairly good prices have been realized. Bartlett pears are in their prime now, being evenly packed and free from scab. Some very fine peaches, Fosters, Crawfords and Elbertas, have come forward, and, from the prices realized per box (\$1.15 to \$1.50 per box generally), it would seem a favorable opportunity for preserving, a box containing as much as 1½ baskets. It is probable that local peaches will not be very plentiful this season owing to the severe Winter. A few grapes, of the Fountainbleu variety, have been noticed and have commanded good prices.

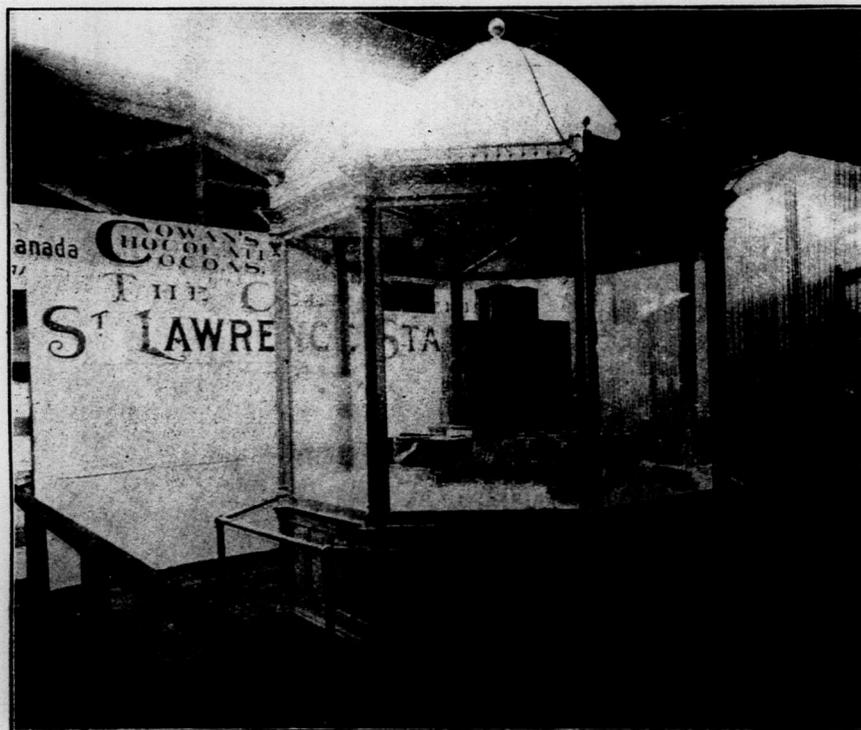


Exhibit of the St. Lawrence Starch Co., Limited.

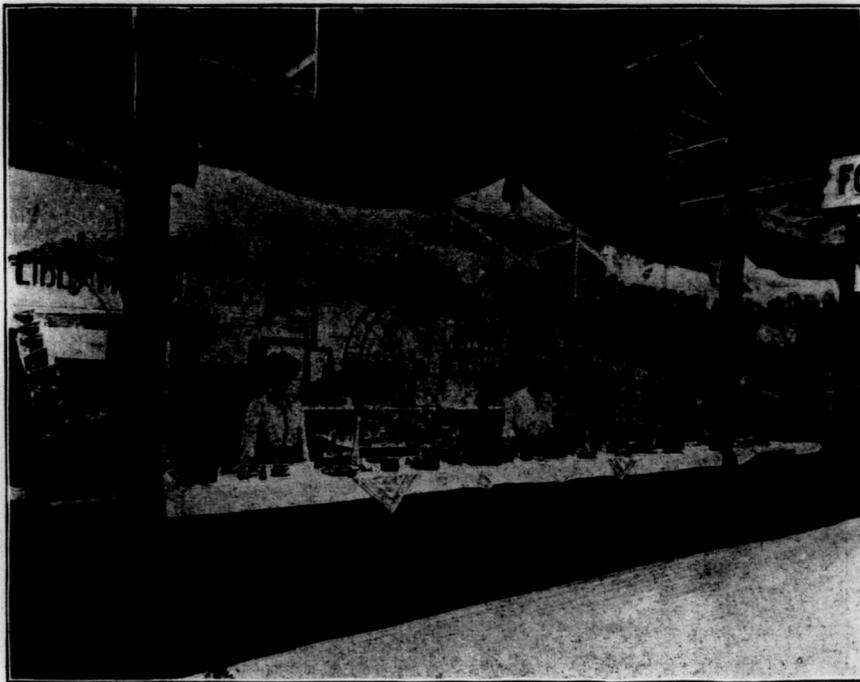


Exhibit of Libby, McNeill & Libby.

ENORMOUS GROWTH OF LAKE COMMERCE.

THE people of the United States have thus far scarcely realized the importance and magnitude of the traffic on the chain of lakes. Only a short time ago Detroit stood second as a port of entry in the United States, and by this time she may possibly stand first, as she handles over 17 per cent. of the exports of the entire series of northern border and lake ports. It has long been a proud boast of the City of the Straits that more than twice as much tonnage passes through the Detroit River during the season of lake navigation as through the Suez Canal during the entire year. This is literally true. The figures for 1902, for instance, as given by the Blue Book of American Shipping, are 48,000,000 tons for the Detroit River, as against 11,248,413 tons for the international waterway.

The summaries of the tonnage passing the Government locks at Sault Ste. Marie afford the best indication of the enormous growth of lake commerce, as the greatest development of the grain and iron ore trades has been through ports at the head of Lake Superior. These reports show that the freight movement in 1902 had reached the enormous total of 35,961,146 net tons, against 11,214,333 tons in 1892, only ten years previous, and against only 1,567,741 tons in 1881, the first year in which the

number of tons of freight was recorded. Similar gains are shown in the registered tonnage of vessels, which amounted to 31,955,582 tons in 1902, as compared with 10,647,203 tons in 1892. In 1903 the totals were: Iron ore, 21,654,898 tons; coal, 9,937,633 tons, and grain, 93,480,198 bushels.

VISITING THE EAST.

Mr. Geo. W. Baynes, representing the Preston Metal Shingle and Siding Co.,

Limited, was a visitor to the Montreal and Quebec trade this week. This was Mr. Baynes' first trip east since the destruction of their factory by fire a month ago. Though almost completely wiped out they have everything in good running order again and the wants of their customers are receiving close attention.

A FLYING TRIP.

Mr. Geo. H. Macfarlane, assistant manager E. W. Gillett Co., Limited, Toronto, was a caller at the Montreal offices of The Grocer on Tuesday. Mr. Macfarlane was taking a flying trip to Quebec and Sherbrooke. He reported that though his company had been handicapped in getting their orders out since the destruction of their Toronto factory, they were now getting into fairly good shape. They will be in their new King street west factory, October 1st, and with every convenience and improvement in same anticipate having every order promptly attended to.

TIDINESS IN DISPLAYS.

TIDINESS and neatness in dress are to be commended in every walk of life, and the well-dressed man or woman unconsciously commands deference and respect. By "well dressed" is not meant richly or gaudily dressed, but merely an appearance indicating care and attention. The sloven in dress



Display of the Canada Maple Exchange.

rarely commends himself to consideration.

Just so is it with the store or the window. It is quite as important for the grocer to have neat and fresh displays as it is for him to be careful in his dress. His store will become so much the more interesting, not merely to every customer who enters it, but to every passer-by who glances at the windows.

Changes of dress on the part of persons are frequently effected for the mere sake of show, and are thus not exactly commendable, but it must be said on the other hand, that frequent changes and rearrangements of the contents of the store serve a useful and praiseworthy end. Every idle moment can with profit be spent in devising fresh ways for adding variety to the stock.

VICE-VERSA.

MANY years ago, before the production of grain was equal to the demand, wages of farm hands were high, but as production increased, the prices lowered faster than the rate of wages.

A farmer employed an industrious Irishman for five years, at the rate of fifty dollars a month "and found"—board, lodging, washing and mending. At the end of the term, he said to his man:

"I can't afford to pay you the wages I have been paying. You have saved money, and I have saved nothing. At

this rate you will soon own my farm."

"Then I'll hire you to work for me," said the other, "and you can get your farm back again!"

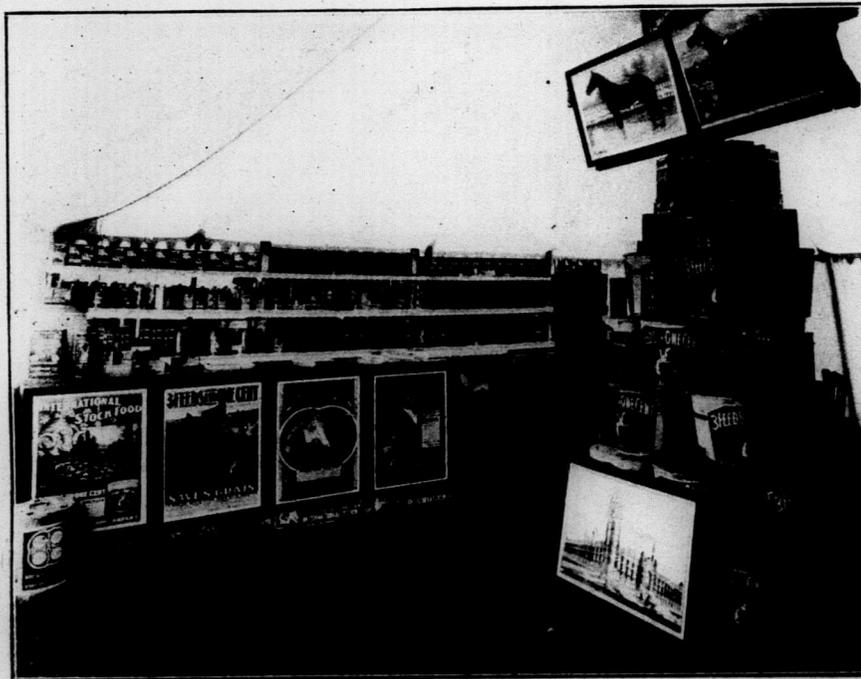
Mr. T. H. Estabrooks, the Red Rose tea man, has returned to St. John, N.B., from the Winnipeg Exhibition. Mr. Estabrooks writes The Grocer that in his opinion the exhibition reflected great credit on the management, and will result very satisfactorily to the eastern manufacturers.



The Blue Ribbon Tea Exhibit.

INTERNATIONAL STOCK FOOD CO.

In one of the tents near the fruit, flowers and dairy building, the International Stock Food Co. had a display which caught the fancy of the farmers. During recent years stock food has become a special in many stores and the International Stock Food Co. always take the retailer into account when dealing with the farmer. The purpose of the display at the exhibition was to demonstrate the value of the various lines to the visiting farmers, a method that assists the sale of the line in every retail branch. In addition to the stock goods and remedial preparations for stock which were shown an important feature of the exhibit was a model dipping trough, designed to show stock raisers a sure way of ridding cattle and sheep of mange or scab. The extensiveness of range and the merits of "International" foods and remedies are well known to The Grocer readers and the exhibit at Winnipeg did much to extend the reputation of the line throughout the West. In addition to literature distributed the firm gave away "Dan Patch, 1.56 1-4" buttons until the rapid demand had exhausted the supply. Any enquiries from dealers seeking agencies for stock food are requested to write to the Toronto or Winnipeg offices of the Company.



The International Stock Food Co.'s Exhibit.

Molasses

Just received cargo Molasses Ex Barque "Hibernia" direct from Barbadoes, **800** puncheons choice Barbadoes Molasses—Now on wharf ready for delivery. We offer same at prices that should tempt buyers—Higher prices may be looked for,—now is the time to buy.

Canned Goods

If you have not placed your orders for Canned Goods, 1904 pack, it will pay you to write us for prices—All the best and leading brands carried in stock. We guarantee full delivery.

Ph. Richards BRANDY

We are booking orders for Fall delivery of these excellent and well-known Brandies.

Laporte, Martin & Cie.

Wholesale Grocers and Wholesale
Wine and Spirit Merchants

. . . MONTREAL

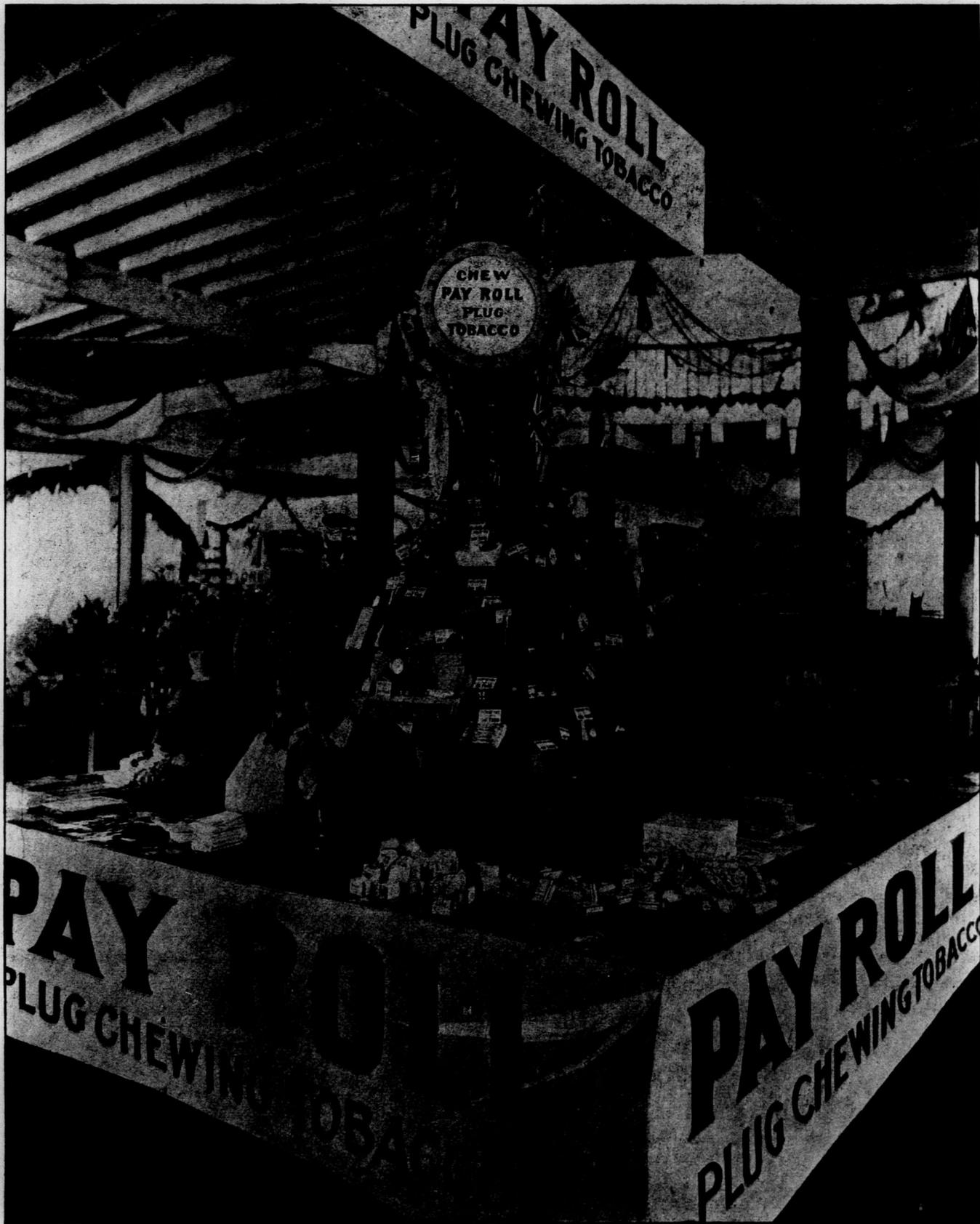


Exhibit of Pay Roll Plug Chewing Tobacco,

The name **BORDEN** indicates **THE BEST.**

The *Pioneers* in the manufacture of **CONDENSED MILK** in America, we were the first to place upon the market the *purest* and most perfect products of milk and cream in convenient and condensed form.

2 brands always and ever reliable and profitable :—
BORDEN'S "Eagle" brand CONDENSED MILK and
"Peerless" brand CREAM.

For sale by all Canadian jobbers.

WM. H. DUNN
AGENT, MONTREAL

ERB & RANKIN, Halifax, N.S.
W. S. CLAWSON & CO.
St. John, N.B.

SCOTT, BATHGATE & CO., Winnipeg, Man.
SHALLCROSS, MACAULAY & CO.
Victoria and Vancouver, B.C.

EVERYBODY WANTS

FREEDOM

SCOTCH WHISKY

(Thoroughly matured in wood.)

MacLEAY, DUFF & CO.,
GLASGOW, SCOTLAND.

B. O. BELAND,

Agent, - 1684 Notre Dame Street, - MONTREAL.

LOYALTY.

L OYALTY is the first qualification which is required of every employe by the successful merchant. Loyalty does not mean fawning; it does not imply the currying of favor by sinking all your own dignities; yet it means more than simply, doing your specified work well. It means faithful service plus a whole-hearted, personal allegiance.

Loyalty in the employe is necessary to the merchant's getting-on; but it is

The trade journal ad that aims at nothing more than immediate orders interests that very small fraction of readers who are contemplating purchases. But the advertising built for general simplicity impresses every reader, and when purchases are made a year later, or five years later, the advertiser is still a factor to be reckoned with.—Mahin's Magazine.

just as necessary to the employe himself. You cannot rise far nor fast if you do not have fervent faith in the "boss"; and if you lack that faith, change your boss.

The loyal employe does not sacrifice his own opinions, nor the right to express them; but he will choose to express them face to face with the "boss." If it is a good criticism, it may carry weight and will then be appreciated; but if the criticism is not worth while, is

not worth making to him face to face, the loyal subordinate will certainly not bauble it to the other hands, or to his outside friends, or at home.

Nor will you listen to the babbling of others concerning your employer, except to answer them then and there with a protest. You will defend him any time, anywhere, with the same spirit as if your father, or yourself, were the subject of the babbling.

The loyal employe stands up for his own opinions before his employer and stands up for his employer's opinions before the world.

Loyalty in the employe counts for much in helping the good impression which the shop attempts to make upon the public at large. If the hands show lack of enthusiasm for the shop the customer will soon show lack of confidence. On the other hand, if you show in your manner and words that you believe the shop is "the real thing," the contagion of that belief will spread to the customers and must influence favorable opinion for the store.

An Interesting Exhibit at Winnipeg.

Merchants and storekeepers found much to interest them at the "Pay Roll" plug chewing tobacco booth during the Dominion Exhibition at Winnipeg. The exhibit was in the Winnipeg Building and as will be seen from the photograph it is a regular eye-opener as indicating the splendid value of the premiums which dealers and consumers get by saving snowshoe tags and certificates from "Pay Roll." Silverware, musical instruments, clocks, bicycles, cutlery and all kinds of useful and fancy articles were tastefully displayed and the actual sight of these gifts afforded convincing proof of the way in which the manufacturers of "Pay Roll" plug chewing tobacco share profits with their customers.

A slovenly advertisement may attract attention, but it is likely at the same time to breed disgust and fill the mind with distrust as to the thing advertised.

Messieurs the Ambassadors of Trade

TO WIT, THE SALESMEN CALLING ON THE GROCERY TRADE OF CANADA :

To employ your leisure moments while on your holidays, tell us the best story of a clever business deal in your own experience, or in the experience of any of your acquaintances.

What is the Best Stroke of Business you ever heard of ?

This is the question. We offer three prizes for the three best answers.

A Silk Hat

for the best story ;

A Silk Umbrella

for the next best ;

A Seal Wallet

for the third best.

Send more stories than one if you have more than one. Send fictitious names of the people concerned if wisest. And send in answers not later than August 31st.

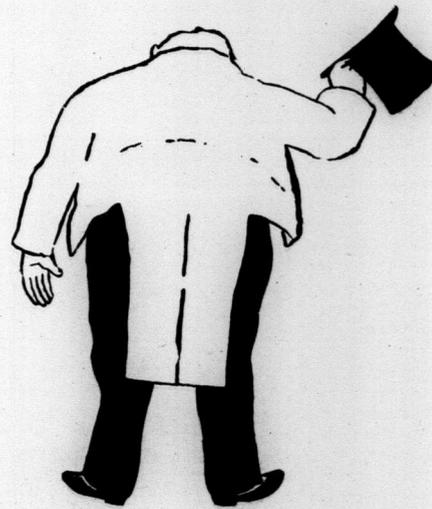
Boys, help along the idea ! We want these good things for the reading columns of your good friend—

The CANADIAN GROCER.

Address correspondence to

DEPT. G, THE CANADIAN GROCER,

10 Front St. E., Toronto.



II N

business
cially
money
through
feeling
canned
some
fair de
le hig
gar ha
firm
having
Syrup
ture s
are no
are h
have
market
able d
are lat
some
raisins

Peas
canned
est, as
for co
howev
trade
reports
pectati
prices

Apples, 3
Asparagi
Beets, 2s
Beets, 3s
Blackber
Beans, 2s
Corn, 2s
Cherries,
" "
Peas, 2s
Pears, 2s
" 3s
Pineapple
" "
Peaches,
" "
Plums, gr
" "
" Di
Pumpkin
Rhubarb,
Raspberri
Strawber
Succotash
Tomatoes
Lobster,
" "
" "
Mackerel

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, August 11, 1904.

Groceries.

IN view of the fact that the travelers are off the road, trade conditions are reported to be remarkably good. Mail orders are coming in well, and a good Fall's business is generally anticipated, especially as crops are generally good and money appears to be circulating freely throughout the country. The general feeling in the trade is optimistic. In canned vegetables peas are attracting some attention. Canned meats have a fair demand, and salmon are likely to be high in view of the short pack. Sugar has taken another rise of 5c, and is firm at present quotations, one firm having withdrawn from the market. Syrups and molasses show no new feature since last week, and teas locally are not eliciting much interest. Coffees are higher and firm, but local jobbers have not yet decided to go into the market. Spices are meeting a seasonable demand, while foreign dried fruits are largely nominal at present, although some buying has been done in California raisins at a low figure.

CANNED GOODS.

Peas are the only commodity in the canned goods line attracting much interest, as no prices have as yet been made for corn or tomatoes. The market, however, is strong. The canned meat trade is reported as fair. In salmon reports from the coast confirm the expectation of a short pack and high prices are inevitable. We quote:

Apples, 3's.....	0 90
" gallons.....	2 20
Asparagus.....	3 50
Beets, 2's.....	0 50
Beets, 3's.....	1 00
Blackberries, 2's.....	1 50
Beans, 2's.....	0 90
" 3's.....	1 25
Corn, 2's.....	1 35
Cherries, red, pitted, 2's.....	2 20
" white.....	2 40
Peas, 2's.....	0 82 1/2
Pears, 2's.....	1 45
" 3's.....	1 90
Pineapples, 1 1/2's.....	1 50
" 2's.....	1 80
" 3's.....	2 25
" 4's.....	1 70
Peaches, 2's.....	1 05
" 3's.....	2 60
Plums, green gages, 2's.....	1 10
" " Lombard.....	1 00
" " Damsen, blue.....	0 95
Pumpkins, 3's.....	0 95
" gallon.....	2 50
Rhubarb, 3's.....	1 80
Raspberries, 2's.....	1 40
Strawberries, 2's.....	1 75
Succotash, 2's.....	1 00
Tomatoes, 2's.....	1 12
Lobster, talls.....	3 50
" 1-lb. flats.....	3 70
" 1/2-lb. flats.....	2 00
Mackerel.....	1 00

Salmon, Fraser River, "Horseshoe" and "Maple Leaf".....	
1-lb. talls, 5 cases and over.....	1 77 1/2
1-lb. talls, less than 5 cases.....	1 80
1-lb. flats, 5 cases and over.....	1 90
1-lb. flats, less than 5 cases.....	1 92 1/2
1/2-lb. flats, 5 cases and over.....	1 17 1/2
1/2-lb. flats, less than 5 cases.....	1 20
Chums.....	0 95
Sardines, Sportman 1/2's.....	0 15
" " 1/2's.....	0 23
" " 3/4's.....	0 08
" " P. & C., 1/2's.....	0 25
" " P. & C., 3/4's.....	0 35
" " Domestic, 1/2's.....	0 03 1/2
" " Domestic, 3/4's.....	0 09
" " Mustard, 1/2 size, cases 50 tins, per 100.....	8 00
Haddies.....	1 00
Haddies, per case.....	4 00
Kipperd herrings, domestic.....	1 00
" imported.....	1 45
Herrings in tomato sauce, domestic.....	1 00
" imported.....	1 45
California ripe olives, tins, per doz.....	4 75
Corned beef, 1s, per doz.....	1 50
" 2s, ".....	2 70
" 3s, ".....	9 00
" 1 1/2s, ".....	20 00
Lunch tongues, per doz.....	3 00
Potted meats, 1s, ".....	0 50
" 3s, ".....	1 00

SUGAR

As we went to press last week we had to advise an advance of 5c per hundred pounds in local quotations. We have again to note a further similar advance, effective at noon on Tuesday, 9th inst., in accordance with which we list Montreal granulated, in barrels, \$4.60; Acadia XXX granulated, \$4.50, and Berlin granulated, \$4.50, basis f.o.b. Montreal. This marks an advance of 65c per hundred pounds from the lowest point of the year, and our readers will have noticed that this advance has been gradual, and in no sense spasmodic or speculative, for it has been based upon actual conditions, and has been in close sympathy with outside markets, where there has been a steady progression, with only occasional fractional reactions. The prime factor in the recent advances has been the very severe and prolonged drouth in Europe, particularly in Germany and Austria, which has continued since the early Summer. So little rain has fallen since May 1st that the water in the rivers Elbe and Oder has fallen so low that navigation has been greatly retarded, and, at present, remains closed, causing continental refiners to buy back sugars previously sold for July and August delivery. It is stated that the drouth has been unexampled since the year 1839, so far at least as Austria is concerned, and the damage to growing crops has been irretrievably serious. It is estimated by Mr. Licht, the well-known statistician, that the beet crop has been damaged to the extent of 10 per cent. in Germany and 15 per cent. in Austria, which, it is figured, will amount to fully 400,000 tons. This added to an estimated deficiency of 400,000 tons in the sowings, will mean a crop of say about 5,000,000 tons for all Europe compared with last year's 5,850,000 tons. This will be the smallest European production for several years past. In this connection it is interesting to note the increased consumption of Europe, which is apparent in all the principal countries, and amounts to 662,156 tons, or, 25 per cent. since September 1, 1903, when the Brussels Sugar Convention went into effect.

Coupled with these conditions we have the gradual absorption of the Cuban crop, which for all practical purposes will be little or no factor for the current campaign. Total stocks in the island are 96,500 tons against 106,500 tons last week and 266,500 tons same time last year. The statistical position in the United States and Cuba together shows total stocks of 263,373 tons against 559,492 tons last year, a decrease of 296,116 tons from last year. Combined stocks of Europe and America at latest uneven dates were 2,035,376 tons as against 2,503,970 tons last year, a decrease of 468,594 tons. Receipts at the three Atlantic ports for week ending August 3 were 42,863 tons, with meltings increased to 42,000 tons, leaving stocks practically the same as previous week; and, it is interesting to note, there remain unsold in importers hands only 17,500 tons. Sales for the week record an advance in raws of 1/2c per lb. for spot sugars, which are now quoted firm at 4 1/2c for 96 test centrifugals, duty paid, while sugars for shipment are held at higher prices, with no transactions at the moment. There have been considerable sales of Java sugars to arrive, but at moment offerings are confined to those for September shipment, which would mean November arrival. It is estimated that total sales of Javas to United States of present crop cannot be far short of 250,000 to 260,000 tons, leaving only a small balance of 10,000 to 50,000 tons for sale, from which it will be seen that these sugars and Cubans need not be considered factors in the situation for the balance of this season, and that American refiners will have to devote more attention to Europe, where the conditions are already well known. Beet sugars for the week have advanced from 10s to 10s 1 1/2d per cwt., and, at the close, owing to reports of rain in some parts of Europe, the market has reacted and declined 3 farthings on realizing sales. The quotation is now nominal at 10 3/4d, basis f.o.b. Hamburg, for August and September shipments, which is equal to duty paid parity of 4.13 for 96 test centrifugals, or, say equal to price last paid for these. There is a good demand locally for refined, and we are informed that one refinery has withdrawn from the market for the present. We quote:

Paris lumps, in 50-lb. boxes.....	5 33
" in 100-lb. ".....	5 23
St. Lawrence granulated.....	4 68
Redpath's granulated.....	4 68
Acadia granulated.....	4 58
Berlin granulated.....	4 58
Domestic beet, granulated, 1902 (off grade).....	4 38
Phoenix.....	4 58
Bright coffee.....	4 48
Bright yellow.....	4 43
No. 3 yellow.....	4 38
No. 2 ".....	4 18
No. 1 ".....	4 08
Granulated and yellow, 100-lb. bags, 10c. less than bbls.	

SYRUPS AND MOLASSES.

There is no change to be reported in these lines. Syrups are dull while molasses is strong with seasonable demand. We quote:

Syrups.....	
Dark.....	0 30
Medium.....	0 32

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

“Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with.”

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

Fine Shelf Goods

You can have no more attractive line on your shelves than

McGregor's Preserved Pineapple

in very attractive glass jars. This line is prepared with the same care that every article bearing the name of **McGregor** is made.

1 lb. glass jars, per dozen, \$1.70
Pint jars, " " 2.25
Quart jars, " " 3.75

ORDER A CASE OF 2 DOZEN.

McGregor - Harris Co., Limited
33 Pearl St., TORONTO.

For Your Information

Parke's Catsup Flavor is a concentrated extract of spices. A 25c. bottle will flavor and keep from souring catsup made from a bushel of tomatoes.

If you are up-to-date and put it in stock you will find that when the season is on it will sell rapidly. It affords a good margin, gives such complete satisfaction that those who purchase will send many more customers to you for it.

The price is \$2.00 a dozen. On receipt of order for three dozen we will allow express charges and furnish advertising display.

Trade supplied by Lyman, Knox & Clarkson, Wholesale Druggists, Toronto, by all wholesale grocers in Hamilton, and by the manufacturers, Parke & Parke, Hamilton.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS

— WE ARE —
BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

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

ple, though inferior to the Canadian, will help to keep down prices, and buyers are cautious in making prices. We quote:

California late valencias, per box	4 50	4 75
Verdelli lemons, 300s, per box	3 75	4 00
360s, per box	2 50	3 25
Florida pineapples, per crate	4 25	4 50
Bananas, large bunches	1 75	2 25
Bananas, 8s, per bunch	1 25	1 50
Bananas, red, per bunch	1 50	2 50
Apples, Canadian, baskets	0 25	0 30
Limes, per box	0 75	1 25
Tomatoes, per basket	0 75	0 80
Watermelons	0 25	0 35
Cantaloupes, Indianas, per basket	0 70	0 70
Gooseberries, per basket	0 70	0 65
California peaches, per crate (4 baskets)	1 00	1 25
plums	1 50	1 75
Raspberries, per box	0 07	0 08
California Bartlett pears, per box	2 25	2 75
Blueberries, per basket	1 00	1 10
Black currants	1 00	1 20
Blackberries, per box	0 07	0 08
Peaches, Canadian, per basket	0 25	0 40
Plums, Canadian	0 50	0 60

Vegetables.

During the week under review the price has dropped on some articles as a result of the good supply of home-grown products on the market. Cauliflowers are still scarce. Dry onions appear for the first time, selling at 50c per basket. The demand is good, and taking it in general is fairly good. Following are our quotations:

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.	0 75	0 75
Mint, per doz. bunches	0 15	0 15
Parsley	0 15	0 15
Sage, per doz.	0 15	0 15
Savory, per doz.	0 15	0 15
Carrots, new, per doz.	0 20	0 20
Beets, new, per doz.	0 20	0 20
Rhubarb, per doz.	0 20	0 20
Green onions, per doz.	0 15	0 40
Green house water cress, per doz.	0 25	0 25
Green cucumbers, per basket	0 25	0 25
Waxed beans, per bush	0 60	0 90
Cauliflowers, per doz.	0 60	0 90
Green peppers, per basket	0 75	0 75
Canadian new potatoes, per bush	0 85	0 85
Michigan celery, per doz.	0 50	0 50
Canadian celery, per doz.	0 50	0 50
Vegetable marrow, per basket	0 60	0 75
Green corn, per doz.	0 12	0 12

Fish.

During the week under review the demand for fresh fish has become a good deal better. Prices remain the same. Our quotations:

Halibut	0 12	0 12
Sea salmon	0 18	0 18
Whitefish, fresh caught, per lb.	0 09	0 09
Haddock " per lb.	0 06	0 06
Cod, steak " "	0 08	0 08
Perch " "	0 06	0 06
Trout, lake, per lb.	0 09	0 09
Herring, lake, per lb.	0 07	0 07
Pike, per lb.	0 07	0 07

Grain, Flour and Breakfast Foods.

GRAIN.

During the week under review the demand on the wheat market has been good. As a result of an excitant market prices have advanced, nevertheless trade is very brisk. Manitoba northern Nos. 1, 2, and 3, have each advanced 3c per bushel; red has advanced 4 1/2c per bushel; white has advanced 4c per bushel. Oats are a trifle firmer, having advanced 1/2c per bushel. White peas advanced 1c per bushel. We quote:

Manitoba wheat, Northern No. 1	1 07 1/2	1 08
" " " No. 2	1 04 1/2	1 05
" " " No. 3	1 02 1/2	1 02 1/2
Red, per bushel, on track Toronto	1 02 1/2	1 02 1/2
White " " " "	1 02 1/2	1 02 1/2
Barley " " " "	0 46	0 49
Oats " " " "	0 37 1/2	0 38
Peas " " " "	0 69	0 70
Buckwheat " " " "	Nominal	0 55 1/2
Rye, per bushel, " " " "	0 63	0 64

FLOUR.

The excitant wheat market still keeps the demand for flour increasing. Trade is brisk and everything looks bright. During the week under review Manitoba wheat patents and strong bakers' have

each advanced 10c per bbl. Ontario wheat patents have advanced from \$4.60 and \$4.95 to \$5.10 and \$5.20, and straight roller has advanced from \$4.55 and \$1.70 to \$4.70 and \$5. Our quotations are as follows:

Manitoba wheat patents, per bbl.	5 10
Strong bakers " "	4 85
Ontario wheat patents " "	5 10 5 20
Straight roller " "	4 70 5 00

BREAKFAST FOODS.

Though prices are still unchanged on this market, trade is still brisk and the demand continues to be good. Following are our quotations:

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " " in wood	4 75
" " " " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl.	2 50
Cornmeal	3 50
Split peas	5 80
Pot barley, in bags	3 75
" " " " " " in wood	4 00

Hides, Tallow, Skins and Wool.

During the week under review the hide market still remains very strong, with a scarcity of hides. Wool is very strong with no supplies. While on the other hand the tallow market is the very weak. Trade is brisk and the outlook is good. Our quotations are as follows:

HIDES

No. 1 green, per lb.	0 08 1/2
" " " " " "	0 07 1/2
" " " " " " steers, per lb.	0 09
" " " " " " "	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 in. inclusive	0 10
" " " " " " " "	0 08
" " " " " " " " 15 to 20 lb	0 09
" " " " " " " " " "	0 07
Deacons (dairies), each	0 65
Sheep skins	1 00 1 25
Lamb skins	0 50
Shearlings	0 45

TALLOW.

Rendered Tallow, per lb.	0 04 0 04 1/2
--------------------------	---------------

WOOL.

Unwashed wool, per lb.	0 11 1/2 0 13
Fleece wool, new clip, per lb.	0 19 0 20
Pulled wools, super, per lb.	0 19 0 21
" " " " " " extra	0 21 0 23

QUEBEC MARKETS.

Groceries.

Montreal, Aug. 11, 1904.

AMONG the jobbing trade a general feeling of quietness seems to prevail, some claiming that while trade is quiet, and as expected for the time of year, it is nevertheless better than last season, while others are very pessimistic. The western idea of allowing the travelers two weeks' vacation at this dull season is approved of by some jobbers, who say they might as well save the traveling expenses, as the "boys" don't seem to get heavy orders. Money is coming in in a fairly satisfactory manner, due no doubt to the fact that Quebec farmers, on account of the poor prices ruling in cheese, have turned to the manufacture of butter, and are thus receiving ready cash to turn into the country merchants. Sugar advanced 5c per 100 lbs. on Tuesday, with a firm beet and raw market statistically, and from German and French crop reports it will be wise to consider present

prices as favorable purchasing figures. In teas things are very quiet, little trading going on. New low grade Japans are reported stronger on account of none being offered by the farmers; prices are so low that it does not pay them to work the low grades. Ceylon and Indians, as well as Chinas, are dull, with nothing to report of interest. Local business is small and few parcels are turning over. Canned goods are quiet; new raspberries, strawberries, peas and beans, are being delivered to the jobbing trade. salmon and lobsters are high. Syrups and molasses are unchanged and uninteresting from a life point of view. In dried fruits, currants are looking better; California prunes are very cheap and are being freely sold. Bananas are a glut on the market and selling as low as \$1 to \$1.10 per bunch. Canadian apples are making their appearance and receiving attention. In fish a stillness prevails. Fish eaters are out of town, and the heat has also a good deal to do with restricting consumption. The cheese market is a conundrum, and a bad one financially to many in the trade. In butter, exporters are buying more freely at higher prices. Flour is firmer and millers have advanced from 10c to 20c per bbl. this week. Eggs are not coming in as freely as last year, and prices have shown an advance of 3c to 1c doz. Spices remain unchanged. Coffees are strong in New York and are held firm here.

SUGAR.

All refined sugars were advanced 5c on Tuesday of this week. Foreign markets are very strong. Beet and raw sugars are firm and every indication that another advance may eventuate. The demand this year for sugars is reported among the trade as being better than last.

Granulated, bbls.	\$4 60
" 1-bbls.	4 75
" bags.	4 50
Paris lump, boxes and bbls.	5 10
" 1-bboxes and 1-bbbls.	5 10
Extra ground, bbls.	4 95
" 50-lb. boxes	5 15
" 25-lb. boxes	5 25
Powdered, bbls.	4 75
" 50-lb. boxes	4 95
Phoenix	4 50
Bright coffee	4 35
" yellow	4 30
No. 3 yellow	4 30
No. 2 "	4 10
No. 1 " bbls.	4 00
No. 1 " bags	3 90
Raw Trinidad	3 40
Trinidad crystals	3 50

SYRUPS AND MOLASSES.

The market in molasses is featureless. There is practically no demand, as the trade throughout the country seems to be well supplied. Brokers report little doing on account of inability to get offers accepted.

Barbadoes, in puncheons	0 28
" in barrels	0 30
" in half-barrels	0 31
New Orleans	0 22
Antigua	0 37

Porto Rico	0 45	0 48
Corn syrups, bbls.	0 02	0 02
" 1-bbls.	0 03	0 03
" 1-bbls.	0 03	0 03
" 55-lb. pails	1 30	1 30
" 25-lb. pails	0 90	0 90
Bbls., per 100 lb.	2 75	2 75
1-bbls.	2 75	2 75
Kegs "	3 00	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90	1 90
" 5-lb. " 1 doz.	2 35	2 35
" 10-lb. " 1 doz.	2 25	2 25
" 20-lb. " 1 doz.	2 10	2 10

COFFEE.

The statistical position continues strong and a firmer tone prevails in New York. Locally business is quiet and the New York fluctuations are not sufficiently strong to advance prices here.

Good Calcuttas	0 10	0 10
Choice "	0 11	0 12
Jamaica coffee	0 10	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

Dull market and featureless. Pepper is about the only article having a tendency to firmness and a possibility of slight advance. Cloves and nutmegs are unchanged.

Peppers, black	Per lb.	0 17	0 19
" whit.	0 22	0 23	
Ginger	0 17	0 24	
Cloves, whole	0 25	0 35	
Cream of tartar	0 25	0 30	
Allspice	0 14	0 17	

TEA.

Since our last report the market has remained about the same for all kinds of tea, particular interest, however, being taken in musters of new teas arriving per Empress of Japan, or in parcels lying in Yokohama or Kobe for shipment. Prices are exceptionally low, but as against this the appearance is much inferior to last year's tea. Locally the Japan trade is quiet. Cables just received advise scarcity of low grades. Prices have been so low that it has not paid to pick these teas. High grades, of course, are maintained in price. Ceylon, greens and blacks, are quiet and very little trade is turning over. The same applies to China teas.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common	0 17	0 17
Common	0 15	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14	0 15
Gunpowders	0 13	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows	0 12	0 12
Packing boxes	0 12	0 14

CANNED GOODS.

New strawberries, raspberries, beans and peas are coming into the market, deliveries being made by the canners. Reports indicate that the corn crop is looking well. Upon the contrary tomatoes are in need of warm weather and rain. There is no change to report in prices and the business turnover as usual at this time of year is small. Salmon continues strong. Lobsters are maintaining their high price. It is re-

ported from abroad that the French sardine crop will be better this year than it has been since 1901. Small sardines have appeared in great abundance in the fishing grounds on the western coast of France. It now seems certain that the absence of sardines last year and the year before was due solely to the cold and boisterous Spring. This Spring, which has been a normal one up to date, finds the smaller variety of the famous little fish already on hand in abundance, and the packers look forward to an excellent catch. This information will doubtless be of interest to importers, who were compelled last year to place many orders for sardines in Spain and Portugal, from which countries they received a product much inferior to the sardines of France.

Fraser River salmon	5 75	
Skeena "	5 65	
River Inlet and Lowe Inlet salmon	5 35	
Spring sockeye	5 00	
Cohoos	4 00	
Humpbacks	2 75	
Tomatoes	1 05	
Corn	1 25	
Peas	0 87	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash	1 00	1 00
Blueberries	1 10	1 10
Raspberries	1 47	1 47
Lawtonberries, 2s.	1 57	1 57
Raspberries, black	1 42	1 42
Gooseberries	1 63	1 63
Pears, 2s	1 52	1 67
" 3s	2 00	2 20
Peaches, 2s	1 63	1 77
" 3s	2 57	2 72
Plums, Lombard 2s	1 35	1 35
" Green Gage, 2s	1 47	1 47
Cherries, red pitted, 2s	2 30	2 30
Baked beans, 3s	1 03	1 03
3-lb. apples	0 90	0 90
Gallon apples	2 20	2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples	2 40	2 40
Singapore whole pineapples	2 40	2 40
Pumpkins, per doz	0 95	0 95
Spinach	1 00	1 00
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring	1 40	1 40
" Rivers Inlet red sockeye	1 50	1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls	3 45	3 45
" 1-lb. flats	4 00	4 00
" 1-lb. flats	2 25	2 25
Canadian Sardines, 1s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

The following is the new price list issued by the canners for 1904 pack vegetable and fruits. Other lists will be given later.

VEGETABLES. Per doz.

2s Asparagus Tips	\$2 50
2s Beans, Golden Wax	0 80
2s " Refugee or Valentine	0 82
2s " Crystal Wax	0 92
2s Peas, No. 4 "Standards"	0 82
2s " No. 3 "Early Junes"	0 85
2s " No. 2 "Sweet Wrinkled"	0 95
2s " No. 1 "Extra Fine Sifted"	1 30
2s Table Spinach	1 40

FRUITS.

2s Cherries, red, pitted	2 20
2s " " not pitted	1 75
2s " black, pitted	2 30
2s " black, not pitted	1 75
2s " white, pitted	2 40
2s " white, not pitted	2 00
2s Currants, red, heavy syrup	1 57
2s " red, preserved	1 77
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2s " black, heavy syrup	1 75
2s " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2s Gooseberries, heavy syrup	1 82
2s " preserved	1 85
Gals. " standard	7 25
2s Lawtonberries, heavy syrup	1 57
2s " preserved	1 85
Gals. " standard	4 97
2s Pineapple, sliced	2 25
2s " grated	2 35
3s " whole	2 50

2s Plums, Damson, light syrup	1 00
2s " " heavy syrup	1 30
2 1/2s " " " "	1 57 1/2
3s " " " "	1 85
Gals. " " standard	2 95
2s " " Lombard, light syrup	1 05
2s " " heavy syrup	1 35
2 1/2s " " " "	1 62 1/2
3s " " " "	1 90
Gals. " " standard	3 15
2s " " Green Gage, light syrup	1 15
2s " " heavy syrup	1 47 1/2
2 1/2s " " " "	1 72 1/2
3s " " " "	2 00
Gals. " " standard	3 45
2s " " Egg, heavy syrup	1 52 1/2
2 1/2s " " " "	1 80
3s " " " "	2 10
2s Raspberries, red, heavy syrup	1 40
2s " " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2s " " black, heavy syrup	1 50
2s " " preserved	1 50
Gals. " " standard	4 75
2s Rhubarb, preserved	1 15
3s " " " "	1 90
Gals. " " standard	2 62 1/2
2s Strawberries, heavy syrup, 1903 pack	1 47 1/2
2s " " " " 1904 pack	1 60
2s " " preserved	1 75
Gals. " " standard	5 50
Gals. " " solid pack	8 50

Foreign Dried Fruits.

Local market is quiet. Quotations on new valencias are out and opening prices are lower than last season. Currants, it is expected, will be short crop this year by about 10 to 15 per cent. Sultana raisins are firm. Nuts are looking up slightly. New crop of figs is reported as likely to run under last year's pack, but quality is very good. California dried fruits are selling at astonishing low prices. We quote :

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb	0 06	0 07
Layers	0 07 1/2	0 07 1/2

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	0 90	

DATES.

Dates, Halloween, per lb	0 03	0 03 1/2
--------------------------	------	----------

CALIFORNIAN EVAPORATED FRUITS.

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

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	2 00	
"Royal Buckingham Clusters," 1/2-boxes	1 00	
"Excelsior Windsor Clusters"	4 25	
" " "	1 25	

CALIFORNIAN RAISINS.

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

PRUNES.

30-40s	Perlb.	Perlb.
40-50s	0 09	0 08
50-60s	0 07 1/2	0 06 1/2
60-70s	0 06 1/2	0 05 1/2
70-80s	0 05 1/2	0 04 1/2
80-90s	0 04 1/2	0 03 1/2
90-100s	0 03 1/2	0 02 1/2
Oregon Prunes (Italian style) 40-50s	0 08	
" " " " 50-60s	0 07 1/2	
Oregon prunes (French style), 60-70s	0 06 1/2	
" " " " 90-100s	0 04 1/2	
" " " " 100-120s	0 04	

CURRENTS.

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

SULTANA RAISINS.

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

Green Fruits.

Nothing much to report in the way of changes this week. On Monday four carloads of California fruits were sold at auction. The fruit consisted princi-

pally of pears, peaches and plums, the pears selling from \$1.60 to \$1.80; plums from \$1.40 to \$1.75, and peaches from \$1.60 to \$1.75. Two loads of Georgia peaches arrived and only sold from \$1.50 to \$1.75. Bananas are somewhat of a glut in the market, and prices have dropped 25 to 50c a bunch. A car of Canadian apples in baskets was received on Monday, and brought from 15 to 20c the basket. Tomatoes are in good demand at 60 to 70c per basket. The demand for raspberries has fallen off, everybody seems to have been loaded up.

Cocoanuts, per bag of 100	3 50	
Canadian apples, in bbls.	2 00	2 50
Pineapples, 24 to case	5 25	
" " 30 to case	4 50	
Bananas	1 10	1 75
Bananas, red, per bunch	1 75	
New Messina lemons 300's	3 25	
" " 360's	0 12	
Peanuts, Bon Tons	0 11 1/2	
" " Sun brand	0 09 1/2	
" " Diamond G brand	0 08	
" " Coon brand	0 13 1/2	
New Brazils	2 50	
New potatoes, per bbl	1 25	
Limes (100)	1 50	
California peaches, per crate	1 75	
California plums, per crate	2 25	
Cantaloupes, California, per crate	6 50	
Gooseberries, per basket	0 75	
California late valencias, per box	4 25	4 50
Verdelli lemons, 300's, per box	4 00	4 25
Watermelons	0 25	0 40
Raspberries, Canadian	0 08	
California Bartlett pears, per box	2 50	
" " per half box	1 00	

Vegetables.

The increased receipts of new potatoes have pared down prices somewhat. New green corn at Bonaecours market is selling from 9 to 12 1/2c per dozen. In quantities for retailing as low as 7c is ruling. Cucumbers are coming in freely now, though it is not expected that the crop will be large this year, in fact for pickling purposes it is claimed a great shortage will have to be faced.

Egyptian onions, per sack	1 75	
Bunch lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 75	
Mushrooms, per lb	0 20	
Mint, per doz. bunches	0 20	
Parsley	0 20	
Sage, per doz.	0 15	
Savory, per doz.	0 15	
Carrots, new, per doz.	0 25	0 30
Beets, new, per doz.	0 25	0 30
Egg plant	0 15	0 20
Rhubarb, outdoor, per doz	0 20	
Green onions, per doz.	0 15	0 20
Green house water cress, per doz.	0 30	
Green cucumbers, per bush, hamper	1 25	
" " per half bushel hamper	0 60	0 75
" " per bbl	3 50	
" " per doz.	0 40	0 50
Asparagus, outdoor, per doz	1 00	1 50
Florida new potatoes, per bbl	3 75	4 00
Green peas, per bush, 12 quart basket	0 20	0 25
" " cabbage, per doz.	0 70	
Waxed beans, per bush	0 75	1 00
Cauliflowers, small, home grown, per doz.	1 50	2 00
Green peppers, per basket	0 75	
Canadian new potatoes, per bush	0 90	1 00
Michigan celery, per doz.	0 50	
Canadian celery, per doz.	0 50	0 60

Fish.

Business is on the quiet side on account of the absence on Summer vacations of the larger portion of regular buyers of fish. There is a fairly good demand for western dore, but supplies are short at present. Gaspe salmon is entirely out and British Columbia salmon in consequence is starting to come in with ready sale at about 15c. It is not expected that any quantities of western fish will reach this market before about September 10. Some No. 1 green codfish are arriving, but prices

are high; they are worth from \$5.50 to \$5.75. Skinless codfish is scarce; prices are firm. We quote :

Haddies	0 07 1/2	
Smoked herring, per box	0 18	
Fresh haddock, per lb.	0 04 1/2	
Fike " round and dressed	0 07	
Hailbut, fresh, per lb.	0 11	
Gaspe salmon, fresh frozen	0 15	
B. C. Salmon, frozen	0 14	0 15
Fresh steak cod	0 05	
Lake trout, per lb.	0 08	
Whitefish	0 08	
Dore	0 09	
Fresh mackerel	0 10	
No. 1 Labrador herring in 20-lb. pails	0 75	0 85
No. 1 Herring, Labrador, per bbl.	2 75	3 00
" " half bbl.	4 75	5 00
No. 1 Holland herring, per half bbl.	6 50	
No. 1 Scotch herring, " "	6 50	
" " per keg	0 95	
Holland herring, per keg	0 65	0 75
Salt mackerel, pail of 20 lbs	2 00	
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06	
" " fish	0 05	
" " loose, in 25 lb. boxes	0 05	
Boneless fish, in crates 12 5-lb. boxes	0 07 1/2	
Pure Georges cod, 40 lbs	0 07 1/2	
Skinless cod, cases 100 lb. (new)	5 00	
Marshall's kippered herring, per doz.	1 40	
Canadian kippered, per doz.	1 00	
Canadian 1/2 sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.	1 30	
Canned cove oysters, No. 2 size, per doz.	2 25	
Standard bulk oysters, per gal.	1 50	
Selects	1 75	

Country Produce.

Eggs—Receipts continue small for the time of year, consequently prices are firmer, an advance of 3-4c to 1c is noted over last week's quotations.

Selected	00 19	
1st quality	60 17	00 18
Seconds	00 11 1/2	00 13

The range in quotations is wide; 15c f.o.b. country points is reported in some quarters, while 15 1/2-2c is given as a ready offer by purchasers.

Beans—Slow demand, little doing and prices unchanged.

Choice primes	1 35	1 40
" " car lots	1 30	
Primes	1 35	

Honey—New honey coming in better supplies but as yet little business going. Prices are easy.

White clover, extracted, tins	0 08	0 08 1/2
" " kegs	0 07	0 07 1/2
Buckwheat	0 06	0 06 1/2

Maple Products.—Prices unchanged and little business being done.

Maple syrup, in wood, per lb.	0 05 1/2	0 05 1/2
Maple syrup, in large tins	0 60	0 70
Pure sugar, per lb.	0 07	0 07 1/2
Pure Beauce sugar, per lb.	0 08 1/2	0 09

Flour and Feed.—The market is decidedly improved and the anticipated short condition of the wheat crop has had a tendency to stimulate trade. Some millers, notably Ogilvie, advanced 20c per barrel on their Royal Patent this week. The general tone of the market is firmer.

Manitoba spring wheat patents	4 90	5 00
" " strong bakers	4 60	4 70
Winter wheat patents	5 10	5 25
Straight rollers	4 70	4 75
Extra	4 00	
Straight rollers, bags	2 30	2 35

Feed—The demand for mill feed is much improved and prices for both bran and shorts advanced \$1 per ton.

Ontario, bulk	15 50	16 00
Shorts	17 00	18 00
Mouillie	22 00	23 00
Ontario bran, in bulk	15 00	15 50
shorts	16 00	17 50
Manitoba bran, in bags	19 00	20 00
shorts	21 00	
Mouillie	23 00	23 00

\$3.50 a case; plums, \$2.00 a crate; Washington apples, \$2.50 a box; apples, \$6.00 a barrel; watermelons, \$4.00 to \$5.00 a dozen as to size; tomatoes, \$1.50 a crate; blue berries 7c lb.; rhubarb, 2c a lb.; native cabbage, 3c a lb.; and cucumbers 65c a dozen.

Eggs—The market situation is steady and the demand is heavy. Eggs are jobbing to the trade at 21c per dozen.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Aug. 10, 1904.

BUSINESS is but fair. The higher price quoted for flour has caused an improved demand. Our western friends, particularly those who wish to sell us goods, should remember our Exhibition to be held next month. They cannot find any better advertisement or any way to so quickly gain the favor of our people than by making a good display. In this way they can bring their goods to the personal attention of the best buyers, not only of the city but of the Province. We continue to have cool weather. Perhaps the coolest Summer for years.

The trade have been somewhat surprised at the continued low price of rice rather lower prices being quoted this week. Jam, of which a large quantity is brought here from Ontario, is quoted rather higher. The chief feature in the local market is the high price of fish in all lines. Stock is very light.

Oil.

While buyers found the prices rather higher than at this season last year, the fact that prices are much lower than they have been quoted during a large part of the year, caused the booking of the large part of the Fall orders early. In paint oil, linseed is quoted somewhat higher. Turpentine is held firm. Lubricating oils show no change. Coal oil is easier, though quite full prices are still asked.

Salt.

A cargo was landed this week, containing both Liverpool coarse and fine salt. There is but a fair demand. Part of the cargo was put in store. There is further supply afloat. Prices are kept firm, and it is to the advantage of buyers to have orders filled ex-vessel, this saving storing charges.

Green Fruit.

Dealers complain that sales are rather light. At this season California pears have a large demand. Prices this season are quite low. California plums are also low. In apples the sale so far has been light. Georgia peaches are quoted low and are splendid stock. We expect to have New Brunswick apples next week. Bananas are plentiful. Oranges are high. Lemons remain unchanged. Native tomatoes are now being received. Melons have but a slow sale.

Dried Fruit.

There is but a light spot business. The lower prices quoted on the coast for California raisins have somewhat upset the market. Freshly seeded, 1903 stock is offered at exceptional figures and spot 3 cr. loose are also very low. The quality of the goods make them very desirable. Malaga raisins are quoted, in layers and seeded, at prices about the same as Californias. Loose are rather higher. So far any information received makes the price of Valencias about as last year. Currants have not yet been generally quoted. Figs are quite firm. Dates are low. In prunes prices are very low this season. It should mean a large sale for the larger sizes. In peels, citron is quoted well above opening prices. Evaporated apples are rather higher with stocks light.

Canned Goods.

There is nothing of special interest owing to an arrangement among the trade nearly all the dealers quote the same prices. New peas are now freely offered. In all lines fair spot stocks are held. Corn is perhaps the exception. Strawberries and peaches are very firm. Owing to the short pack of Spring salmon, this grade is held very firm at the high price. New lobsters are now on the market at light prices. Sardines, haddies, and kippered herring are very firm. Stocks are light. So far the pack of sardines has been very small.

Sugar.

Price has again slightly advanced, making price well above the figures quoted a few weeks ago. Market is very firm. Dealers continue to carry full stocks.

Molasses.

While there is quite a full stock of Porto Rico held here, market is firm at rather higher prices. The stock of Barbadoes is not large.

Fish.

Dealers are almost out of business for want of stock. Salmon season is over. Fresh haddock and cod are very scarce. Dry cod were perhaps never so scarce at this season. Prices are high. In pickled and smoked herring there begins to be increased demand, but stocks are very light, particularly of smoked herring. While the season is yet quite early in these two lines, the outlook is bad.

Flour, Feed and Meal.

This line has shown some business during the week. Ontario flours have shown an advance. Some millers are also quoting higher prices on Manitoba. There is a fair demand for feed at even prices. Oats are very scarce and hard to get. Oatmeal is still held at the high prices. Cornmeal is firm. Beans seem the weak point but even they are firmer. There is a limited sale. Barley and split peas are still scarce.

CHEAP POTATOES.

A recent report from London, Ontario, announces that new potatoes are appearing in large quantities, selling at from 60 to 70 cents a bushel or about 90 cents a bag. The tubers are splendid in size and the crop is large. This means cheap potatoes.

CAPITAL INCREASED.

The Robert Greig Co., Limited, of Toronto, have been authorized to increase their capital from \$65,000 to \$150,000 by the issue of 1,700 shares of new stock of \$50 each.

HINTS TO BUYERS.

H. P. Eckardt & Co. are offering some special values in Japan teas at low prices.

S. H. Ewing & Sons, Montreal, call buyers' attention to their pickling spice in this week's issue. These spices are carefully selected and cleaned and should interest grocers at this time.

Mr. E. D. Marceau's ad. in this week's issue presents tempting features to the trade. Interested buyers will find prompt reply to inquiries.

Simpson's Lime Juice in $\frac{1}{2}$ -pint bottles may be had from H. P. Eckardt & Co.

H. P. Eckardt & Co. are doing a good business with "Crescent" brand tomato catsup in quart bottles.

WALL PAPER.

PRESENT DAY MURAL DECORATIONS.

By Arthur Seymour Jennings.

THE public taste in mural decoration fluctuates almost as much, if not as rapidly, as that in ladies' dresses. The requirements of to-day are very different from those of ten years ago, and, no doubt, in another decade other and dissimilar styles will be in vogue. Indeed, the demand for novelty, while not so pronounced in England as it is in some countries abroad—the United States, for example—is very real, so that art students and designers may always be reasonably sure of finding a market for their work, provided, of course, that it is novel and really decorative.

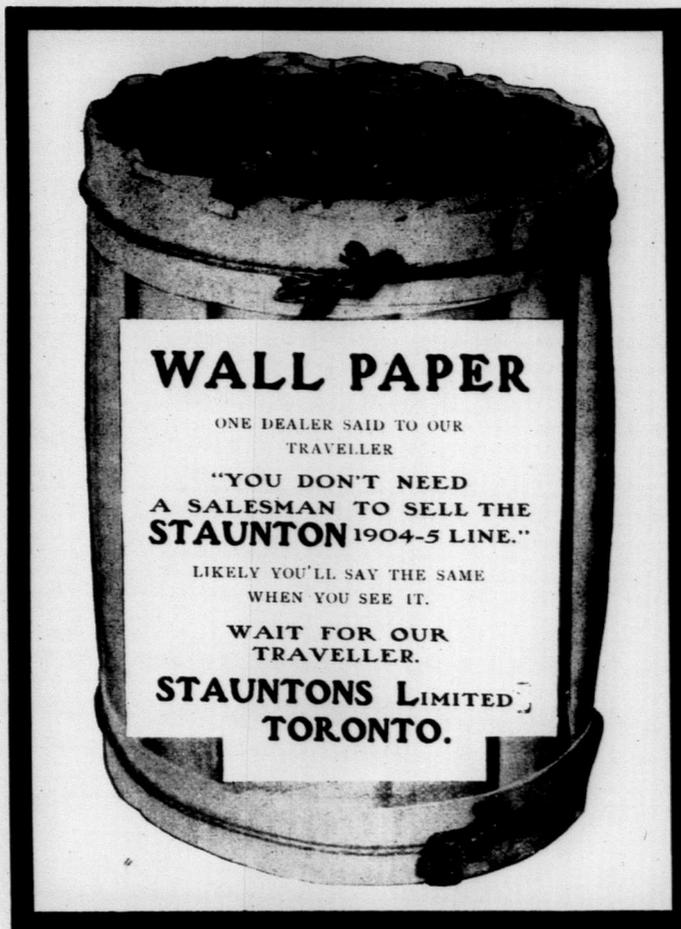
We may leave aside from present consideration those features of modern decoration which have proved to be but short-lived, and direct our attention to the styles which have remained in favor for a long time, or appear to be likely to do so.

Taking wall papers in their various grades first, the question has often been asked whether the fashion is set by the manufacturers, or whether it is distinct demand on the part of the public. Probably each contributes to the result. The wall paper manufacturer who produces a new style, or a series of hangings quite out of the ordinary run, usually "makes haste slowly." The production of a single new design means the risk of not a little money, as the cutting of the blocks or cylinders from which the design is printed is somewhat expensive. For this reason only a few patterns that are distinctly novel are brought out in one season. If they meet with favor—if the sales justify it—the "line" is largely increased the following year.

It is worthy of note that a custom of the wall paper trade, widely followed, is to reprint a selection of certain designs every thirty years or so. At present there is a demand for pearl, white moire, and striped papers that were popular in the "sixties."

We may now consider the new styles which are most sold to-day, and first among these must be placed "in-grain" papers, or those which are colored in the pulp from which the paper is made. This class of paper is usually either quite plain, or printed with a stripe, or with a small dotted pattern technically known as "powdering." This pattern is almost always printed in the same color as the ground, but a little darker. Often the difference in tint between ground and pattern is so small that the design can hardly be discerned. The wide use of these plain or nearly plain papers is generally admitted to be one of the best evidences of the process of applied art in mural decoration in recent years.

It may, at first sight, be thought that the use of plain papers does not give much encouragement for the artist. As a matter of fact, however, they are but rarely used, excepting in conjunction with a comparatively bright and often elaborate frieze. The reader who has studied design will be quick to understand why this combination gives such satisfactory results. We will take a well-furnished dining-room as an example. Here we probably have a good many pictures upon the walls, and the plain background, if the proper hue is chosen, forms a setting or foundation for them, which adds to their beauty instead of detracting



from it, as is almost invariably the case when a conspicuous pattern is employed. The "powdering" design, so unobtrusive, yet serves to nicely break up those portions of the surface where there are no pictures, while the broad, boldly-drawn frieze, probably full of coloring, gives a fitting cap to the wall surface, and forms a combination effective and decorative. And, be it observed, it hardly matters how strong the colors are in the frieze, because it is above the line of pictures, while the expanse of plain surface will probably require a firm coloring in order to produce a proper balance of parts and a satisfactory whole.

It is in the design of the frieze that the artist will find his greatest opportunities. We do not now refer to the ordinary patterned frieze or border, designed on what Mr. Lewis F. Day calls the "turn-over" principles—that is, of a pattern having its left and right identical—but rather to that class of design which is most sought at the present time. There are two divisions to this class, or perhaps they might be more properly considered quite separately. The first is the "landscape frieze," the second the "hand-stencilled frieze."

Stauntons Limited.

A very cordial invitation is extended by Stauntons Limited, wall paper manufacturers, 934 Yonge street, to their customers and the wall paper trade in general to visit their factory during the Toronto Exhibition. The company will also have rooms at the King Edward Hotel during the exhibition, and all visitors will be made very welcome.



“Clover Leaf” Salmon

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

For sale by nearly every Wholesale Grocer in Canada.

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

All Grocers know that

Good Coffees and Spices

will make a **transient** customer a **permanent** one.

We are making permanent customers every day.

Todhunter, Mitchell & Co.,

WHOLESALE IMPORTERS

7 EAST FRONT ST., TORONTO

To the Grocery Travellers of the Dominion—

Just after your holidays we believe you are all
 feeling well—we hope you are and ready for business.

And Now—just a word for the future:

If you want *insurance for nothing*
 write us. Find out. It's interesting.

Snowdon, Forbes & Co., - Montreal

BEET SUGAR INDUSTRY IN U. S.

THE following are extracts from a report of the United States Department of Agriculture on the beet sugar industry in the United States during 1903 :

There are now built and ready for operation five beet sugar factories, four of which were not ready for operation during the campaign of 1903. There were fifty factories in operation and eleven additional ones which were built and put in operation during the year 1903. While the product of beets per acre is at present only eight to nine tons, as compared with thirteen tons per acre in Germany, the introduction of extensive farming of the beet fields will speedily change these conditions. With careful farming the beet grower will be able to raise fifteen tons per acre in districts depending upon rainfall, and seventeen tons per acre in irrigation districts. The prevalent price of beets during the year was \$5 per ton, and it costs about \$30 an acre in rain districts and \$40 an acre in irrigation districts to raise them.

While the product per acre is greater in the Old World than it is in the United States, at the present time the sugar content of the beets raised in the States is much higher. Seven or eight per cent. is the average in Germany, but in the United States the average is sixteen or seventeen, and frequently runs up to twenty and even twenty-five per cent. in isolated instances. The factories now produce 220 pounds of sugar per ton of beets, and much improvement is possible in this respect.

At present the average extraction of sugar by the factories in the United States is about eleven per cent. of the weight of the beets. An extraction one per cent higher would mean twenty pounds in sugar from a ton of beets, which at four and a-half cents per pound is worth ninety cents. An extraction two per cent. higher would mean forty pounds more sugar worth \$1.80. An increase of three per cent. in the extraction would mean sixty pounds more sugar worth \$2.70, and an increase of four per cent. eighty pounds worth \$3.60.

During the year 1903 in the United States there were 242,576 acres in beets, the average yield being 8,418 tons. Altogether there were 2,076,494 tons of beets raised, from which 485,209,087 pounds or 240,604.4 tons of sugar were manufactured. The average price of the beets was \$4.999 per ton and their average sugar contents was 15.08.

Sure Money

Grocers are looking to-day to the manufacturer for **Money Makers.** A word now and then to your trade about the value and good qualities of

Clark's Sliced Smoked Beef will repay the trouble.

This line is a **Money Maker.** Everybody comes back for more.



This design a guarantee of quality.

"CRYSTAL BRAND" VEGETABLE PARCHMENT

TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN
JUST RIGHT FOR BUTTER WRAPPERS.

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER Co.

Toronto LIMITED Montreal

EPPS'S

GRATEFUL.
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

RUSSIA'S FOREIGN TRADE.

RUSSIA'S foreign trade in 1903 across her European borders amounted to \$309,770,000 in imports and \$489,131,850 for goods exported. The following are the principal participants in that trade:

	Exports.	Imports.	
Germany	\$119,686,000	\$121,385,500	
Great Britain	112,270,000	57,680,000	
France	39,088,500	14,471,500	
Austria-			
Hungary	19,055,000	117,368,500	
Holland	52,015,000	
Belgium	22,402,500	
Italy	29,200,500	
United States	2,729,500	32,239,000	

It is estimated that of the Russian exports to Holland and Belgium (consisting principally of grain) \$33,990,000 worth were reshipped thence to Germany. Russia's imports from the United States in 1902 were valued at only \$19,776,000. The great increase for 1903 is owing to larger importation of cotton and the enhanced cost of the same, as also to the increased imports of agricultural im-

plements and machines from the United States. The 1903 importation of Russia exceeds that of 1902 by \$38,316,000 in value, which has its cause in Russia's favorable crop in 1902. The largest increase among the imports is that of agricultural machines and implements, figuring \$13,029,500 value, against but \$9,573,000 for the year before. In all other machines of iron and steel Russia's importation for 1903 shows a decline amounting to about 25 per cent. as compared with the average of the three preceding years. Of Russian exports showing large gains for 1903 as compared with 1902 are to be noted wheat and rye, butter and eggs, white soft sugar, naphtha, timber and lumber and iron ore. More than half of Russia's total exports consists (in point of money value) of grain, the exports of the latter (including flour and bran) amounting to \$246,005,500. Butter exported amounted to \$16,274,060, and eggs to \$26,265,000. Last year Russia shipped abroad nearly three times the quantity of white soft sugar exported during the previous year.

China, Crockery and Glassware.

Create a Demand for China.

IN this line particularly the merchant who limits himself to staples gets the small end of the profit business, and the unsatisfactory part besides. A customer will waste time haggling over the price of sheeting or white cups and saucers, because they make up the actual needs, and the money goes hard. When a piece of merchandise strikes her fancy and creates a desire to possess, she pays the price with little argument. The merchant who once brings himself to see the possibilities within the scope of this department will make better and more profitable use of it. There is a good profit to be extracted besides any amount of good material to use with beneficial effect on the business as a whole. This latter qualification is really the best side of the line. This does not mean that profits need be sacrificed, but rather that it is possible to get a double draw. There are not many lines of goods where the consumer is so completely at sea as to value. Most any piece of china among the endless variety suggests greater value and higher price than it could be sold for. The ornamental nature of the goods carries this suggestion, hence they are always interesting when presented in a clean, attractive manner. Right here is where a great many merchants err. They allow the department to shift for itself, and when there is occasion to show a lady the goods, they are anything but attractive, being soiled and dust-covered. The clean, well-kept wholesale show rooms about the market should prove an object lesson to merchants.

Buy Ware of Repute.

THERE is a well-timed tendency in the trade of this country to depart from the once predominant feature, that of buying only the cheapest goods obtainable, and in no branch of trade is this change more noticeable than in the crockery trade. Only a few years ago every dealer, both wholesale and retail, bent his best energies on looking up dinner and toilet ware that had nothing to recommend it save its low price; the ware being frequently so poor that breakage in transit amounted to 25 per cent.

Several of the cheapest makers have since gone out of business, but there are many still left in Staffordshire, and these have succeeded in improving the

outward appearance of their ware, but with little or no improvement in the quality. The result is that many of these goods are still being bought by Canadian dealers from want of a thorough knowledge of the nature of the ware. The ordinary dealer may never obtain such knowledge from personal experience, and crockery may only be a side line with him, but he can easily safeguard his interests by buying only ware of known repute.

A Potting Triumph.

For many years the problem of making crockery to stand the rough usage incidental to that of large hotels, railways and steamships, has been a vexed one. By the introduction of the welded edge, made exclusively by John Maddock & Sons, this problem has been absolutely solved. The welded edge has been conceded to be a veritable triumph. The old roll rim formerly made by them in common with other makers, has now been entirely discarded by Maddock & Sons for obvious reasons. The roll rim they state is practically no protection against chipping, whereas the welded edge reduces chipping to a minimum. The roll rim makes the articles unnecessarily heavy, whereas the welded edge adds but little weight, yet adds materially to the strength and durability of the ware. Besides, these goods are craze-proof, hence do not absorb grease or other substances. They are in use in the four quarters of the globe, and Maddock's Canadian representative, E. W. Klotz, of Toronto, will be pleased to send free booklet of testimonials from satisfied users in all parts of this continent, to any one desiring a copy of this interesting publication.

Reliable Lines.

BUYERS of crockery, china, glassware and lamps, owe it to themselves to see the lines being shown by Taylor & Mulveney, Hamilton, before placing their orders for this class of goods. This firm has shown great progress, and to accommodate their rapidly growing trade have lately been compelled to almost double their warehouse room. Their present floor space is some 4,000 square feet, and this space is taxed to the limit to handle the large and varied stock carried.

Fancy china is a strong feature here, and the new goods now being opened out in this line all bespeak the excellent taste shown in their buying, every piece from the cheapest plate or cup up to the most expensive set all show the same careful selection.

In English dinner ware the lines shown are very attractive, and, being from such makers as A. Meakin Co., J. & G. Meakin, Grindley & Co., the quality is assured. Several lines are carried in full open stock, which is a great advantage and convenience to the retailer, as extra pieces or matching can be procured at any time.

Hot Weather Try-Out.

THERE is no better time in the whole year to try out the merits of this department than the hot weather months. These months of slow and uncertain business will figure as days turned to profitable account if the people can be induced to come to the store in quest of bargains which can be offered in these lines. Such bargains fit ready-money and easy-to-buy ideas. The showing can be made most enticing and generous, so there need be no cause for disappointments on the part of the trade, in the matter of choice. This hot-months selling fits in at a time when the store in general is sorely in need of stimulating merchandise—something to make a noise with—something that fits the weather and the season; nothing better than glassware running to berry sets, tumblers, water sets, etc.

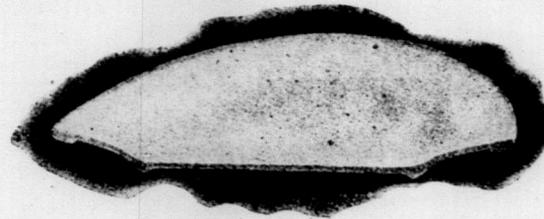
How's the stock of generous size water pitchers and water sets? Don't miss the greater part of this easy money by keeping a stingy assortment of none too clean glass pitchers for your customers to look at and pass by. A window full of water pitchers may sound big, but it does not mean such a tremendous assortment. You know a few dollars makes a bigger showing in this line than in most any line in the store. An assortment of half-gallon pitchers offered at \$1.55 a dozen by a local house would make a good showing with a 25c price card, but marked at 19 cents give a stock the appearance of being particularly low in price. Such a leader would make the assortment offered at \$2.00 look up as wonderful values at 25 cents. The same would hold good with other offerings, as you scale up the price. It is not a very hard matter to get a dollar and earn more for crystal glass fire polished pitchers that look the value.



The Peerless "Hamilton"

For stock pattern, this has no equal.
 —A quick seller and profit maker.
 —Try it and be convinced.
 Remember Maddock's is the brand
 that hasn't crazed for 40 years.

Maddock's Welded Edge Hotel Ware.



IT'S THE EDGE THAT COUNTS FOR DURABILITY.

Specially made for use in
 HOTELS, RESTAURANTS, CLUBS,
 COLLEGES and HOSPITALS,
 on RAILWAYS and STEAMSHIP LINES.

CRESTS, BADGES AND MONOGRAMS
NEATLY EXECUTED.

E. W. KLOTZ SOLE AGENT FOR CANADA Toronto 24 WELLINGTON STREET WEST, Import only

VISITORS TO WINNIPEG

will please note that the above lines are carried in open stock by H. J. Boyd, 137 Bannatyne ave., Winnipeg.

Dinner Sets Toilet Sets Fancy China and Lamps

We are showing a very large assortment in above lines. Newest shapes, up-to-date patterns, best ware procurable and rock bottom prices.

Open Stock Dinner-ware

In this line we wish particularly to call attention to three patterns which are winners, **Blue Countess**, **Pink Beauty** and **Pink Carmen**. Send for samples and price lists of these patterns, they are too good to be missed.

Taylor & Mulveney
 Hamilton, Ontario

The Official Report of

The Maritime Board of Trade

will appear in The Canadian Grocer of date Aug. 26th.

This number has a favor and value in the Maritime Provinces of the highest sort. There will be printed

a large Extra Edition.

of this number of the Grocer.

Advertisers

Looking for Maritime Trade

should arrange for space in this number of the Grocer without delay.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

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

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

YEARLY CONTRACT RATES.

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

SITUATION VACANT.

WANTED—Experienced grocery and crockery man to take charge of department. Address application and salary expected to Gardner & Co., Rat Portage, Ont., (33)

ARTICLES WANTED

TEA MIXER WANTED.—Wanted to purchase, tea mixer in good condition; also tea packing machine. Address City Tea and Coffee Co., Portage ave., Winnipeg. (34)

AGENTS WANTED.

AGENT IN NEWFOUNDLAND. An English firm manufacturing Worcestershire Sauce desires an agent to represent them in Newfoundland. Address Box 164 c/o THE CANADIAN GROCER, Toronto. (32ff)

OLD-ESTABLISHED English malt vinegar house with connection in Canada is desirous of increasing business, and is ready to appoint reliable agents in Halifax, St. John, Toronto and Winnipeg. Address Box 153, care CANADIAN GROCER, Toronto or Montreal. (28ff)

AGENCY WANTED.

A FIRM of wholesale provision merchants and manufacturers having a large number of travellers working all parts of England, are open to take up good agency for a proprietary article. Address: "Push," c/o J. G. King & Son, 10 Bolt Court, Fleet St., London, Eng. (34)

FOR SALE.

GENERAL store and dwelling, contents of store post office. Must be sold to close estate. Good location for business. No opposition. Box 166 CANADIAN GROCER, Toronto. (33)

FOR SALE.—General store and dwelling, contents of store, post office. Must be sold to close estate. Good location for business. No opposition. BOX 166, CANADIAN GROCER, Toronto, (33)

FOR SALE.—Good grocery business including dwelling, room for extension, postoffice, in connection. Postmaster, Orr Lake, Ont. (33)

DAVID PAGE PERKINS—Commission merchant and manufacturers' agent, Portland, Me., U.S.A.; trades made of every description under packers' or buyers' labels at the very lowest prices on Maine and Baltimore canned goods; headquarters for finnan haddies, American sardines, canned clams, gallon apples, canned figs, blueberries, maple syrup, lime juice, baked beans and all kinds dry, smoked and pickled fish, salmon, bluebacks, mackerel and shrimps, codfish, smoked and kippered herring; headquarters for New Orleans sugar, molasses and rice; shipping same from New Orleans; on teas, can match any samples sent at lowest prices; all teas shipped from New York; your trade desired; dealer in white, Scotch and green peas, grass seeds and raw popcorn; agent for sale cheese and apples for export; correspondence solicited of buyers in England. (33)

FIRST USE OF TEA.

BY whom or when the use of tea for drinking purposes was first discovered is lost in antiquity. It is spoken of as a famous herb in Chinese literature as far back as 2,000 years B. C., at which time its cultivation and classification were almost as thorough and complete as they are today. One of the ancient legends says that its virtues were accidentally learned by King Shen Nung She, the Chinese monarch who is also known as "the divine husbandman," who, the record says, flourished forty centuries ago. He was engaged in boiling water over a fire made of the branches of the tea plant and carelessly allowed some of the leaves to fall into the pot.

The liquid which he expected to come from the vessel simply as sterilized water was miraculously converted into an elixir of life by the accidental addition of the tea leaves. Soon after it became highly esteemed in all the oriental cities and was used as a royal gift from the Chinese monarchs to the potentates of southern and western Asia.

This same King Shen Nung She not only earned the title of respect by which he was known through the discovery of the virtues of tea, but because of being the first to teach his people how to make and use plows and many other implements of husbandry.

We want your COFFEE

trade

Our "TORONTO CLUB" Blend will please the most critical drinkers. Put up only in 1/2s and 1-lb. packages, and gives the dealer a splendid margin.

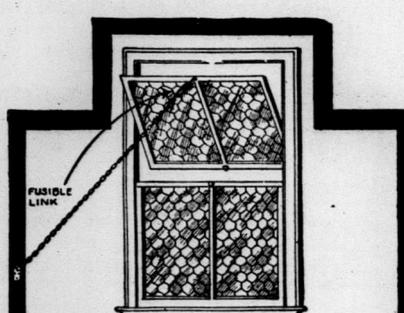
TORONTO CLUB COFFEE CO. TORONTO.

FOR SALE.

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

IRISH

Consumers prefer Canadian products. If you want to sell communicate with **J. H. Sheridan, 6 D'Oiler St., Dublin** (23)



FIRE-PROOF GLASS WINDOWS.

They give absolute security—resisting intense fire heat, as well as the action of water.

Arranged to open with this "fusible link" attachment, they close and lock automatically if a fire occurs—150° melts the link—thus giving complete and perfect protection.

This "wired glass" admits the light as freely as plain glass—is rather ornamental in effect, and greatly lessens insurance rates.

Full information if you write
METALLIC ROOFING CO., LIMITED,
Wholesale Mfrs.
TORONTO, CANADA.

Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT.

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

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

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

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

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

BIRD SEED

No grocer has trouble if he sells

BROCK'S

NICHOLSON & BROCK, - TORONTO

Madam Huot's Coffee

NOW IS YOUR TIME

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

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

By last advice from Japan we learn that the total receipts of tea, to the shipping ports, show a shortage of 17,000 piculs (2 million and a quarter lbs.) and we can safely say that prices have reached bottom, when we consider that they are lower than for 5 years past.

On what stock I have on hand I have reduced prices to the lowest level of the market, and I AM A SELLER. I want to clear what I have to make room for the new, which are coming by every steamer from Japan and China.

For my "Condor," of the new crop, instead of buying them at THE FULL reduction, I have ordered them finer in leaf and cup quality, so that I can show you something extra in value.

Buy now, you can't go astray.

EX STR. EMPRESS OF JAPAN, NOW AT VANCOUVER, FROM YOKOHAMA:

50 Half-Chests "Condor" XXXX, sun dried,	-	-	-	-	-	23½c.
50 Half-Chests "Condor" XXXX, pan fired, (colored)	-	-	-	-	-	23½c.
26 x 30 lb. Boxes "Condor" XXXX, sun dried,	-	-	-	-	-	24½c.
35 Half-Chests Choicest Early Dust, (sold).	-	-	-	-	-	
50 Half-Chests "Condor" XX, extra fine quality,	-	-	-	-	-	18½c.

FROM SHANGHAI, CHINA:

120 Catties extra-choice and fancy, new season, first crop Pea Leaf Gunpowder,	-	-	-	-	22½c.
82 Catties choice, new season, first crop, Imperial Gunpowder,	-	-	-	-	17½c.

ASK FOR SAMPLES. IT PAYS.

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

E. D. MARCEAU

281-285 ST. PAUL STREET,

MONTREAL.

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

"ONE"
Baking Powder, Vinegar,
Spices, Colic.

NOTHING TOO GOOD FOR THE WEST.

—THE SALE OF—

VAN HOUTEN'S COCOA

is growing enormously in the West.

"We want the best and we know when we get it," expresses the Western view.

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



Ever and always
in the front
rank

MOTT'S CHOCOLATES

"Diamond" and "Elite" brands.
"CANADA'S BEST."

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

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

NEW GOODS

SWISS MILK WAFERS

SWISS MILK CHOCOLATE CREAMS

THE CLIMAX
OF CONFECTIONERS' SKILL

WE ARE BUILDING OUR REPUTATION
AND BUSINESS CONNECTION ON A
SOUND BASIS.

HONEST BUSINESS PRINCIPLES.
ABSOLUTELY PURE GOODS
AND CLEANLINESS IN EVERY DETAIL.

A. J. STEWART, LIMITED
CORNER DUNCAN AND
ADELAIDE STS. TORONTO

The boy is in the ring—



—If your jobber don't keep it
write direct to

W. P. DOWNEY
AGENT
26 St. Peter Street MONTREAL

you will be too with
reliable grocers selling

HIRES' Root Beer

—It is a ready seller
—and a profitable one.
—Just the thing for
this warm weather.

Biscuits And Confectionery

Making Biscuits in Australia.

THE first process in biscuit-making is mixing the dough. All the necessary ingredients, such as flour, sugar, eggs, butter, flavoring, etc., are placed in the mixer, which is set in motion and so completes the dough mixing. Leaving the mixer it is passed on to the next process, which in the baker's phrasology is termed "breaking the dough." The heavy rollers operate either way, and press this dough out until any lumps are thoroughly broken. The dough after leaving the first breaker is next cut into squares and passed on to more rollers until the third set reduces it to the thickness of the required biscuit. It is then carried along until it comes underneath the stamper. This cuts out the biscuits and stamps them with the name. The edges and scraps of dough pass upwards, where they fall on a tray and are returned to the breakers for re-rolling. The biscuits continue to travel straight along on trays, which are transferred to the ovens.

This all seems simple enough, the most important part, of course, being the ingredients and their proportion, but in order to turn out a uniform-looking article great care must be taken to see that the ovens are kept at a regular heat. For most biscuits this stands at 370 to 400 degrees.

All the ovens used for biscuit-baking are what are known as traveling ovens, the trays containing the biscuits simply being carried by an endless chain from the inlet to the outlet. Two kinds of traveling ovens are used, the first being filled at one end with unbaked biscuits, which are received at the opposite end baked. The time given to baking, however, is so short that it might almost be termed drying. The older pattern of circular traveling ovens are on much the same principle, the difference being that in this case the trays travel round with a circular motion instead of straight through the oven. This enables them to be filled and emptied by the same operator.

The attractiveness of a biscuit is always enhanced by a bright, fresh ap-

pearance, and in order to obtain this it is necessary that the baking should be done with a slightly moist heat. For this purpose steam pipes are fixed over the ovens, and as the trays pass through light jets of steam play upon the surface, with the result that the desired effect is produced. As the trays are received out of the ovens they are stacked up to cool off, when the biscuits are removed and sent to undergo the next process. If they are plain sorts this is simply packing, but with fancy kinds the jam and icing have first to be applied.

An Electric Bakery.

WHILE cooking by electricity possesses many advantages, it has never been adopted generally or on a large scale on account of the lack of economy. Recently in Montauban, France, a bakery has been equipped to operate by electricity, being so arranged that at any time a return may be made to the usual method of heating the oven by wood. In this establishment the oven is circular, 10 1-2 feet in diameter and 1 foot 7 3-4 inches high, with a single opening at the front. The electric current passes through a series of resistances formed of wire and arranged on a frame which may be raised or lowered by an arrangement of pulleys. These resistances are divided into four groups, two of which, consuming the most current and therefore producing the most heat, are placed in the centre of the oven. At the beginning the resistances are lowered, connected in parallel and the current passed through for one hour and twenty-six minutes, when the proper temperature for baking is attained. The unbaked loaves are then inserted, after the frame carrying the resistances has been raised. Naturally, when the oven is once heated there is required less expenditure of energy to maintain the temperature, which may be regulated at the will of the baker. The current is derived from an ordinary 110-volt street circuit, and must be given to the bakery at an advantageous price to make the experiment successful.—Harper's Weekly.

Some Men Enter Business

wholly unprepared. You have doubtless had experience with Biscuit makers whose enthusiasm exceeded the worth of their goods. Perhaps you have bought—to find yourself with an unsaleable line.

Do you know that our factory is one of the largest of its kind in the Dominion?

The home of

Perfection Cream Sodas

is perfectly appointed, and every detail is supervised with exacting care.

Send us an order.

3-LB. CARDS OR TINS.

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

BRANCHES:
WINNIPEG and HAMILTON
Manitoba and Ontario

TELEPHONE { MAIN 125
" 467

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

PROPRIETARY MEDICINES.

IN the Senate on August 5, Senator Sullivan moved for a statement showing the names of all liquid mixtures known as patent of proprietary medicines, purporting to remove the most varied forms of disease occurring in the human body. He said many of these drugs contained 40 per cent., more 30 per cent. of whiskey, whilst good Hollands contained 25 per cent., and lager beer only from 2 to 5 per cent. These pernicious compounds were sold freely, often as vegetable

compounds. The physician conscientiously endeavored to do the best he could for his patients. If he lent himself to any secret remedy he fell, never to rise again. These compounds were made of ordinary ingredients. A day or two ago an aperient pill was sent around with the compliments of a member of Parliament as a fruitive," but all the fruit about it was a little lemon flavor in the coating. There were, again, fabrications of diseases anti-febrine. He did not know how many antis. As to testimonials, he could go into the

street and for 25 cents get a poor fellow to give him a testimonial about any disease he liked to inflict on him, and have a fresh disease next day. If the advertisements were cut away the sale of these things would cease. He commended Sir William Mulock for his intention to keep advertisements of these things out of the mails.

He introduced this motion because of the action of the College of Physicians of Ontario. Many a woman had been made a drunkard, and the home ruined by these things. When he was a student he was cautioned as to giving tinctures which were merely alcoholic solutions of substances water would not dissolve. He was not conjuring up any bugaboo. If the Senate could veto the sale of these things they would have justified their existence. It was a fearful thing to think of a Government granting the power to poison their own people. There is no restriction to the sale. He challenged contradiction.

HAY FROM QUEBEC.

LARGE quantities of old hay are being imported from Quebec into Halifax and other points on the western shores. This is being done in anticipation of a considerable shortage in the local hay crop, especially in the vicinity of Halifax. It is known that the crop will be shorter than last year—which was also a poor year—Yarmouth being the only county in the province where an average cut is looked for. A gentleman from Sackville, who was recently here, said the crop in that section of New Brunswick will also be poor. In an average season he usually cut 300 tons—this year he will not get more than 100. Large quantities will have to be imported, as there is no reserve stock in Nova Scotia to fall back on. In former years there has been, but the shortage last year drew on it and this year finds the barns all empty. The continued dry weather has burned the crop in this province, but fortunately in Quebec the cut is heavy, and there are also thousands of tons of old stock still on hand. There is no reason to believe that the price in Nova Scotia will be any higher than it is at present unless there should happen to be a shortage in the United States.—Halifax Herald.

Reap the Fruits of Experience

60 years business experience have learned us many things that will be of benefit to you and your business. These years have given us a knowledge of conditions in manufacturing our lines that is possessed by no other firm in Canada. This gives us an immense advantage, as it enables us to put better work and better goods into our products and in this way turn out lines that cannot be compared to others at the same price.

We print an indexed quarterly price current that we would be glad to mail you gratis on receipt of a postal—it is worth while.



The **OZO** Co.
Limited

MONTREAL

Michel Lefebvre Vinegar
Works

Winnipeg, Vancouver
and St. John, N.B.

RETURNED

AUG 12 1904

Cut Book 22

Page 39

any

Wilson's Refined Cider

ACKNOWLEDGED THE FINEST MANUFACTURED

Also manufacture CIDER VINEGAR and EVAPORATED APPLES

THE W. H. WILSON CO., LIMITED

Tillsonburg, - - Canada.

An
Irresistibly
Delicious
Confection



MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

Gives
Eating
Chocolate
a New
Meaning

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

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

old
reputation

Attention!

old
reputation

The BEST
of

Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal)
at the Glasgow Exhibition.

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.



Greig's



White Swan

Flavoring Extracts

40 Flavors—all sizes
SOLD ALL OVER CANADA

Long and successful experience in this department enables us to state with absolute assurance that our flavors will satisfy the most exacting. Our guarantee goes with every bottle.

QUALITY—The Key-note throughout

The ROBERT GREIG COMPANY, Limited
White Swan Mills,
TORONTO.

It's our **Business!**
It's **What** we're here for !!

TO SEE THAT YOU
GET THE BEST
POSSIBLE VALUE
FOR YOUR MONEY

Quality is the **First** Consideration with us.

PHONE
MAIN
645.



TORONTO, CANADA

The
DAWSON Commission
Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

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

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

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

Pineapples Tomatoes

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

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

HUSBAND Bros. &
Co.

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

GREEN FRUITS

THE CANADIAN FRUIT CROP.

DIVIDING the apple crop into Fall and Winter varieties, the reports show medium to full crop of the former. In the apple sections, from which the bulk of the Winter fruit will be obtained for export, the crop is not as large as last year, but may be classed as light to medium. A very clear distinction must be made between Fall apples and good storing stock. The reports from Great Britain and Europe generally show a very large crop of fruit that will come into direct competition with our Fall varieties, and may slightly affect the market for Winter fruit; but up to the present time European fruit has not competed seriously with our best keeping varieties. The apple crop in Canada appears to be singularly free this year from the attacks of insects and fungus diseases. It is quite probable that the codling moth will not be a serious pest, but there are indications that the spot may yet develop to a slight, if not a serious, degree.

Pears, except in British Columbia, will be a light crop. There will be very few for export, but the quality of those will be good.

Peaches and plums are almost an absolute failure. There are, however, a few favored sections where the Winter did not materially affect these two fruits, and in such orchards the crop will be medium.

The grape crop will be fairly good, but in the large producing districts of the Niagara Peninsula black rot has shown to a serious extent, and it is impossible to predict the extent to which the crop will be curtailed by this pest.

Strawberries have been very uneven. Where they were not Winter killed the crop has been good, but the Winter killing was so general that the yield has been a small one.

Raspberries were also a light crop.

Cherries in British Columbia have been a full crop, but a light crop throughout Ontario. In the rest of Canada, wherever grown, they have been light to medium.

Black currants are a full crop. Red currants not quite so good, but still a large crop.

Canadian Fruit at St. Louis.

CANADA holds her own among the states and countries of America in her fruit display at the St. Louis World's Fair. Even with California included, when real domestic value is considered, there is perhaps no exhibit in the horticultural department which compares with that of Canada, for oranges can never take the place in household economy that apples do, and for apples of high quality and great variety Canada stands unapproached. In her display of apples alone she is showing no less than ninety-four varieties in their natural state, just taken from cold storage. In addition to these, fully fifty choice varieties are displayed in bottles preserved in liquid compounds. The average fair visitor may well open his eyes at this, but he sees in addition forty to fifty varieties of choice pears, an equal number of varieties of plums, several different kinds of grapes, cherries in great variety, and, to cap it all, a long list of the choicest peaches. We can imagine him saying in amazement, "Does all this fruit grow in Canada?"

A Test Case.

On behalf of Mr. E. D. Smith, M.P., a writ has been issued against the Canadian Express Company. Unstated damages are asked. The trouble is over the failure of the company to carry out its contract respecting the delivery of fruit for the plaintiff. Mr. Smith shipped some fruit from Aylmer, Ont., to Aylmer, Que. The Canadian Express Company carried it as far as Ottawa, intending to turn it over to the Dominion Express Company at that point, the Dominion Company having an exclusive office in Aylmer, Que. But the Dominion Company refused to carry the fruit from Ottawa to Aylmer, Que., because the Canadian Company had carried it the greater part of the journey; consequently the fruit remained in Ottawa, and Mr. Smith suffered heavy loss.

Fruit Show at Toronto.

Fifteen hundred dollars in prizes will be given at the Fruit, Flower and Honey Show to be held in Toronto during the second week of November. Among the important gatherings that will take place at the time of the show will be the annual meeting of the Ontario Fruit Growers' Association, and the Ontario Bee Keepers' Association, while a meeting of delegates from the various horticultural societies of the province will also be held. The Ontario Government has made a grant of \$1,000 to aid the exhibition, which has been supplemented by a grant of \$200 from the city of Toronto. Particulars regarding the show may be had by writing to the secretary, Supt. H. B. Cowan, Parliament Buildings, Toronto.

A Valuable Report.

The 40th annual report of the Fruit Growers' Association of Nova Scotia has just been published, and as usual is an interesting number. It contains a verbatim account of the proceedings at the annual meeting held at Bridgewater, January 27 and 28, with all the reports and addresses there delivered. Some of the papers read were: "Varieties of Apples for the Commercial Market," and "Pruning," by A. McNeil, of Ottawa; "Conserving Soil Moisture," by W. S. Blair, Nappan; "Causes of Failure in Beginning Fruit Growing," by W. T. Macoun, Ottawa; "Shipping Apples in Boxes," by J. D. Sherwood, Wolfville, and "The Business End of the Orchard," by R. I. Messenger.

Fruit for Winnipeg.

The fruit inspectors at Winnipeg have expressed the opinion that better transportation services and better packing were necessary to bring fruit to Winnipeg in good condition. The consensus of opinion seemed to be that fruit shipped from Ontario was too long on the way, and not properly packed, or rather in a great many cases carelessly packed. Fruit would arrive in good condition, but within twenty-four hours after its arrival it would be ready to throw away, due to the fact that it had been so long on the road.

Hint to Apple Exporters.

Very large quantities of apples may be successfully placed in the district of Leeds and Hull, Eng., says J. B. Jackson, the commercial agent of the Canadian Government stationed in that district. To this end intending apple exporters are invited to correspond with Mr. Jackson direct. He says it will fa-

CALIFORNIA

Peaches—Pears—Plums—Grapes

IN THEIR PRIME NOW

LOW IN PRICE. ELEGANT FLAVOR. SPLENDID KEEPERS.

Fresh cars arriving daily. Send us your orders.

WHITE & CO., Wholesale Importers
Fruit and Produce, **TORONTO**

<p>W. B. Stringer. J. J. McCabe.</p>	<h3 style="margin: 0;">IN THE RUT?</h3> <p style="font-size: small; margin: 0;">Well, get out—The way to do it in the Fruit Business is to have us (Brokers) select your goods. Its even better than coming to the Market yourself, and you know how much more satisfactory that is than mailing your order. We'll give you all round satisfaction.</p> <p style="margin: 0;">Quality Price Prompt Shipment</p>	<p>Phone Office, Main 520.</p>
<p>W. B. STRINGER & CO., FRUIT BROKERS. 61 Front St. East, Toronto.</p> <p style="font-size: x-small;">Can. Representatives for J. C. Houghton & Co., Liverpool & London</p>		

Arriving Daily—

Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES.

Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, Guelph, Ont.

Ridge Hall Fruit Farm.

Fancy, smooth Tomatoes and Cucumbers in large supply. Green Corn and Early Peaches ready in a few days. Give us your orders.

E. E. ADAMS, Leamington, Ont.

elitate matters materially if intending shoppers will specify the kinds of apples and amounts per month which they intend shipping.

Export of Canadian Apples.

The export trade for Canadian and American Fall apples will be somewhat restricted, but owing to the better quality of Canadian apples they will still have the preference in the European markets. There will be the necessity, however, of rigidly excluding all second quality fruit. Fall fruit of first-class quality will in all probability bring a fair price, but it is almost certain that second quality fruit will not bring much, if anything, over the cost of marketing. The supply of good Winter stock of apples suitable for the British market during the months of January, February and March is not excessive, and it seems reasonable to expect that the demand will be almost equal to that of last year.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

Apples Vegetables

Dried and Evaporated Green and Desiccated

FINKLE & ACKERMAN
BOWMANVILLE.

Window and Interior Displays

Timely Hints
and Suggestions

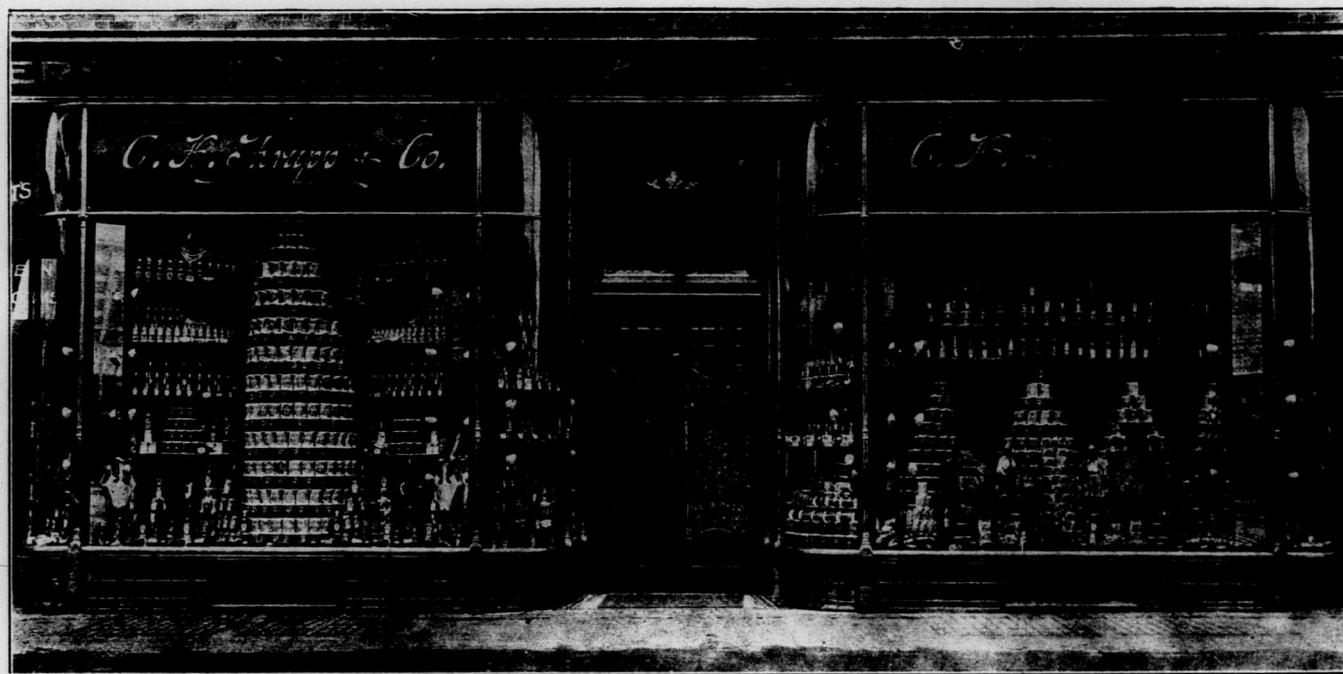
"Finest in the World."

WHEN Mr. Alexander MacWillie, of Toronto, was on his travels round the world in the interests of the Heinz Co., of Pittsburgh, he had a splendid opportunity of seeing the grocery stores of the world and comparing them with one another. As there were very few nooks and corners of the earth into which Mr. MacWillie did not peer, what he has to say on the grocery stores is authoritative. Here is his description of a store in Johannesburg, of

with the exterior—furnished to the smallest detail in mahogany—with plenty of plate glass and splendidly equipped provision, confectionery, fancy grocery and toilet goods departments. Taken as a whole the store of C. H. Thrupp & Co. is without an equal in Europe or America so far as artistic, substantial and aristocratic appearance is concerned. The business of this firm has been established over fifteen years. The stock represents direct importations from America, Asia, Europe and Australia, and the clientage is representative of the wealthy city of Johannesburg, where the purchasing public are

the strips of red paper up between the logs making a very realistic imitation of flames. A concealed electric light shone upon the tissue paper and helped to carry out the dilusion.

Over this mimic fire an iron pot filled with candy was suspended on three sticks, and a show card bore the words, "Our candies are always fresh." The display attracted a good deal of attention and many thought that the tissue paper flames dancing against the bottom of the pot were real fire. This kind of artificial fire could be used in a great many ways in window decoration.



Store Front of C. H. Thrupp & Co., Johannesburg, S.A.

which an illustration is supplied on this page.

The photograph is one of the display windows of the store of C. H. Thrupp & Co., grocers, Johannesburg. Located on the fashionable shopping street of the Golden City, these windows with their generous supply of plate glass shelves, fixtures of solid brass and nickel, and electric light fittings, are undoubtedly the most attractive grocery display windows in all the world. The effect when the lights are on is particularly striking and attracts the attention of crowds of passers-by. The interior of the store is in keeping

exceedingly exacting in the matter of high quality, large variety and prompt service.

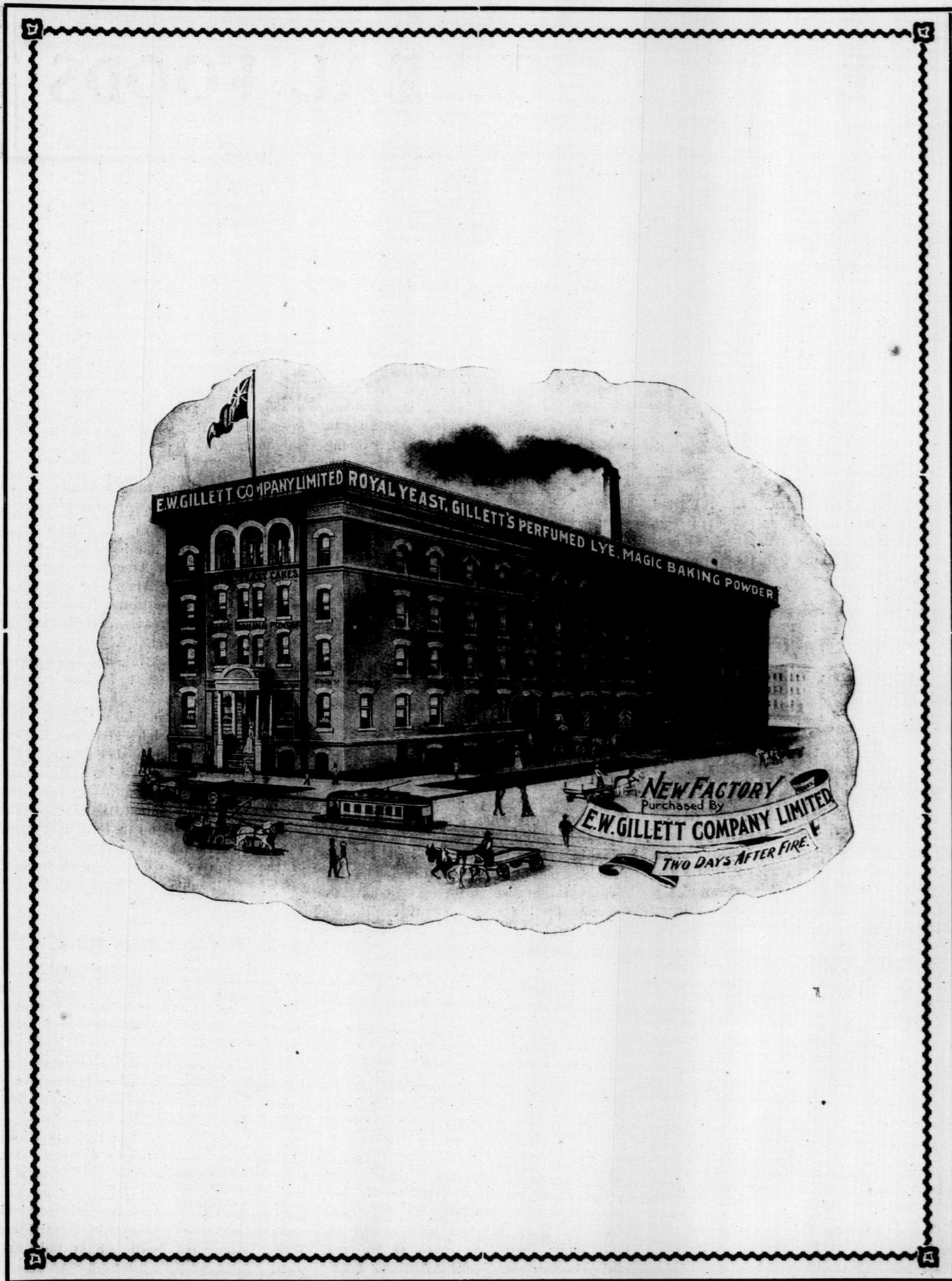
An Odd Window Display.

A Chicago druggist recently had a novel window display to advertise a certain kind of candy. One end of the window was banked up and covered with a good imitation of sod. On this two or three logs, charred on one side and six or eight inches in diameter, were laid close together as they would be in a camp-fire. To the inner or charred side of the logs were pasted long strips of red and yellow tissue paper. A fan concealed below blew

A Novel Display.

A Chicago seed store attracted considerable attention to its windows by exhibiting an incubator filled with eggs. A large card bore the sign, "These eggs are due to hatch June 11th," and on the hatching day the window was surrounded from morning till night by a crowd of curious people patiently watching for the chicks to materialize.

Some time before, the same store had a hen with a brood of newly-hatched chicks in one of its windows. While a hen and chickens are by no means an unusual sight, they never fail to attract attention.



FLOUR AND CEREAL FOODS

United States Wheat Exports.

THE statistics of exports of breadstuffs from the United States for the fiscal year 1904, which ended on June 30 last, shows an extraordinary falling off in comparison not only with the year before but with a considerable number of years before. "The world's crop was the largest ever gathered," said Bradstreet's, "but our rivals, Argentina, Russia and India, have supplied the great export surplus, and we have had to be content with, in some respects, the least satisfactory trade for many years past."

The following figures of United States grain and flour exports as given in Bradstreet's from the Government returns will be found of interest:

	Wheat Bushels.	Wheat Value.	Flour Value.
1904.....	44,158,744	\$135,815,918	\$67,841,274
1903.....	114,181,420	87,795,104	73,756,404
1902.....	134,856,102	212,875,222	65,661,974
1901.....	132,060,667	96,771,743	69,459,966
1900.....	101,950,389	73,237,080	67,760,886
1899.....	139,432,815	104,269,969	73,093,870
1898.....	148,231,261	145,684,659	69,263,718
1897.....	79,562,020	59,920,178	55,914,347
1896.....	60,650,080	39,709,868	52,025,217
1895.....	76,102,704	43,805,663	51,651,928
1894.....	88,415,230	59,407,041	69,271,770
1893.....	117,111,109	93,534,970	75,494,347
1892.....	157,280,351	161,399,132	75,362,283
1881.....	150,505,477	167,698,485	45,047,257
1880.....	153,252,795	190,546,305	35,333,197

The export of wheat from the United States during the past fiscal year was the smallest in any fiscal year since 1877, twenty-seven years ago, while the value of the grain exported was the smallest there is record of for at least thirty years. The export of flour was the smallest since 1899, but the higher prices paid make better comparisons with most past years. Reducing flour to its wheat equivalent, a total export for the fiscal year of 119,441,719 bushels is reached, which is the smallest aggregate sent out from the United States since 1891, while the value of the wheat and flour exports is the smallest since 1896.

Afraid of Canadian Competition.

THE United States millers are alarmed over the continued growth of our exports of wheat and flour. At a recent meeting of the Millers' National Federation at Buffalo, they referred to "the ruinous competi-

tion of Canadian wheat in European markets."

They cannot see any way of stopping Canada's production of wheat. Canada is destined to be one of the world-factors in wheat production. They admit that, but are anxious to preserve their milling industry. To do so, they must have a law which will allow them to import Canadian wheat, grind it and export it without having to pay any customs' duties. This is the problem which they are endeavoring to meet. At present the Canadian wheat is being ground either in Canada or in England, and flour from Canadian wheat is superior to and is displacing United States flour in the British market.

At present the United States has a drawback law which was intended to allow a refund of the duties paid on imported materials used in the manufacture of imported articles. It does not, however, provide for such cases as the grinding of Canadian wheat and the mixing of the resulting flour with flour from United States wheat. The millers are anxious for a special law to enable them to secure a refund of duty paid on Canadian wheat without the necessary "identification" of the present law.

Canada must preserve its own milling industry and the Government should see that the conditions are kept favorable for the grinding of Canadian wheat in Canadian mills. If the United States millers wish to share in this trade, let them build branch mills in Canada, as the manufacturers of agricultural implements and locomotives have done. — August Canadian Magazine.

Canadian Flour in Japan.

IN his first report to the Department of Trade and Commerce, Mr. Alexander Maclean, the newly appointed commercial agent of the Dominion in Japan, pays especial attention to flour, the bulk of which now comes from the Pacific coast states of the American Union. He says that some Japanese bakers say that they are unable to get from Canadian flour more bread per pound than from American. Others say, however, that they are able to get a trifle more, some as much as 15 per cent. more than from American flour.

One good baker stated that at present the difference against Canadian flour averaged 50 cents per barrel, so that he was unable to use it, except for fancy baking. Were the price equally on a par with the American, he could use it largely, whereas he at present only uses the American article. Australian wheat and flour having been coming into the market somewhat lately, and as prices are put between the Canadian and American, the market to some extent has been opened for the sale of both wheat and flour from the antipodes.

Will Come to Montreal.

MR. ALEXANDER McFEE, of the Montreal Corn Exchange, expresses the opinion that with a good crop in the American west this year the amount of American wheat and corn that will come down the St. Lawrence route will greatly exceed that of any previous season. A large increase will be rendered possible by the greatly increased tonnage that is now running on the route from American as well as from the Canadian lake ports. The Canadian fleet of eight steamers has a capacity of 408,229 bushels, while the fleet of the Great Lakes and St. Lawrence Navigation, which comprises ten steamers, will be able to handle 790,000 bushels. This will mean that every two weeks after the crop begins to move out of the country over 1,100,000 bushels can be brought to Montreal by the cheaper Canadian all-water route.

Rust in Northern States.

Mr. H. V. Jones, the Minneapolis crop expert, who has recently made a trip through both the Dakotas and Minnesota states, reports that he found large areas of wheat ruined by rust in South and North Dakota and abandoned as worthless. Rust continues to spread, taking new territory every day. The wheat crop of South Dakota is placed as low as 35,000,000 bushels, provided there is not another day's damage. This is 20,000,000 under the Government's July report. North Dakota, says Mr. Jones, will give a greatly reduced yield under the most favorable conditions, while Minnesota will about hold her own.

Master Bakers Meet.

NEARLY 150 delegates attended the third annual convention of the Canadian Association of Master Bakers at Hamilton on Tuesday and Wednesday of this week. The first business on Tuesday morning was the address of the president of the association, E. Parnell, London. This report dealt hopefully on the future of the organization, and referred to the sanitary conditions in the bakeshops and the desire to introduce modern machinery. The necessity for the organization was commented upon, and references made to the harmonious conditions existing between employer and employe.

Secretary Jas. Acton, Toronto, followed with his report. He said that when the organization was formed two and a half years ago there was a membership of two score. Now there were representatives from Vancouver to Newfoundland. One feature of the year was the call for a standard three-pound loaf in Ontario. The law says that the loaf should be four pounds, and an effort will be made to have this changed so that three pounds will be the standard. A standard loaf should be the watchword for the coming year, and he hoped that legislation would be granted allowing the bakers to make whatever size loaf they chose so long as they were stamped. This would remove a great deal of unpleasantness between municipalities and the bakers. He advocated Sunday labor, characterizing it as a necessity, and hoped that the membership would increase so that the influence of the organization would be doubled.

The remainder of the session was taken up with hearing addresses and discussions thereon. Prof. Harrison gave a lecture on bacteriological examination of samples of Canadian flour, following which D. M. Tod, Oshawa, read a paper on what inducements can be offered to bring young men of intelligence into the baking trade. There were two other addresses, Mark Bredin of Toronto on machinery in the large bakery, and Wm. Vair of St. Thomas on the same topic, this last being followed by a discussion.

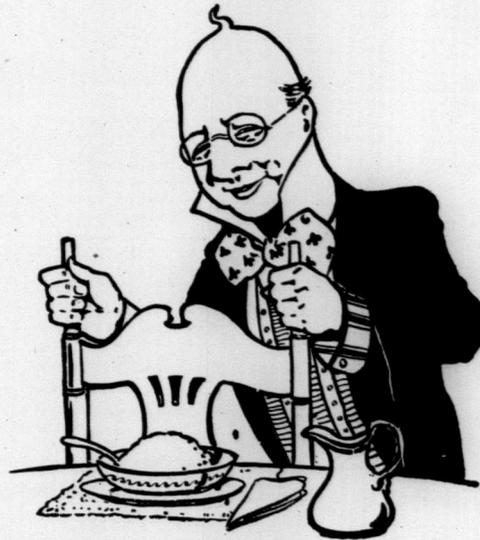
Swindled.

A clever scheme, of which a number of Ottawa grocers were the victims of late, has come to light. It appears that a man in the garb of a boatman has been in the habit of going to grocers

and stating that his craft has just come in and has ordered supplies of groceries to be delivered at the Queen's wharf. After giving the order the man went to some of the stores a second time and secured an advance of \$1, saying that it would be paid back when the groceries were delivered. A number advanced the money, but when the dock was visited by the delivery rig neither boat nor man were in evidence. At the same time, however, the merchants were out the amount of their temporary loans.

Standard Grain Co.

At a meeting of the Standard Grain Co., held in Winnipeg, organization was completed and the election of officers carried out. T. M. Banting, grain dealer of Banting, Man., was elected president, C. C. Smith, of Smith & Hunter, proprietors of the Antler Roller Mills of Carnduff, N. W. T., a director. A Laycock of Foxwarren, is vice-president; F. W. Robinson of Winnipeg, manager, and J. C. Browne of Winnipeg, secretary-treasurer.



☞ There isn't any "have-to" about eating "FORCE" cold—though it's mighty good that way.

☞ Lots of my friends toast it in the oven a few minutes and think it a great improvement to eat it hot.

Sunny Jim

If your digestion troubles you, try cutting out the toughest combinations—those you know an ostrich would have trouble with—and eat "FORCE" every day; just as if it cost as much as the things your machinery can't take care of.
You won't be denying yourself.

"FORCE" is made in Canada.

CONDITION OF WESTERN WHEAT CROP.

WHEAT cutting in Manitoba is pretty generally expected to take place about August 21. A continuance of fine weather for two more weeks will assure the largest crop ever reaped west of Lake Superior.

Dr. Saunders, director of experimental farms, who is now in the west, telegraphed from Brandon on Monday: "Have seen crops east and west of Winnipeg to Brandon. Wheat on Summer fallowed land very promising; on stubble and Fall ploughed east of Portage crops seen are below the average, but grain averages better west of Portage. Earlier sorts of wheat are plump in berry, and hardening. Later sorts still soft. Mr. Bedford, superintendent of the experimental farm at Brandon, has just returned from long trip through southern Manitoba. He found the grain everywhere fully an average crop. North of the main line of the C. P. R. in Manitoba wheat is said to promise fully an average yield. Crop not so well advanced as usual; generally estimated about a week late. Weather-very favorable."

THE C. P. R. REPORT.

On Tuesday the Canadian Pacific Railway issued the most exhaustive crop report compiled this season from the advices of its agents throughout the west. The tone of the advices is favorable. Sufficient rain has fallen generally throughout the country to keep the grain in good shape, except along the Estevan branch between Elva and MacLean, where farmers are complaining of dry weather. The La Riviere, Souris and Miniota sections report from two to ten hours' rainfall during the week ending yesterday, while there were only slight showers generally along the main line and Prince Albert branches.

There are a few streaks of untoward conditions in the report, which are, however, without exception only local in extent. A hailstorm near Killarney did much damage, but crops generally in that vicinity are reported as looking extra well.

A U. S. AUTHORITY'S VIEWS.

Charles S. Clark, manager of the Chicago Grain Dealers' Journal of Chicago, wired his paper from Winnipeg last Saturday: "Dealers in attendance at the annual meeting of the Northwest Grain Dealers' Association agree to a man that a remarkable improvement has occurred in the condition of wheat during the last two weeks. Although the crop is ten to fourteen days late, recent weather has been pushing it.

Straw is short and strong, heads long and filling fast. Stand is so thick that in many places a yield of 35 to 45 bushels is expected. Fifty per cent. of the crop is now through blossom, and by the middle of next week all will be through. Cutting will commence in all districts August 20th to 25th. Estimates of the average yield for Manitoba and Assiniboia vary from 18 to 20 bushels to the acre, with the assurance of greater yields if frost holds off until September 1st, in which case the crop from 3,450,000 acres seeded will amount to 69,000,000 bushels. The last crop, according to a very carefully-compiled report issued this week by Secretary Fowler of the association, who has every facility for learning of each bushel marketed, was 52,320,000 bushels. With favorable weather these Provinces can easily spare 17,000,000 bushels more for export than last year. Reports of red black and blue rust in Spring wheat of the Dakotas and Minnesota, which have come from Minneapolis in quick succession, are looked upon with suspicion, and reports of grain rust are expected next. No rust here, and recent arrivals from Dakota fields report none."

Macaroni Wheat.

THE interesting announcement is made that macaroni wheat from Northern Russia has been successfully introduced in the United States and thrives in the semi-arid regions of the West, a crop of 10,000,000 bushels being in sight this year. Secretary Wilson of the Department of Agriculture, says that no experiment in scientific agriculture undertaken by the department will prove of greater value to the people, since it will provide a valuable harvest for the rugged and almost barren sections of part of the American Northwest. North and South Dakota will produce 8,000,000 bushels this year. Reports received by Secretary Wilson from the farmers trying this wheat indicate that it thrives in abundant sunshine, does not require a large amount of moisture, resists vigorously the attacks of the smuts and rusts and is a strong grower, yielding largely (from 25 to 100 per cent.) in excess of the ordinary bread wheats. A Washington letter gives the following interesting account of the characteristics and uses of this wheat:

The several varieties of Macaroni wheat, while differing widely in their chemical and milling properties, nevertheless possess many traits in common. They have strong straws, which prevent lodging; also heavy chaff, furnished with long beards, which protect the kernels from the fierce heat of the sun and prevent shattering—a grave objection to our common blue-stems.

Macaroni wheat has many uses that will make it acceptable and valuable in American dietaries. In fact, it is deserving of a much more extended use than it enjoys at the present time; and no doubt when the manufactured products are to be had fresh and at a reasonable cost their consumption will increase enormously. The first and most obvious use of macaroni wheat is in the manufacture of macaroni, vermicelli, and other forms of edible pastes. At present time this country is importing these products largely. In 1903 these imports amounted to 28,787,821 pounds, valued at \$1,171,922. Three years ago not a single factory in the United States was making macaroni from macaroni wheat. All that was made in this country was of an inferior quality and was sold as such on the market; being produced from bread wheats. Now several factories are using American macaroni wheat, and some are proudly branding their products "The best in the world, made in America from American-grown wheats," etc. It is safe to predict that in a short time all our factories will be using American macaroni wheat.

A second use for macaroni is for the purpose of "blending." This high grade flour mixed with a low grade bread wheat flour makes a most valuable article for bread-making and pastry cooking. In Southern Europe blended flour is largely used, and no doubt its use in the United States will increase as the supply becomes abundant and its value understood.

Montreal Shipments.

Compared with last year there has been a great falling off in the receipts and shipments of grain at the port of Montreal so far this season. The following table offers a comparison:

	1904.	1903.
Receipts—		
Wheat, bushels ..	6,850,000	11,739,000
Corn, bushels	943,000	4,288,000
Shipments—		
Wheat, bushels ..	4,667,000	9,000,000
Corn, bushels	803,000	3,665,000

Total receipts of corn and wheat were, therefore, 8,300,000 bushels behind last year, while the shipments show a proportionate decrease. The Canada Atlantic Railway has brought down 2,718,000 bushels of grain, as compared with 4,642,000 to date last year.

Record Shipments.

The Frontenac Cereal Co. recently shipped their first carload of Orange Meat from Kingston to Australia.



MEN OF THE WEST

Are you selling as much Orange Meat as you can? There is nothing in the breakfast food line that equals it—nothing that surpasses it—nothing that is selling better in Canada to-day.

ORANGE MEAT

is a wheat food—ready for serving—honey-flavored. It is made from the very best wheat this good wheat country can provide, is milled in a perfectly appointed mill, is put up in most attractive cartons—the best we think, and others think, yet seen.

PREMIUM COUPONS

accompany every package. They call for Silverware of superior quality. These coupons are being mailed in to us by the thousand, testifying to the popularity of the idea. The gathering of these coupons makes good and steady business for the grocer. Apart from the coupons, the goodness of Orange Meat itself makes for heavy business.

**ORDER FROM
YOUR WHOLESALE
GROCER.**

**SEE THE ILLUSTRATION OF OUR
WINNIPEG EXHIBIT WHICH APPEARS ELSEWHERE IN
THIS ISSUE OF THE CANADIAN GROCER**

PACKED AND PRICED AS FOLLOWS:

Single Cases, containing 36 15-cent packages	-	-	\$4.50
5-10 Case Lots, with Freight prepaid	-	-	4.40

Orange Meat
The Premium Food

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Third Reading of Tobacco Bill.

ON Friday, August, 5, the bill introduced into Parliament by Hon. L. P. Brodeur, Minister of Inland Revenue, intended to stamp out the contract system used by the American and Empire Tobacco Companies in their business relations with Canadian jobbers, was given its third reading and sent up to the Senate. The most general opposition to the measure expressed in Parliament was to the effect that too great power was placed in the hands of the Government. Mr. R. L. Borden thought that the Attorney General should be empowered to go before the courts and secure a judicial pronouncement, cancelling the licences of offending companies, rather than that the matter should be left in the hands of a Minister of the Crown.

The Tobacco War in Australia.

ABOUT three years ago, says The Melbourne Age, the great American tobacco corporation, which had obtained control of the tobacco trade in the United States, turned its attention, in accordance with the usual policy of monopolistic trusts, to Great Britain, with the view of capturing the trade in that country. The British manufacturers, recognizing the seriousness of the attack with which they were threatened, sank their rivalries and formed themselves into a strong organization to meet it. A great struggle then ensued for the British trade. Hundreds of thousands of pounds were spent by the rival combinations. The result of the battle was a compromise, under which the British manufacturer was allowed to retain control of the home trade, but had to surrender the greater portion of the export trade to a company in which the Americans had a decidedly predominant interest. This company was formed with a capital of £6,000,000, and its object, in the words of the president, was to "conquer the tobacco trade of the world," having a special eye on that of the British colonies.

On March 14, 1903, it was announced that Dixon's Tobacco Co., Limited, and W. Cameron, Bros. & Co., Proprietary, Limited, had been amalgamated as the

British-Australasian Tobacco Co., Limited, with a subscribed capital of £1,500,000. A circular was issued at the time explaining that the object of this amalgamation was to fight the American and British combination, which has declared its intention of capturing the colonial markets. "During the last few months," the circular stated, "strong indications have pointed to the fact that the attention of this company is being directed to Australia, and in order to better meet the anticipated attack, and before wresting from Australia the control of its tobacco industry, Dixon's and Cameron's business have lately been considering measures of joint action for mutual defence. Negotiations have resulted in the decision to follow the lines of the British precedent."

It was subsequently stated that the Dixon and Cameron combinations had secured the Australian business of T. C. Williams, of Richmond, Va., the famous tobacco manufacturers and the largest exporters of aromatic tobaccos to the Australian States. There was a second notification stating that the business in Australia of David Dunlop, of Petersburg, Va., the maker of the well-known Derby brand of tobacco, and the chief

exporter of dark tobaccos to Australia, had also been taken over by the British Australasian Co. on a hundred years' lease.

Towards the end of last year it was announced that a movement was on foot for consolidating certain large interests in the Australian trade. Shortly afterwards the announcement was made that J. Kronheimer Proprietary, Ltd., of Melbourne, and W. D. and H. O. Wills (Australia), Ltd., had amalgamated, under the title of Kronheimer Limited. The next move was the absorption of the National Cigarette Co. by Kronheimer Limited and the closing of the factory. Kronheimer Limited were appointed sole distributors for the American Tobacco Co. of Australia, who control a very large number of the leading brands of cigars made in Havana and Manila. They were also appointed sole agents for the David Dunlop and T. C. Williams tobaccos, the agencies of leading brands of imported cigars and cigarettes were taken over from the old companies, and the State Tobacco Co. handed over their distributing business to Kronheimer Limited. Then Messrs. Alfred Gross & Co. announced their retirement from the Australian trade, and finally the British Australasian Tobacco Co., Limited, passed over the distribution of their manufactures to the same concern, imported tobaccos and nearly the whole of the distributing trade in locally manufactured tobaccos. A large portion of the

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

For the Grocer we recommend

Pharaoh and Pebble. Of course for the regular tobacconist it is quite right to carry a score or more brands of cigars. But for the grocer, whose interests are more diverse, it is best to handle a couple of strictly good lines, one at 5 cents and one at 10 cents, and **Pebble and Pharaoh** fill the bill. If you can't sell our cigars we buy them back, and you don't lose a cent. If we were called upon to buy our cigars back very often we wouldn't make this offer. Haven't you an order?

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.



all right,
aren't they?



so is **T & B** smoking
tobacco.

What grocer does not sell it?

What smoker does not prefer it?

**Geo. E. Tuckett
& Son Co., Limited**

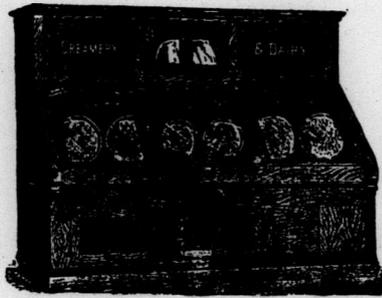
HAMILTON



W. B. Reid & Co.

Wholesale
Tobacconists,

58 Yonge St., TORONTO.



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

C. P. FABIEN,
Merchant and Manufacturer.

67 to 171 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

The Grocers'
Favorite

The

RONTO

5c. Cigar.

A TRADE BUILDER

Manufactured by

T. J. Horrocks,

176 KING ST. EAST, TORONTO.

The Chamberlain Cigar

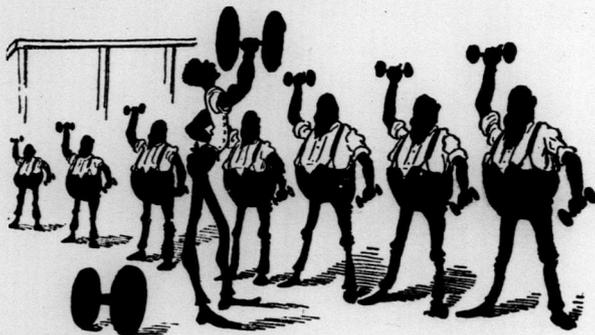
The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos



Smoking

Tonka
Solid Comfort
Pinchin's
Hand Made

Chewing

British Navy
King's Navy
Beaver
Apricot

WE PUT UP

a good article, that pays a good profit.

McAlpin's Tobaccos

are favorites with an immense army of smokers and chewers.

It is in the flavor—The grocer gets his reward in better profits.

McAlpin Consumers Tobacco Co., Limited
TORONTO.

local cig
their ha
year ag
Austral
fight th
its after
has ev
which t
for bott
tically
bacco
that th
with al
Tobacc
recentl
associa
which
the po
aggres
ful con

A^C

throug
sale o
34,000
the ye
Co. a
manu
82,00
In 19
of wl
the A
the n
000,
by th

A

som
dise
toba
ther
and
Sir
ligh
wa
wa
bal
hav
wh
Fr
sur
las
he
for
th
tol

local cigar and cigarette trade is also in their hands. The movement started a year ago by the formation of the British Australasian Tobacco Co., ostensibly to fight the British American combination in its attempt to capture the Australian trade, has evolved into a monopolistic agency which transacts the distributing business for both combinations, and which practically dominates the whole of the tobacco trade in Australia. It is evident that the trend of events has been viewed with alarm by retailers. A meeting of the Tobacconists' Association of Victoria held recently, unanimously agreed to form the association into a limited company, a step which is no doubt intended to strengthen the position of the retailers should any aggressive action be taken by the powerful combination in the wholesale trade.

Consumption of Cigarettes.

ACCORDING to Mr. Maclaren, M.P. for Huntingdon, who has been trying to force an anti-cigarette bill through Parliament, the manufacture and sale of cigarettes in Canada grew from 34,000,000 in 1890 to 83,000,000 in 1895, the year in which the American Tobacco Co. appeared on the scene and started manufacturing in Canada, turning out 82,000,000 of the total output that year. In 1900 123,000,000 were manufactured, of which 102,000,000 were produced by the American Tobacco Co., and last year the manufacture had grown to 216,000,000, of which 191,000,000 were produced by the company named.

Tobacco and Baldness.

A MEDICAL man is responsible for the theory that the smoking of tobacco tends to develop baldness. For some reason or other every mysterious disease is attributed, sooner or later, to tobacco, says The London Globe. But there were brave men before Agamemnon, and there was disease before the days of Sir Walter Raleigh. Julius Cæsar, who lighted neither churchwarden nor Havana, was wont to comb his thinning locks forward over his brow in order to cloak his baldness, and Elisha certainly could not have preserved his hair at the period when he was insulted by ribald boys. From earth's earliest ages there have surely been men walking under the everlasting firmament with smooth and shiny heads, and we altogether protest, therefore, against the addition of baldness to the cumulative charges brought against tobacco.

It is one of the saddest evidences of mortality's inherent and incurable baseness that tobacco, which is certainly one of mankind's chiefest blessings, should be forced to bear out into the wilderness of medical theories nearly every sickness and evil which, so far, the sacred weed has been unable to remove.

Less Cigars Made.

THE inland revenue collection for the London division for July amounted to \$35,438 53, as compared with \$36,771.43 for the same month of 1903, showing a decrease of \$1,332 90.

With the exception of the revenue derived from cigars from the factories, the items were little changed from those of a year ago. In July last year, cigars turned out of the London factories yielded a revenue of \$9,319, while last month the amount collected from that source was only \$7,355, a decrease of nearly \$2,000. The cause of this is said to be a feeling of uneasiness on the part of the cigar manufacturers regarding the hotel licenses. When the license year commenced the holders of licenses merely got a three months' extension, and they were given to understand that if the law was not observed as it should be some heads would surely drop. As the decision of the commissioners to grant renewals for the balance of the year was not made known until nearly the end of last month, the cigar manufacturers went slowly. Hence the output of the factories was less, and consequently the revenue was reduced.

Philippine Cigars and Tobacco.

NEARLY all the tobacco grown in the Philippines is utilized in the manufacture of cigars and cigarettes, which are sent to Spain, to India, the East Indies, China, Japan and other Asiatic countries. While Manila tobacco and cigars will never supplant those of Havana in the American market, says a contemporary, there is every inducement to extend the industry and cater to the American taste. People who have lived in Manila will tell you that they prefer Manila cigars to Cuban, and that everybody else will after they become accustomed to them. They certainly have the merit of economy. You can buy the very best qualities of cigars for less than \$10 a hundred, and as long as they are fresh they have an excellent flavor, but as they become dry they take on a weedy taste, which explains why they are liked so much better there than elsewhere.

The two enormous cigar factories employ several thousand men and women.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow. Scotland.

Each Caddy of

"Currency" Plug Chewing Tobacco

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

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

In former times tobacco was a government monopoly. Like every other foreign plant, it was introduced by the friars. The first cuttings were brought from Mexico. In order to promote its cultivation, every family in the agricultural district was required to produce a certain number of plants annually, and a heavy fine was imposed when the crop was short.

The tobacco was all shipped into Manila and assorted by experts. The inferior leaves were burned, and none but the best were made up into cigars and shipped into Spain. During the earlier part of the nineteenth century there were several riots and many local disturbances on account of the vigor with which these regulations were enforced. The profits of the monopoly to the government grew and grew until they finally reached several millions of dollars, and were so tempting that the privilege of manufacturing cigars was finally awarded to favorites of the crown, and gradually fell under the control of private individuals and companies.

Prof. F. Lamson Scriber, chief of the Bureau of Agriculture, is doing everything he can to promote the tobacco industry by teaching the farmers improved and economical methods of production. He has given them many useful hints derived from Cuban plantations. He is also teaching them to study the diseases of the plant and the methods of preventing and curing them, and how to treat the injurious insects that are constantly invading the fields. The quality of Manila tobacco can be much improved, Mr. Scribner thinks, but the farmers are very conservative and are reluctant to abandon old methods for new ones.

THE OFFICE END

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

THE "FOLLOW UP" SYSTEM AND ITS ADVANTAGES.

By Henry C. Hammack.

BEING assistant to the president and general manager of the Lima Locomotive & Machine Company, Lima, Ohio, who also has charge of the sales department, I found it necessary to devise a scheme to follow up our inquiries from prospective customers for locomotives. I started a system three years ago, at first in a rude manner, yet it answered the purpose and brought the desired result, and since then I have improved on it as opportunities presented themselves.

We have two card index boxes of about 1,200 cards capacity each. In these boxes the principal cards are carried. In one box we have an eighty-division alphabetical index, and in the other box two sets of monthly and daily guides. Now, when we receive an inquiry two cards are filled out; one is filed in alphabetical index under proper letter; the other card is filed ahead in monthly and daily guides, 15 days from date inquiry is answered.

This is the beginning of the usefulness of the "Follow Up" system. In our business, as well as in other classes of business of similar nature, it often becomes necessary to know whether we have ever quoted a certain party without wasting so much time as would be required in order to go through correspondence in letter files, and the card filed in the alphabetical index will at once be found useful for this purpose. You can turn to these cards and find this information in one-fifth the time required to look up correspondence.

These cards also serve another purpose: Throughout the different parts of the country there are a great many commission houses and houses that buy and sell second-hand locomotives. These parties frequently write for prices for customers, asking that we quote price reserving them a dealer's commission. Our rule is to allow no one a commission on sales to customers whom we are already in correspondence with or old customers whom we have sold to before. As soon as we have inquiries from these commission or second-hand houses, we can tell at once by turning to the cards in alphabetical index whether we are in correspondence with parties mentioned or whether we have made prices to them. This is also a saving of time, probably money, in case letters should be misplaced in file by some error and could not be found at time of looking up correspondence. There have been times when we had to rely on correspondence entirely.

The cards carried in the other box are filed ahead 15 days from date of answering inquiry; after the 15 days' time has elapsed, the card is taken out and we go over the correspondence in letter files to see if we have heard from parties in the meantime, and if not a "call up" letter is written them. Then the card is filed ahead another fifteen days.

If no response is received to our first "call up" letter,

a second letter is written; if no response, then a third letter is written and so on until four letters have been written. Mostly some sort of a reply is received to our first letter. If the reply is favorable, we file the card ahead 10 or 15 days for consideration. It may be that before the first 15 days rolls by we have the matter in such shape that a sale is about to be effected.

If we receive favorable inquiries from a section of country where one of our salesmen is traveling, correspondence is at once forwarded to him for further attention. Or if it happens that a number of inquiries are received from one section of the country, then a salesman is sent out to look after same. In case orders are received from parties making inquiries, cards are taken out of index box containing monthly and daily guides (which we call "running cards") and marked across face, "Sold a certain weight locomotive," whatever it may be, then filed away in alphabetical index in other box, taking out the card originally placed in alphabetical index and destroying same.

In case it is desired to file card away containing inquiry which is received from parties from whom we cannot get any response, or parties not being in the market or purchasing elsewhere, the card is taken out of the index box containing "running cards," and marked across face, "cannot get any response," "are not in the market, made other arrangements," "purchased second-hand locomotive," "purchased new locomotive elsewhere," whichever the case may be. These cards are filed away in alphabetical index (taking out original cards and destroying same) until the end of the year and then filed away in transfer case for future reference.

This system having been in use only three years, has saved the company many thousands of dollars. I can recall one instance where the fact of this system being in use brought about a sale of a locomotive which sale alone amounted to \$7,000. It was this way: We answered an inquiry received from a prospective customer quoting on an engine. We made out cards as usual and filed them away in the proper way. When the 15 days rolled by the card was taken out of the "running cards" and correspondence looked up, but we found we had received no response. We at once wrote them a "call up" letter and it developed that our first letter quoting price had never been received by customer. As soon as he received the call up letter he wired us, stating that letter making price had never been received by him, and asked for a duplicate. The duplicate letter was received O. K., and after considering our proposition wired us his order. Afterward, in writing us, explaining the matter, he stated that he supposed, as we did not answer his letter, we did not care to make him a price and he had decided to order elsewhere. This simply shows the benefit of the system in one instance.

This system enables us at all times to have our prospective customers, also customers whom we have sold and parties whom we were unable to effect a sale to, at our finger ends, which is quite a benefit to any sales department.

A system along this line could be applied to most any kind of business, and parties who have not yet got out of the "rut of the old way" will do well to establish it. I am quite certain that good results would be forthcoming inside of three months after system was established.

Trade With England

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

"Commercial Intelligence"

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

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

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

Turn Away

From the old style of book-keeping. You are losing money daily and you know it.

Why not adopt a system by means of which you can know positively that you have sent out every account correctly? Simplest form yet invented. Any one can be a book-keeper.

Write for Catalogue.

The Briggs Ledger System Co.,
Limited

75 York St., - Toronto, Can.



**A DISTINCT
TYPE**

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

The
OLIVER
Typewriter

The Standard VISIBLE Writer.

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

Works in a Whisper

Art Catalogue Free.
**THE CANADIAN OLIVER
TYPEWRITER CO.**

183a St. James St.

MONTREAL.

Agents wanted in all unoccupied territory.

Write for our Great Special Offer.

CABLE FROM LONDON.

London, May 27, 1904.

British Government to-day ordered fifty more Oliver Typewriters.
LONDON.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.



TORONTO'S QUICK AND SURE PRINTERS

We do all kinds of good printing cheap. Let us handle your next order and you will be satisfied. Latest styles in Type and Borders. Everything up to date.

1,000 LINEN LETTERHEADS THIS MONTH, \$2.50.

G. A. Weese & Son, 44 Yonge St., Toronto.

ADVERTISE YOUR BUSINESS

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

GEO. J. SMITH BUREAU, 621 BROADWAY, N.Y.

WE WRITE ADS. IN FRENCH.

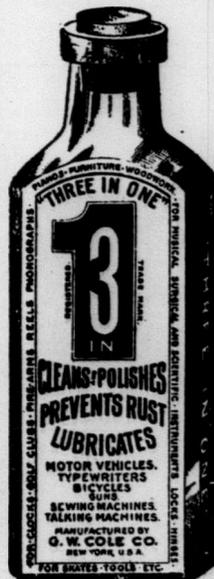
NEW TELEPHONE LINE

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

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

The Bell Telephone Co. of Canada

3 in One Does It All



CLEANS AND POLISHES
LUBRICATES WITHOUT GUMMING.
PREVENTS RUST.

And does each better than anything else.

Dealers make lasting customers by selling "3 in 1"

Sold by Jobbers in

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

G. W. COLE CO.

141 Washington Life Bldg., New York.

<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>		<h3>Leading Canadian Accountants and Auditors</h3>		<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>	
<p>DAVID HOSKINS, F.C.A. Chartered Accountant, Auditor, Financial Valuator. 207 Manning Chambers, City Hall Sq., Toronto, Canada.</p>	<p>F. H. KIDD, Chartered Accountant, Auditor, Assignee, Etc. 505 McKinnon Bldg., - Toronto.</p>	<p>HENRY BARBER & CO., Accountants and Assignees. Offices: 18 Wellington St. E., Toronto, Ont.</p>	<p>GEO. O. MERSON, Chartered Accountant, Auditor, Assignee, etc. Regular and Special Audits. 27 Wellington St. E., Toronto. Phone Main 4744.</p>		
<p>Cable Address: "Wigwam." T. G. WILLIAMSON, Chartered Accountant and Auditor, 15 Toronto St., Toronto, Canada.</p>		<p>JENKINS & HARDY, Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15½ Toronto Street. Toronto. 465 Temple Building, Montreal. 100 William Street, New York.</p>		<p>WILLIAM FAHEY, Accountant and Auditor. 462 McKinnon Building, Toronto.</p>	
<p>This space \$15 a year.</p>		<p>This space \$15 a year.</p>		<p>This space \$15 a year.</p>	

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

<h2>Educational Department.</h2>		<p>The following institutions for the education of business men's sons and daughters are recommended by this paper:</p>	
<p>LEARN TO ADVERTISE YOUR STORE or if you have not time yourself, pay for a course for one of your bright clerks. Get booklet on our specialized course in advertising. Tells about our new method of advertising study. SEPARATE COURSE FOR EACH LINE OF BUSINESS Our method is absolutely new and practicable. It tells you all there is to learn about advertising your particular goods. GOOD ADVERTISING IS TO-DAY THE BASIS OF SUCCESS Begin now; take our course of study and learn to advertise your store. We look after your advs. while you take your course. Send for our booklet.</p>		<p>Western Business College Cor. College and Spadina avenue, TORONTO. Thorough courses in Bookkeeping, Stenography, Typewriting and Penmanship; individual instruction. A. J. HOARE, Principal.</p>	
<p>CANADIAN CORRESPONDENCE COLLEGE, Limited Phone Main 4302 161 Bay St., TORONTO</p>		<p>St. Margaret's College, Toronto A Boarding and Day School for Girls. Thorough courses in every department. Only teachers of the highest academical and professional standing employed. GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON, Lady Principal.</p>	
<p>FIRST-CLASS STENOGRAPHERS SUPPLIED AND TRAINED BY <i>METROPOLITAN Business College</i> - OTTAWA, ONT. - R. A. FARQUHARSON, B.A. Principal.</p>		<p>1889. The Belleville Business College, Limited, Business firms get the best results by applying to us 10 days before vacancies occur in their employ. See Catalogue pages 21, 27, 33, 41. J. A. Tousaw, } BELLEVILLE, ONTARIO. { J. Frith Jeffers, M.A., Secretary. } President.</p>	
		<p>This Space \$45 per Year.</p>	

NABOB SAUCE;



The Sauce for Epicures

Batty & Co., Limited
Sauce and Pickle Experts, London, S.E.

"FACTS"

THE BEST GROCERS POPULARIZE THEIR STORES AND PLEASE THEIR CUSTOMERS BY SELLING Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE
TO THE CRITICISM OF THE BEST JUDGES.

**AMERICAN
COFFEE & SPICE CO.,
TORONTO.**

**POST CARD WILL BRING
SAMPLE PACKAGE
FREIGHT PREPAID.**

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 11, 1904.

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

Baking Powder.

Brand/Description	Per doz.
Geok's Friend—	
Size 1, in 2 and 4 doz. boxes	\$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Found tins, 3 doz. in case	3 00
12-oz. tins, 4 "	2 40
5-lb. " "	14 00

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
3 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	3-lb.	10 40
1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.



Cases	Sizes	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
2 "	12 "	1 40
2 "	12 "	1 45
2 "	16 "	1 65
1 "	3-lb.	4 10
1 "	5 "	7 30
1 "	6 oz.	Per case \$4 85
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

Size	Per doz.
5 doz. in case	\$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

Description	Per doz.
Ocean Baking Powder, 1/2 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1/2 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1/2-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes	Per Doz.
Royal—Dime	\$ 1 00
" 1/2 lb.	1 60
" 3/4 lb.	2 25
" 1 lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

CLEVELAND'S—DIME.

Sizes	Per Doz.
Cleveland's—Dime	\$ 1 00
" 1/2 lb.	1 50
" 3/4 lb.	2 20
" 1 lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

Description	Per doz.
1-lb. tins, 4 doz. in box	\$2 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	75

BEE BAKING POWDER.

Description	Per doz.
1-lb. tins, cases 4 doz. per doz.	\$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes	Per doz.
2 doz. case 1/2 lb.	\$2 40
1 " 1 lb.	4 75
1 to 5 cases, 5 per cent.	
5 to 10 cases, 10 per cent.	



EAGLE BAKING POWDER

Description	Per doz.
Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Description	Per doz.
Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" in bags, per gross	1 25
" in pepper boxes,	
according to size.	0 02 to 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

Description	Per doz.
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.	per lb. 16 1/2c
"Sapphire"—14-lb. boxes, 1/2-lb. pkgs. per lb.	12 1/2
"Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb.	10

Black Lead.

Description	Per doz.
Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz.; or 1/4 gross, 4 oz.	

JAMES' DOME BLACK LEAD.

Description	Per gross
6a size	\$2 40
2a size	2 50

Borax.

Description	Per doz.
"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" 10 oz., cases, 48 "	3 25
" 16 oz., cases, 48 "	4 25

EAGLE BORAX.

Description	Per doz.
Cases of 5-doz. 5c. packages	\$0 40
" 5-doz. 10c.	0 55

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Description	Per doz.
Boeckh's Bamboo Handles, A, 4 strings	\$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 25
" " " E, 3 "	3 25
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Cereals.

Description	Per doz.
Wheat OS, 2-lb. pkgs., per pkg.	0 05
" 7-lb. cotton bags, per bag.	0 15
Quaker Oats, 2-lb. pkgs., per case.	3 00
Tillson's Oats, 2-lb. pkgs., per case.	80

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoas—

Description	Per doz.
Hygienic, 1-lb. tins	\$6 75
" 1/2-lb. tins	3 50
" 3-lb. tins	2 00
" fancy tins	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc.	per lb. 0 50
Perfection, 1/2-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1/2-lb. tins, per doz.	2 25

“Semper idem,” or in good Anglo-Saxon,
 “Always the same,”

is a good motto,
 particularly when used in connection
 with

Edwardsburg “Silver Gloss” Starch and Benson’s Prepared Corn

—Two lines that have been “always the same”
 —and “always the best.”

EDWARDSBURG STARCH CO’Y, Limited
 ESTABLISHED 1858

53 Front St. East,
 TORONTO, ONT.

Works:
 CARDINAL, ONT.

164 St. James St.,
 MONTREAL, P.Q.

Coupon Books—Allison’s.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
 \$1, \$2, \$3, \$5, \$10 and \$20 books.
 Un- Covers and num Coupons and bered. numbered
 In lots of less than 100 books, 1 kind assorted. 4c. 4½c.
 100 to 500 books 3½c. 4c.
 100 to 1,000 books 3c. 3½c.

Allison’s Coupon Pass Book.

\$1 00 to 3 00 books 3 cents each
 5 00 books 4 “
 10 00 “ 5 “
 15 00 “ 6 “
 20 00 “ 7 “
 25 00 “ 8 “
 50 00 “ 12 “

Cane’s Clothes Pins.

UNITED FACTORIES, LIMITED.
 Clothes pins (full count), 5 gross in case, per case \$0 82
 doz. packages (12 to a case) 0 75
 doz. packages (12 to a case) 0 95



Cleaner.

Per doz.
 4-oz. cans \$ 0.90
 6-oz. “ 1.35
 10-oz. “ 1.85
 Quart “ 3.75
 Gallon “ 10.00

Wholesale Agents.
 The Davidson & Hay, Limited, Toronto.

Food.

Gelatine.
 Per gross.
 Knox’s Gelatines \$16 75
 Robinson’s patent barley 1-lb. tins \$1 25
 “ “ “ 1-lb. tins 2 25
 “ “ “ 1-lb. tins 1 25
 “ “ “ 1-lb. tins 2 25
 Per doz.
 5 doz., at. \$ 1 40
 1 doz., at. 1 45

Jams and Jellies.

SOUTHWELL’S GOODS. Per doz.
 Frank Magor & Co., Agents.
 Orange marmalade \$1 50
 Clear jelly marmalade 1 80
 Strawberry W. F. jam 2 00
 Raspberry “ “ 1 75
 Apricot “ “ 1 85
 Black currant “ “ \$1 55
 Other jams 1 90
 Red currant jelly 2 75

T. UPTON & CO.

Pure Fruit Jams—
 1-lb. glass jars, 2 doz. in case, per doz. \$0 85
 2½-lb. tin pail, 2 doz. in crate, per lb. 0 06½
 5 and 7-lb. tin pails, 8 and 9 pails to crate per lb. 0 06
 7, 14 and 30-lb. wood pails, 0 06
 Pure Fruit Jellies—
 1-lb. glass jars, 2 doz. in case, per doz. 0 95
 7, 14 and 30-lb. wood pails, per lb. 0 06
 Home Made Jams—
 1-lb. glass jars (16-oz. gem.) 1 doz. in case per doz. 1 50
 5 and 7-lb. tin pails per lb. 0 09
 7, 14 and 30-lb. wood pails 0 09

BRAND & CO.

Brand’s calf’s foot \$3 50
 Real turtle jelly 7 75

Licorice.

NATIONAL LICORICE CO.
 5-lb. boxes, wood or paper per lb. \$0 40
 Fancy boxes (36 or 50 sticks) per box 1 25
 “Ringed” 5-lb. boxes per lb. 0 40
 “Acme” pellets, 5-lb. cans per can 2 00
 “ (fancy boxes 40) per box 1 50
 Tar licorice and Tolu wafers, 5-lb. cans per can 2 00
 Licorice lozenges, 5-lb. glass jars 1 75
 “ “ “ 20 5-lb. cans 1 50
 “Purity” licorice 10 sticks 1 45
 “ “ “ 100 sticks 0 73
 Dulc. large cent sticks, 100 in box

Lye (Concentrated).

GILLETT’S PERFUMED. Per case.
 1 case of 4 doz. \$ 3 70
 3 cases “ 3 60
 5 cases or more 3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.
 Surelight (Parlor) \$3 50
 Flashlight (Parlor) 3 75
 Kodak (Sulphur) 3 80

WALKERVILLE MATCH CO.

Parlor— 1 case. 5 cases.
 Imperial \$5 75 \$5 50
 Best 3 50 3 25
 Crown 1 70 1 60
 Maple Leaf 1 90 1 80
 Knights 4 75 4 50
 Sulphur—
 Club 3 90 3 70

Mince Meat

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

E. D. MARCEAU, Montreal.

“Condor,” 12-lb. boxes—
 1-lb. tins per lb. \$ 0 35
 1-lb. tins “ 0 32½
 4-lb. jars per jar 1 20
 1-lb. jars “ 0 35
 Old Crow, 12-lb. boxes—
 1-lb. tins per lb. 0 25
 1-lb. tins “ 23
 1-lb. tins “ 22½
 4-lb. jars per jar 0 70
 1-lb. jars “ 25



Orange Meat.

Cases, 36 15c. packages \$4.50
 5 case lots 4.40
 (Freight paid.)
 Cases, 20 25c. packages 4.00
 5 case lots 4.00
 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.
 “Anchor” brand 1-lb. glass \$1 50
 “ “ “ quart gem jars 3 40

T. UPTON & CO.

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

Pickles.

STEPHENS’
 A. F. Tippet & Co., Agents.
 Cement stoppers (pints) per doz. \$ 1 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-lb. (containing 30 1-lb. and 60 ½-lb. pkgs.) per box, \$3 00.
 Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.

MAGIC BRAND.
 Per case.
 No. 1, cases, 60 1-lb. packages \$ 2 75
 No. 2, “ 120 ½-lb. “ 2 75
 No. 3, “ { 30 1-lb. “ } 2 75
 “ { 60 ½-lb. “ }
 No. 5 Magic soda—cases 100—10-oz. pkgs.
 1 case 2 85
 5 cases 2 75
 “SEE” BRAND.
 “Bee” brand, 8 oz., cases, 120 pkgs. } Per case
 “ “ “ 10 oz., cases, 96 pkgs. } case
 “ “ “ 16 oz., cases, 60 pkgs. } \$3 75

Soap and Soap Powders.
 A. F. TIPPETT & CO., Agents.
 Maypole soap, colors per gross \$10 20
 “ “ black “ 15 30
 Oriole soap “ 10 20
 Gloriosa soap “ 12 00
 Straw hat polish “ 10 20



RABBITT’S.
 Rabbitt’s “1776” 100 6-oz. pkgs. \$3.50 per box. 5 boxes, freight paid and a half box free.
 Rabbitt’s “Best” soap, 100 bars, \$4 10 per box.
 Potash or Lye, box, each 2 doz., \$2 per box.
 W. H. DUNN, AGENT.

MOLASSES

New Crop 1904
Barbados.

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

The Dominion Molasses Co.,

Limited

HALIFAX

NOVA SCOTIA.

Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.	4/3	8/-	15/-

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

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

SAMPLES FREE ON APPLICATION.

"ACME" TABLE SALT

THE PEOPLE OF
JAMAICA

BASKETS

We make them in all shapes and sizes. We have

Patent *overhead* Berry Box
Grain or Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds, besides being very neat in appearance, they are strong and durable. Send your orders to

Oakville Basket Co.
Oakville, Ont.

You are interested in Something.

Why not get the best news that are printed on the subject.

We read and clip thousands of newspapers every week - therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms - 100 Clippings, 9 50
200 " 12 00
500 " 22 00
1,000 " 40 00

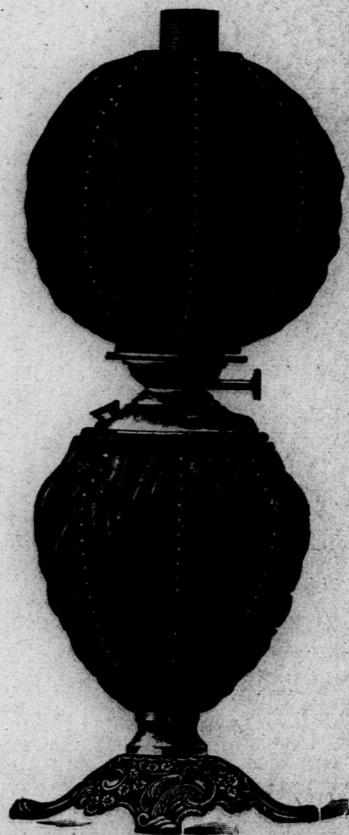
Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of names in every branch of trade in the Dominion, the professions, clubs, societies, societies, etc. and we are prepared to address and mail circulars or letters to those of any time.

CANADIAN PRESS CLIPPING BUREAU,
222 MOUNT STREET, MONTREAL, QUE.
Telephone Main 1281.
10 Front St. E., Toronto - Telephone Main 221.

THE BEST GROCERS MAKE A POINT OF KEEPING IT ALWAYS IN STOCK.

The Best Grocers make a point of Keeping It always in Stock.



**Assorted
Packages
Fancy
Lamps**

We emphasize our assortments of "KOPP" Lamps.

Write for colored sheets showing full assortment and prices.

Full line of Regular Lamps now ready.

GOWANS, KENT & CO.
TORONTO and WINNIPEG.



IT'S REALLY ENJOYABLE

wholesome, appetizing Mince Meat that we make. It has a flavor that the other makers cannot get and that your customers want. That is why you should sell

**Wethey's
Mince Meat**

"ONE TRY SATISFIES"

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Crosse & Blackwell, Ltd.
Philippe & Canaud's
SARDINES

in oil now on hand in 1/4s and 1/2s.

C. E. COLSON & SON, AGENTS Montreal.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

**'WELLINGTON'
KNIFE POLISH**

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
**JOHN FORMAN, 644 Craig Street
MONTREAL.**

CHAS. F. CLARK, President.

CHAS. L. NICKWITH, Secretary.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 242 and 244 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every major mercantile credit. Its business may be defined as that of the merchants, by the merchants, for the merchants. In providing, verifying and transmitting information no effort is spared, and no reasonable expense considered to make this the most reliable information source authority on all matters affecting commercial affairs and mercantile credit. Its information service has been steadily extended, and it furnishes information concerning mercantile affairs throughout the civilized world.

Subscriptions are based on the service furnished, and are available only to responsible wholesale, trading and manufacturing concerns, and by respectable and worthy financial, mercantile and industrial sources. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

LONDON, ONT.
WINDSOR, ONT.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Mgr. Water Works, Toronto

Cowan's Perfection Cocoa

GROCERS!

BUILD UP
YOUR
COCOA
AND
CHOCOLATE
TRADE
BY
PUSHING

COWAN'S

was tested by thousands at the great Dominion Exhibition in Winnipeg, and pronounced delicious. It will suit the most fastidious taste.

Cowan's Chocolate

(sweetened or unsweetened) is unexcelled for cooking or drinking. Cowan's Milk Chocolate, the finest eating chocolate made.

THE COWAN COMPANY, Limited
TORONTO

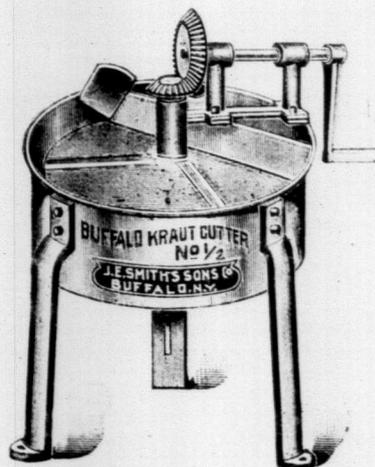
World's Greatest Meat and Vegetable Cutter



CUTTER AND MIXER COMBINED—A MONEY MAKER

THE Buffalo Silent

Fastest Cutter in the World
for SAUSAGES, all kinds of
FRUITS, MINCE MEAT,
PICKLES, etc.



SAUER KRAUT CUTTER

JOHN E. SMITH'S SONS CO.

MANUFACTURERS of
BUTCHER'S MACHINERY

50 Broadway, Buffalo, N.Y., U.S.A.

Tartan

BRAND

Canned Vegetables *Soaps*
Canned Fruits *Spices*
Canned Salmon *Baking Powder*
Coffees *Package Teas* *Extracts*

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

Fully guaranteed by _____

BALFOUR & CO., Hamilton