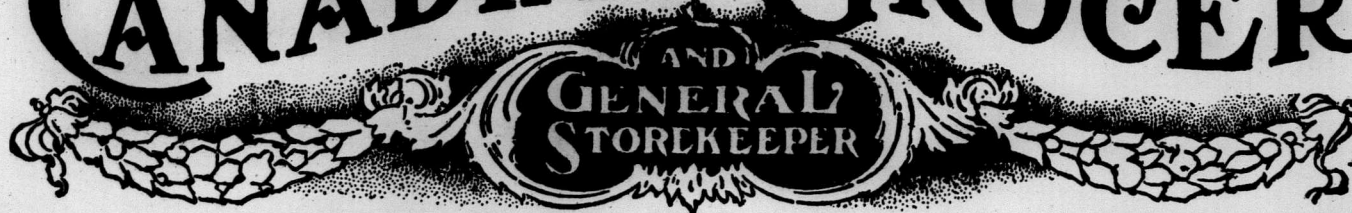


PUBLISHED EVERY
FRIDAY

THE

CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER



COLMAN'S MUSTARD



BEST ON EARTH

It is not so because we say it

But

We say it because it is so.

Christies are The Leaders in Biscuit specialties.

We give you a variety suitable for any and every occasion. If you stock "Christies" you have a clean run of "biscuits" for all customers and have not to depend upon a diversity of makes to complete selection.



Our "High Tea" Biscuit
EXCELS
with the refreshing cup.

Christie, Brown & Co.,

**TORONTO
MONTREAL**

LIMITED

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National Licorice Co.

Successors to

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

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Where all communications, orders and remittances should be sent.

MOLASSES

Our First Cargo
NEW 1903 CROP
BARBADOS

Per Schooner "ARCTIC"
 Has Arrived

FOR PRICES, ETC., APPLY

The Dominion Molasses Co.,

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HALIFAX - - - NOVA SCOTIA.

The Auer Gas Lamp

"Turns night-time
 into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in day-light colors?

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That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

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No. 29
 200 Candle Power.

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THE WORLD'S STANDARD,
 THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.



Polishes without brushing, thereby saving time, labor and brushes.

"GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY. FINEST QUALITY.
 For Sale by all Wholesale Grocers.

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The "Thistle" Brand of Canned Haddies, Kipperd Herring, and Herring and Tomato Sauce are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? **Impossible!**

But that is not all, because Captain Austin has the unequalled skill of a life-time of experience. **There is no dirt or slime—no uncleanness to be found in the "Thistle" Brand.** The reputation of the foremost fish-curer in the country is at stake under the label of the "Thistle" Brand. **Buy it and you buy the best.**

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Bottled in England.

Macurquahart's Worcester Sauce is bottled where it is brewed—in England. It matures for many months in the vats before it is ready for the bottles.

The fact that it is not brewed in a hurry, to sell in a hurry, and that unremitting care is exercised at every stage of the brewing, gives it a richness, a full "body" and strength that makes it the most economical sauce your customers can buy.

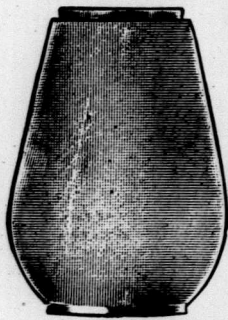
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ARTHUR P. TIPPET & CO., Agents,

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Cold Blast
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What would you give for an automatic machine that would hand you from one to three cents every time you made a weight transaction? The Toledo Springless Automatic Computing Scale will absolutely do this, and is the only scale on earth that will do it.

Give us a part of those cents for a few months only and we will give you a Toledo Scale and you may then have all the cents it gives you for the rest of your business life.

MADE IN CANADA.

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For Sale Everywhere.

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MOTT'S.

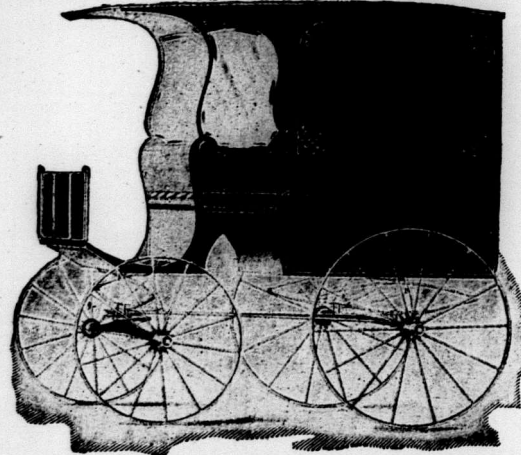
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Character

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Reputation

Your character may be ever so bad and your reputation good, or vice versa.

Our brands of Salmon have both and this is a pretty good guarantee of quality.

Two good lines at present in stock :

**MAPLE LEAF,
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The British Columbia Packers' Association

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The "Perfection" Canister



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

This Package is a Guarantee of Quality.

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JAMS
JELLIES
SYRUPS
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TEAS
COFFEES
SPICES
BAKING POWDER

The Dominion Canister Company, Limited

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**SOMETHING
PLEASANT
FOR THE
SUMMER.**

—LIME JUICE
—LIME JUICE
CORDIAL
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The season of pleasant drinks is at hand. T. A. Lytle's Lime Fruit Juice and Lime Juice Cordial are the most pleasant and at the same time hygienic drinks that can be met with in America. Non-intoxicating, and in all flavors, they are extremely appropriate to be recommended to customers.

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124-128 Richmond St., West, TORONTO

FOR fifty years Tillson's mills were kept busy supplying the best rolled oats in the world to a district within a radius of fifty miles of their mills. This district knew Tillson's Oats and took all the mills could then supply. But greatly increased facilities have for over a year been turning out sufficient quantities to supply the demand from all over the Dominion.

Good advertising induced the public to buy the first package, good Oats is keeping them insisting on Tillson's Oats.

Put up in attractive two-pound packages.

Tillson's Oats--Pan Dried

A Food, not a Fad.

**The Tillson Company, Limited,
TILLSONBURG, ONT.**



IT HOLDS ITS OWN !!

JAPAN TEA

HOLDS MORE FRIENDS AFTER EACH YEAR'S BUSINESS.

Because The flavor is always delicious, full strength, **pure, wholesome and invigorating.** A Tea constantly in demand, by all classes.

...JAPAN TEA...

holds its own, and gains more customers for the GROCER each year.

HAVE YOU TRIED

"Montserrat"

Pure Lime FRUIT Juice

With Aerated Waters or Water, as a cooling and refreshing beverage at all seasons? If not, try it.

Obtainable from Grocers and Druggists.

"MONTSERRAT" is the best Lime Fruit Juice obtainable. Analysis in June, 1898, pronounces it 25 per cent. stronger than other juices, therefore better value for your money. The small bottle contains 40 drinks and is equivalent to 30 lemons and much more convenient. A quarter to half a wineglassful in a tumbler of cold water, sweetened to taste, is the most delightful, healthful and economical beverage. "MONTSERRAT" is made from CULTIVATED LIMES.

EVANS and SONS, Limited,
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Dominion Brand Condensed Milk



(Sweetened)

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

Entirely free from adulteration.

SAMPLES ON APPLICATION.
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THE CANADIAN GROCER

Borden's Brands of Condensed Milk and Evaporated Cream at Canadian Prices.



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



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

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

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

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

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HIGHEST AWARD, LONDON, 1893.

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(PRIZE MEDAL)

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SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

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Sole Manufacturers

Stretton & Co., Limited,

**WORCESTER,
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The beneficial effects of Tea drinking depend in a large measure upon the quality and quantity of essential oil which it contains. The essential oil is that which exhilarates and has most marked and advantageous effect upon the brain, stimulating its activity and removing all signs of weariness and lassitude produced by over-taxation. In the manufacture of **Ceylon Tea** this oil is preserved in higher value and larger amount than any other growth of tea. All the old and antiquated methods which are still followed in many districts are conspicuous by their absence on **Ceylon tea plantations**. The advanced and scientific methods employed in the "Sunny Isle" have given **Ceylon Tea** its **Premier place** among all teas and make it the positive **Standard of Excellence**.

Buy only . . .

CEYLON TEA

GREEN or BLACK.

The perfect stimulant.

Pure natural Green

CEYLON TEA

Contains the highest value of essential oil.

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MANUFACTURER OF THE

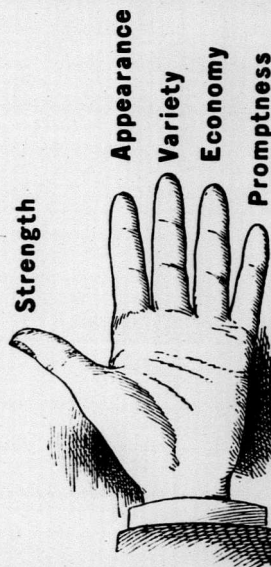


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5 STRONG POINTS.



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Paper Dealers,

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CANADIAN MANUFACTURERS

SHOULD PATRONIZE HOME INDUSTRY AND BUILD UP THE HOME MARKET.

Our Price is Right

Our Product is Right

SO BUY

CRYSTAL GRANULATED SUGAR.

MANUFACTURED BY

THE WALLACEBURG SUGAR CO., Limited,

Ask for Samples.

WALLACEBURG, ONT.

JUST WHAT YOU WANT

TIME AND LABOR SAVER

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

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

25 to 50 lbs. of Coffee

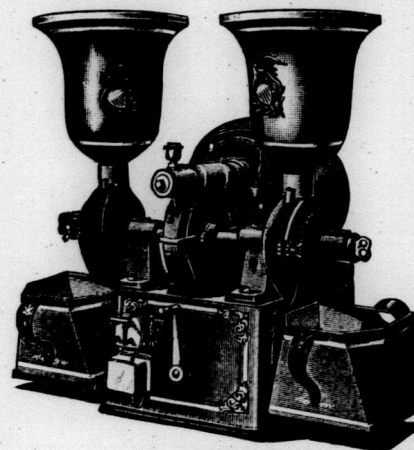
CAN BE GROUND FOR ONE CENT

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

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

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GRANULATOR PULVERIZER



No. 08712

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

PRICE ON APPLICATION

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

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

"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

*Delicate in Flavor and Aroma.
Splendid keeping properties.*

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

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Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



THE CANADIAN GROCER

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

is Cold Water **STARCH** ASK TRAVELLERS THE PRICE
IVORINE

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

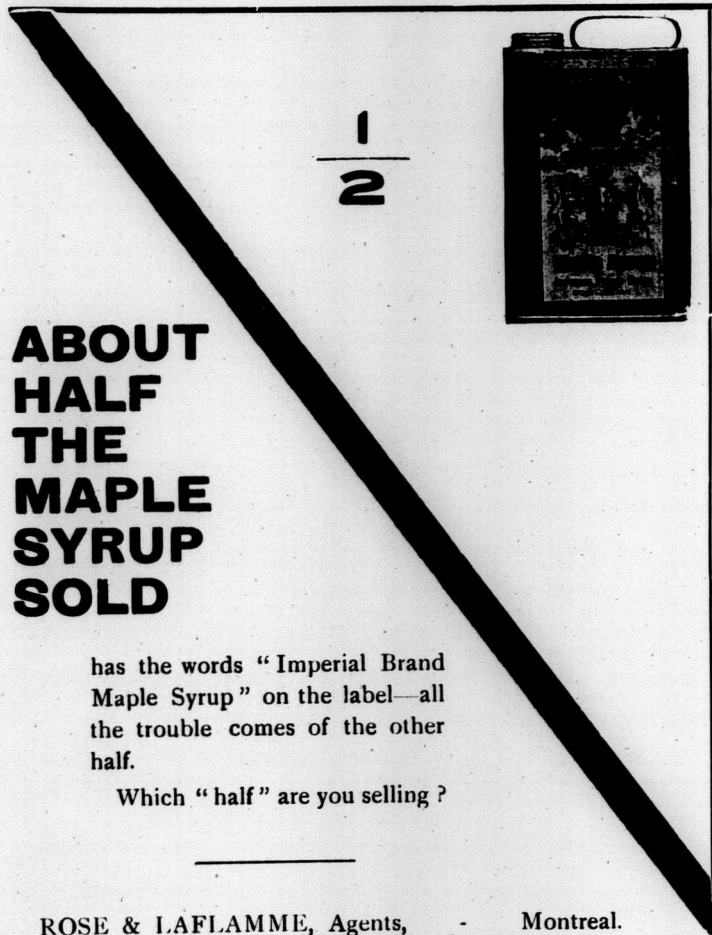
Salted Butter Crackers

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

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.



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**ABOUT
HALF
THE
MAPLE
SYRUP
SOLD**

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, Montreal.

**BATGER'S
Lemon Squash**

is in demand in the hot weather. It makes a cooling, delicious drink that has the "want-more" flavor to it that is profitable to the Dealer.

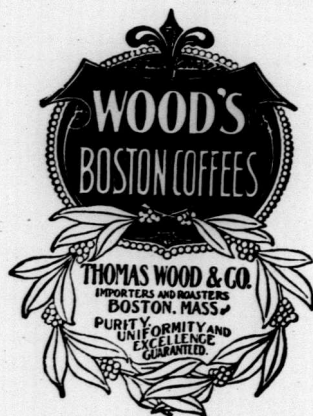
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Agents,
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THE PERFECT RESULTS

achieved with **Dixon's Carburet of Iron Stove Polish** have made it the most widely used polish in the United States to-day, and Canadian consumers are fast finding out its superior merits as well.

There's a handsome margin of profit in it for the wide-awake retailer. Ask our travellers for particulars.

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



ORGANIZED SUCCESS.

expanded for the grocer who handles

Not the braggart nor the blusterer permanently succeeds. It takes time, labor and expense for the honest government or individual to organize success. All these have been freely

WOOD'S COFFEES

and he therefore finds a genuine success in these brands the moment he touches them. Put them at once before your trade and you will "take time by the forelock."

THOMAS WOOD & CO., - No. 428 St. Paul St., MONTREAL.

The Australasian Grocer

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

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Specimen Copies Free on Application.

There might be a better blend of **Coffee** than

"U & Q"

but somebody has got to prove it. More and more merchants are handling our coffees and other merchandise; we want your trade also.

FULL ASSORTMENT OF STAPLE AND FANCY GROCERIES.



REGISTERED.

Grocers' Wholesale Company,

LIMITED

HAMILTON.

Correspondence Solicited.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament.

A COUNTRY newspaper has recently been publishing the views of an eminent gentleman who spent the whole of two hours in the Commons' gallery, and was simply shocked at what his eyes beheld from that point of vantage. Slim attendance to start with, and, on the part of those actually present, indifferent attention, ranging all the way from listless interest, through reading of newspapers and writing of letters, to—Oh horror of horrors—peaceful slumber! This great statesman (in futuro) at once jumps to the conclusion that things have gone to the dogs at Ottawa, and that a radical change in the personnel, doubtless by the introduction of himself and others of his ilk, is absolutely necessary, if Canada is to be saved.

* * *

Strange as it may seem, there is, however, another side to the case, and the gallery wiseacre cannot be allowed to hold the fort unassailed. The House sat till 2.30 this morning (Wednesday, June 3). Committees were in full swing again at 10.30 a.m. till 1 p.m., again at 2.30 thereafter, until 5.15, by special leave of the House, without which no committee can lawfully sit while it is in session, while the House itself has been sitting from 3 to 6 p.m., and will sit to-night from 8 to midnight at the least, and possibly a good deal later. Does the average fair-minded man think that with such a programme as this it is to be wondered at if some of the members take a quiet nap at their desks while a matter of small importance is under discussion at the hands of a man who is possibly one of the champion bores of the House, or that attendance is somewhat slim when committees are sitting concurrently with the House; for even members of Parliament have not yet been able to solve the problem of being in two places at once. Add to the duties above enumerated a visit or two to the Departments on business connected with one's constituency, and the writing of from 15 to 20 letters a day—that would be about a fair average of an ordinary member—and it may be admitted that the sage whose strictures we have been examining is not altogether fair when he holds up the members as shirkers and careless representatives.

The work of one of the committees to which we have been referring has to day been in connection with Bill No. 48, the object of which is to make compulsory the inspection of skins and hides. A large number of gentlemen connected with the butchering, hide and tanning industries were present, and a hot fight took place between the rival interests, as a result of which it seems likely that the inspection so far as it was to have affected calf skins will be abandoned. There was a general consensus of opinion that the present act, under which we have voluntary inspection, was very satisfactorily worked in the City of Montreal, but the credit for this was due almost entirely to a united effort on the part of the dealers, by which a fair and excellent inspection was had. It was stated by one of those present that whereas under old conditions about 75 per cent of the hides graded second and but 25 per cent. first, under the new regulations 80 per cent. graded first and but 20 per cent. second. The change was made in the better skinning secured by the imposition of certain penalties, which had practically eliminated cuts in the hides and other defects.

* * *

Those in favor of the bill argued strongly that its passage would bring up the standard all round to that of Montreal, with a like change in percentage between firsts and seconds. Let us see what this would mean to the trade in Canada as a whole. Suppose we take off 1,200,000 hides per annum, which is very near the mark. With 75 per cent. seconds we would have 900,000 of that quality and 300,000 firsts. Change the ratio to 80 per cent. first and we would get 960,000 firsts and but 240,000 seconds, or a gain of 660,000 to the better quality. As the difference in price between a first and second-class hide will average about 50c., we would increase the value of the product no less than \$330,000 to the farmers (the producers) of Canada. While we are very far from saying that these figures are accurate, still we feel bound to assume that if compulsory inspection will result in more careful skinning, a large amount at least will be added to the revenue of the country, which, at present, is simply thrown away.

* * *

The Bill proposes to have the compul-

sory inspection apply only to the large centres of the trade, and the cities of Quebec, Montreal, Ottawa, Kingston, Toronto, Hamilton and London, but, after argument, it was decided to amend the section to make it apply to all centres which had a weekly trade of 300 hides. The main opposition to the measure seems to be on the part of those who sell largely for export to the United States. These maintain that the Americans insist on doing their own inspection at any rate, and that in consequence, they will be out just the amount of the Canadian inspection fees—no very small amount. It is possible that to meet this objection an amendment may be framed which will enable hides bought for export to be exempt from the operation of the act. But in this the difficulty lies in the fact that it is impossible for the buyer of the hides to say when he is purchasing them what their destination, whether home or foreign, will be.

* * *

Of course it is a part of the regulation that hides inspected under the act will be classified and marked. This brings up the question: What of those hides sold in places too small to have an inspector? These will naturally be at a disadvantage in competition with those bearing the Government mark, which will soon get a trade reputation that will give them a standing in the market, whereas the hides from the small centres without this mark will have to be sold at a flat price. The buyer will have to assume a certain amount of risk in making his purchase, and as in all such cases, he will take pretty good care not to get the worst of the guessing game, while the good hides will fetch no more than the bad. It is all very well for the rain to fall alike upon the just and the unjust, but in matters commercial, quality should count for something. This was pointed out by a member of one of the rural constituencies, who, alive to the interests of his people, saw the danger and prepared to meet it. As a result, it was decided that while the hides from the small places could not from the very nature of the case be brought under the compulsory section of the act, they might still be accorded Government inspection on their shipment to the inspecting points. This will no doubt obviate the difficulty, and

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN
CAKES **IN TINS**
WELL KNOWN AND RELIABLE **3000 TONS SOLD YEARLY** **DUSTLESS, LABOR SAVING, BEST IN THE WORLD.** **GUARANTEED TO THE TRADE**



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

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

MORSE BROS., Proprietors. Canton, Mass.

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

save the country dealer from the loss which hap hazard dealing always entails.

The question of strikes came very near home to us in parliamentary circles, when recently the employes of the Printing Bureau, nearly 500 in number, threatened to go out unless their demands for increased pay were acceded to. This seems to be the period of labor run mad, for disinterested individuals are forced to admit that in many cases of to-day the men are as tyrannical and unreasonable in their demands as they claim capitalists have been in the past. This trouble in the Bureau is a striking example of kicking rather because the employes have "waxed fat," than because they had any real reason for doing so. The time, no doubt, seemed opportune to the men, who were not above applying the old maxim: "Thy necessity is my opportunity." The amount of printing which has to be done while the House is in session is immense, and much of it is of so urgent a character that to leave it undone would almost suspend business.

Now, in the matter of hours, pay and holidays, the Government employes were highly favored, in pay, receiving more than their brethren of either Toronto or Montreal, but the office was under control of the unions, and these seemed anxious to stir up trouble. Naturally, for the reason given, and quite possibly, for political reasons, too, the Government was most anxious to avoid the threatened strike, and compromise was resorted to, but in vain. The printers finally made up their minds to go out unless they got all of their demands satisfied, and the Government, driven desperate, turned the tables with amazing suddenness by locking the men out, and refusing to allow them to return to work unless on the Government terms. This heroic measure had a wonderfully rapid result, and to-day things are going along all right on the old basis, with the Government a Government in more than

mere name. One excellent result of the little encounter is that hereafter instead of being a union office the Bureau will be an "open" one, and any honest and capable man will be eligible for employment there regardless of his trade associations. Thus we see that action founded in unreason often brings about the complete overthrow of its advocates, and leaves them in a position worse than that complained of. We do not wish to glory over the repulse of these men because they were "union," for we recognize that unions have a useful and necessary place in the economic conditions of our country, but we do rejoice in the defeat of tyranny, whether that tyranny comes from labor union or capitalist, and, unfortunately, cases of both are far from rare.

Senator Lougheed has certainly taken the bull by the horns in his bill lettered "H," recently under consideration in the Senate. He proposes to amend the Criminal Code by enacting as follows: "Everyone is guilty of an indictable offence and liable to two years imprisonment who, being a person not a British subject, whether residing in or out of Canada, does in Canada, incite, urge or induce workmen, by any act or means whatsoever, to quit any employment in which they are engaged, or to enter upon any strike with the object of enforcing additional wages or terms of employment from their employer." A large number of gentlemen turned up before the committee on the morning of June 4, representing interests affected by the proposed bill, and some heated argument resulted.

On the part of the international union it was maintained that while capitalists were free to unite in various undertakings, the capitalists being partly British and partly foreign subjects, a similar privilege should in justice be allowed the men. The assertion was made that no international union could order a strike—this was decided on by the local union, which had then to obtain leave from the

international union. No dictation had ever been attempted by the larger organization, which had, on the contrary, had a very beneficial result on labor problems on both sides of the line. Mr. Ritchie, in arguing the case for the supporters of the bill, said that it was aimed at the walking delegate, who crossed the line to create mischief as a proof that he was an active fellow and earning his salary. He instanced the case of McLaughlin Brothers, of Ottawa, as one in which the objectionable and zealous foreigner had stirred up trouble that would never have arisen but for his presence. Surely, as the unions had pressed for legislation preventing manufacturers from importing alien labor, the present bill was not inconsistent, but strictly in line with their course of action. Again, it might be in the interests of manufacturers across the line to stir up industrial trouble in Canada, and in the clever and unscrupulous walking delegate he found a ready means. He pointed out clearly that the bill did not touch the case of a man who came to conciliate, only the firebrand was mentioned or aimed at.

"UNREASONABLE" MANUFACTURERS.

WHAT unreasonable persons the manufacturing classes are! growled the handsomely dressed labor leader, blowing a cloud of smoke to the ceiling from his fragrant Havana, as he tilted his chair back in his sumptuously furnished office at the Labor Union Headquarters one morning in the spring of 1920.

"I see by the morning papers that the Manufacturers' Organization claims that the different manufacturers in the United States are receiving so little work now in return for the wages they are paying their employes that they are not able to properly support themselves and their families, owing to the greatly increased cost of living of late, and they threaten to strike."

"So I have noticed," testily exclaimed the Secretary of the Labor Union.

THE CANADIAN GROCER

"DO IT NOW."

PUT IN YOUR ORDERS FOR

SHAKER SALT,
POTTED MEATS,
CANNED SOUP,
LEMON SQUASH,
ROOT BEER,

THISTLE HADDIES,
CANNED MEATS,
LIME JUICE,
RENNETT TABLETS,
FLY PADS,

NEW LOBSTERS.

LUCAS, STEELE & BRISTOL,
HAMILTON.



Jersey Cream Yeast Cakes.

We are wearing the smile that never comes off.

The blooming H'eagle has come off his perch and is on the run for the woods.

When right is right John Bull gets there in the end every time.

Gentlemen of the Grocery Trade—You who have been threatened with suits, with all kinds of bluff—now that we have won our case get behind

JERSEY CREAM YEAST CAKE.

Make it the largest sale (as it is the best) in the Dominion of Canada.

GOD SAVE THE KING.

LUMSDEN BROS., Hamilton and Toronto.

McMechen's

Old Virginia Catsup,
Sauces, Mustards,
and Olives are the very best

We have these to arrive in a few days at right prices:

Oyster Tomato Catsup, Pints.

English Sandwich Mustard.

Chili Sauce, Pints.

Stuffed Olives, 10 oz.

Salad Dressing, Pints and Half-Pints.

Old Virginia Tobasco Sauce.

Horse Radish and Mustard.

All McMechen's pack, and the leaders in Yankeedom.

JAMES TURNER & CO.

Wholesale Agents,

HAMILTON, ONT.

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt
Shippers }

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TORONTO



"NOTHING BETTER."

YOUR STOCK OF **MACLAREN'S IMPERIAL**
OR **MACLAREN'S ROQUEFORT CHEESE**
SHOULD NOT BE ALLOWED TO RUN SO
LOW THAT YOU WILL HAVE TO TELL
YOUR CUSTOMERS THAT YOU HAVE NOT
ANY IN STOCK. THAT IS DRIVING YOUR
CUSTOMERS OVER TO THE OTHER FELLOW.

OUR JARS AND LABELS ARE BEING IMI-
TATED. DO NOT BE DECEIVED.

"NEVER GETS HARD OR DRY."



"While I believe that an employer is worthy of receiving service in return for his money I have no sympathy for them in this instance. Why, our men are working six hours a day for them. What do they expect for their money? I hold that any sober, industrious manufacturing man should be able to support his family comfortably on the service our men are rendering them. Of course, we don't expect them to be able to own yachts and automobiles such as we wealthy laboring men have, or to live in Fifth Avenue mansions such as ours, but they should be able to get along respectably—and what more should they want?"

"My opinion exactly! They don't seem to know when they are well off. They are making a great kick at our forcing them to purchase only raw materials that have the Union label on them, claiming that they can buy the same materials much cheaper from independent producers."

"What ingratitude!"

"Yes; and they even go so far as to assert that we are making it so expensive for them to manufacture things that the market is being flooded with cheap, common foreign manufactured articles that they only see ruin and bankruptcy staring them in the face. There is to be an Unemployed Capitalists' Parade tomorrow of employers who own manufacturing plants that are shut down."

"Poppycock! We have got their walking delegates and capital agitators to thank for all this," exclaimed the Secretary, savagely. "Men who never so much as manufactured a single article or managed a coal mine a day in their lives go about exciting discontent among the guileless manufacturers and capitalists. You would think that an intelligent manufacturing man would see through their talk, but he doesn't."

"Let's see, what do they demand?" asked the Labor Leader anxiously. "I was so disgusted when I saw the heading 'The Manufacturers' Organization to Strike' in the morning paper that I

THE CANADIAN GROCER

couldn't read the article intelligently." "First and foremost," responded the Labor Secretary, "they demand that the laboring men do 10 per cent. more work a day; second, that they be allowed to purchase raw manufacturing materials wherever they choose; third, that a day's pay shall consist of only \$11, instead of \$13.75, as now; and fourth, that the laboring men shall work only for the Manufacturers' Organization manufactories."

"Preposterous!"

"Certainly! They would take away a Union laboring man's inalienable right to work for whatever mine or manufac-

turing company he pleases! What is this free country of ours coming to, I should like to know!"—N. Y. Times.

INSECTS IN THE GROCERY STORE.

Editor CANADIAN GROCER:

Dear Sir,—Could you or any of the readers of THE GROCER tell me how to get rid of the weevil or small bug which get into flour, rice, barley, mustard and many other goods. They get into bins, boxes, etc., and it seems impossible to get them out. If you can suggest a remedy you would greatly oblige

READER.

Woodstock, June 5.

Perhaps one of the best ways to get rid of bugs and weevil, and one which would be most suitable to "Reader," is the following: Put about 2 oz. of bisulphide of carbon in a wide mouth bottle, covering the opening over with cheese cloth, and set in the bin. Close the lid of the bin down and allow the bisulphide to evaporate. The fumes are said to be sure death to the bugs and weevil. Care should be taken in the performance of this not to bring lamps, etc., into the vicinity of the fumes, as bisulphide of carbon is somewhat of the nature of benzine.

Should the runs of the bugs and weevil be known, a good way to get rid of the pest is to mix well together a teaspoonful of fresh flour, a teaspoonful of white castor oil and enough red lead to make the whole a light pink color, and place the powder on sheets of paper every night in the run. Care should be taken to remove to a safe place during the daytime.

Beetles and bugs are said to be very fond of the juice of fresh cucumbers, but which is a deadly poison to them; so that fresh cucumber peel placed where they are wont to congregate would have the desired effect of doing away with them.

Unslaked lime placed in their holes, or on the floor where they congregate, will also settle them.

There are many other ways of getting rid of these bugs and beetles, but the ones given are the simplest in performance, and are thought to be the most effective. Possibly, however, some of the readers of THE CANADIAN GROCER may have insect exterminating remedies which they may have found efficacious. If so the columns of this paper are open to them.

THE MEAFORD CANNING CO., LTD.

A canning factory is the latest addition to the industries of the thriving little town of Meaford, Ont. The erection of the building is a record breaker as to time. Operations were began only six weeks

We give particular attention to our trade in

RICE

It will pay you to do the same.

We offer special values in

**JAPANS
JAVAS
PATNAS**

See our Travellers' samples.

THE **DAVIDSON & HAY** LIMITED

Wholesale Grocers, **TORONTO**

ago. It is already practically completed and will begin the canning of strawberries in a week or so. The main building is a brick 125 feet wide by 150 feet long. The latest machinery has been installed and 6,000 square feet of storehouse room is provided. The company will put up all kinds of canned goods and report the acreage so much larger than anticipated that the plant will be kept running to its utmost capacity. Earl Thomas, who was with the company at Oshawa, has had charge of the building operations and will manage the plant at Meaford.



"Upton's"

YOUR CUSTOMERS WILL ASK FOR THEM—IT IS UP TO YOU TO BE ABLE TO SUPPLY THEM.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,

SELLING AGENTS, TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

PRODUCTION OF FIRM BACON.

THE annual report of the Ontario Agricultural and Experimental Union has just been issued. In it there is an article on the production of firm bacon by J. H. Grisdale, of the Central Experimental Farm, Ottawa. The following is a review of the most interesting and most useful parts.

There are certain feeds, certain requirements, and certain conditions which influence more or less strongly the quality of bacon as regards firmness.

Let it be remembered that "fat pork" does not necessarily mean "soft pork," but the "fat hog" is the "firm hog" quite as frequently as is the hog that bears a thinner layer of fatty tissue. Neither do certain breeds always produce "soft pork." The influence of locality or climate is very small, save in so far as it influences the kind of food fed the hog.

Mr. Grisdale says that the most common causes of soft pork, so far as has been found out by experiments, observations and inquiry, are :

1. Feeding pigs too rapidly from birth to the required weight. This rushing process, while it does not always give bad results, frequently produces soft sides, and not seldom are the carcasses both "soft" and "thick."

2. "Feeding off," or, rather, selling when under weight or before maturity, experiments have shown very clearly is the one almost certain indication of softness. Generally speaking, the degree of immaturity may be taken as the measure of the softness; that is, the further from maturity the softer the flesh is likely to be.

3. Improper feeding. Pigs fed on any ration not conducive to health, or fed in any way not favorable to thriftiness, are almost certain to yield a large percentage of "softs," while properly fed hogs will yield a high percentage of "hards."

It is perfectly safe to say that 99 per cent. of properly fed and properly cared for pigs will produce firm meat.

Properly cared for pigs means pigs fed under conditions conducive to health and thrift. Airy, roomy, light quarters are the right sort. If space is an expensive con-

sideration, as it usually is, especially in winter, then the small space should be well ventilated, well lighted and should be kept clean. Large runs are not necessary when the other conditions are provided.

The most important factor in the production of firm pork is, undoubtedly, the food. The preparation is apparently a matter of minor consideration, so far as influence upon firmness is concerned, except in so far as it affects the health of the animal.

The rate of feeding is important, as is indicated by "rushed" pigs producing more or less "softs."

The kind of food is, however, the most important consideration.

Corn-fed alone produces a very large percentage of "softs." Corn-fed, with a small proportion of skim milk or whey, gives much better results. The skim milk or whey should constitute at least 10 or 15 per cent. of the dry matter of the ration. A larger quantity may be added without materially affecting the good quality of the food, and cheapens production considerably.

Roots, clover, steamed or green, rape or grass may take the place of the milk with corn and give results nearly as good.

A small proportion of corn with cereals, oats or barley, or with peas, does not have a very injurious effect.

Barley is unsurpassed as a food for the production of firm bacon. Oats are also most excellent. Peas produce good results, and, mixed with other grains, are exceedingly valuable.

Skim milk or whey are almost infallible guarantees of firm pork. The cereals and peas properly fed constitute an almost faultless ration.

Corn may be fed, but must have some counteracting food along with it, or it will give bad results.

RENDERING FAT.

The following letter was received by The National Provisioner from the chairman of the Kansas City Board of Health in regard to the systems of rendering fat :

I have made a thorough investigation as to the sanitary arrangement and working of the Powder process and machinery at The Armour Packing Company's plant.

I have found that from the time the raw material enters the top of the tanks until it is taken out at the bottom, a dry powder, it is never exposed to the open air, and that all vapors are drawn away from the tools by a vacuum pump and condensed.

I was unable to find any part of the system where an unsanitary condition could exist. Nor could I trace any offensive odors to any portion of the rendering plant. In my opinion the Powder system of rendering and utilizing waste is perfectly sanitary, and should be adopted for that reason by all rendering concerns now using the open vat and press system, and also because offensive odors cannot escape to the surrounding neighborhood from it.

BEEF IN NEW BRUNSWICK.

A well-known produce merchant in St. John, N.B., says that the farmers of the province are not paying enough attention to cattle raising. They are giving so much of their time and energy to cheese and butter factories that they are letting a good beef trade slip by them. Last year beef was very scarce, and many tons had to be imported from Ontario, Nova Scotia and other places.

NOW AND WHAT USED TO BE

It would be interesting at the present time, when there is so much discussion going on about the cost of living, about its increase and about this and that which should take place as a consequence, to note the rise in value of a few provision articles since the year 1896.

In 1896 the average price of pork per cwt. was \$4.80, and in 1903 the average so far has been \$8.50. This shows an increase of 69 per cent. Beef shows an increase in value of 25 per cent., being in 1896 \$6 per cwt. and in 1903 \$7.50 per cwt. Veal was worth in 1896 \$6.50 per cwt., while in 1903 it is \$9. This shows an increase of 38 per cent. Lamb has gone up 96 per cent. in value, being in 1896 worth \$5.75 per cwt., and in 1903 \$11.25. Mutton was in 1896 worth \$4.75 and is now worth \$8.50, having increased in value 79 per cent. Butter has risen 47 per cent. in price and cheese 50 per cent. Potatoes, however, show the greatest increase in value, being 166 per cent.

EFFECT OF DROUTH ON MILK SUPPLY.

The continued drouth in Eastern Ontario and Quebec is beginning to seriously affect the dairying industry. Factory-

DAIRY PRODUCE AND PROVISIONS

The Canadian Grocer

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

Codes Used
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LIEBERS
PRIVATE.

LIMITED.

Charlottetown, P.E.I. Canada



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

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

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

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

SEND FOR PRICE LISTS.

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

F. W. FEARMAN CO.

LIMITED

Hamilton, - Ontario.

Pork Packers and
Lard Refiners.

Dealers in



**HAMS
BACON
LARD
CHEESE
BUTTER EGGS**

ESTABLISHED 1852.

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

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

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

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

LIMITED

men are reporting a falling off in the receipts of milk. Farmers in the district say that they cannot recall to mind such a lengthened spell of dry weather at this season of the year.

In spite of this, however, the price of cheese has dropped 3c. per lb. at different points, but should the drouth continue much longer the price of cheese will surely feel the effects and rise in consequence.

Montreal's supply of milk is being seriously impaired. The farmers who supply the demand say that unless rain comes very soon they will be forced to raise the price. The quality of the milk is also suffering.

DAIRYING IN NOVA SCOTIA.

MR. F. M. LOGAN, Government Inspector of Creameries in Nova Scotia, states that there are 35 creameries and cheese factories in operation in that province this season. Steady progress is being made, but the farmers have not realized thoroughly as yet the great importance of the dairying industry.

According to the census returns the total output of the factories is only \$100,000 worth per year, which is not sufficient to supply the local markets. Ontario, on the other hand, exports \$15,000,000 worth in addition to supplying the home demand. Nova Scotia, he considered was better adapted for dairying than Ontario, and he said that it should produce at least \$3,000,000 worth annually.

In Prince Edward Island last year 51 cheese and butter factories were at work, at which was produced 2,586,166 lb. of cheese, valued at \$203,130; and 716,831 lb. of butter, valued at \$117,097.

VISIBLE STOCKS OF LARD.

The N. K. Fairbank Company, Chicago, advise THE CANADIAN GROCER as follows: Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on June 1, to which we add estimates for former years, and stocks in cities named:

	1903. June 1.	1903. May 1.	1902. June 1.	1901. June 1.	1900. June 1.	1899. June 1.
Liverpool and Manchester	13,000	12,000	11,500	15,900	29,000	43,000
Other British ports	4,500	4,500	2,000	5,000	7,000	10,000
Hamburg	15,000	15,000	11,000	3,500	11,500	10,000
Bremen	1,000	1,500	1,000	1,000	3,000	3,000
Baltic ports	12,000	14,500	9,500	7,500	7,000	9,000
Berlin	1,500	2,500	2,800	1,500	2,500	3,000
Amsterdam						
Rotterdam	500	1,200	3,500	1,000	3,500	2,500
Mannheim						
Antwerp	4,000	6,000	1,000	3,000	2,500	6,000
French ports	900	1,000	2,100	2,500	6,000	5,500
Italian and Spanish ports	500	500	1,000	1,000	1,000	1,000
Total in Europe	52,900	58,700	44,600	41,000	73,000	93,000
Afloat for Europe	45,000	40,000	43,000	66,000	45,000	72,000
Total in Europe and afloat	97,900	98,700	87,600	107,000	118,000	170,000
Chicago prime steam	23,949	19,720	45,331	25,383	90,692	161,222
Chicago other kinds	10,611	9,456	9,446	7,339	14,061	8,983
East St. Louis	132	130	115	2,284	11,750	11,052
Kansas City		6,275	4,335	11,62	9,474	26,610
Omaha	6,274	4,197	2,993	5,349	6,202	5,131
New York	7,712	4,452	8,050	8,205	15,224	14,009
Milwaukee	1,977	1,202	790	1,947	7,934	17,459
Cedar Rapids			1,959	2,517	2,232	2,521
South St. Joseph	1,683	2,535	2,995	2,096	4,931	8,388
Total tierces	150,288	146,667	163,634	173,387	280,500	421,375

CANADIAN CHEESE IN ENGLAND.

AS was expected, the steady decline in value of Canadian cheese is a good feature on the British market. The British correspondent of The Trade Bulletin says:

"Buying goes on quietly, and nothing but immediate requirements are engaged for, but that buying is for cheese meant to go straight on to the workingmen's table, and with the weather turned favorable the big consumptive demand which has shown itself since the declension of prices would be still further in evidence. The steady lowering of quotations keeps all the imports moving, and gives heart to the first handler, who finds his fadders turned over immediately on arrival.

"The policy of coaxing demand by lowering of prices has had the intended effect, and stocks of Canadian have been so lowered, that the market felt quite healthy when the week opened, and the better feeling was helped by the fact of Irish supplies being advised as falling off, while Denmark was also said to be taking a slight rest. The consequence was that a steady, quiet trade has been passing all the week."

CHEESE EXPORTS

For the week ending June 5, the exports of cheese from the port of Montreal amounted to 75,613 boxes. For the same week last year the exports were only 48,421. That is certainly a pretty good proof of the wonderful development of Canada's export trade in that line.

BROCKVILLE CHEESE BOARD.

THE regular meeting of the Brockville Cheese Board was held on June 4. The attendance of buyers and sellers was much as usual.

President Rath, who had been appointed a delegate to the meeting in Montreal, submitted his report of the proceedings. It was a very full and comprehensive one. It was adopted and filed.

Then followed a short discussion, in which factorymen were advised to be careful not to ship cheese when in a too green condition.

There was a slight falling off in the offerings, there being only 1,578 white and 1,948 colored boarded. The reason for this was supposed to have been the continued drouth. The salesmen all had the same story of burnt pastures with a corresponding decrease in the flow of milk. The board was assured that if present conditions prevailed for another fortnight the cheese output would be reduced to one half the present amount. It was said that in some sections cows were being sold off for lack of feed.

A sluggish movement prevailed throughout the whole meeting. Buyers showed a desire to hold back their limits, and endeavored to coax the sellers to accept bids ranging from 9 3/4 to 10 1/4c, but in vain. At last the bid was raised to 10 1/4c., and Bissell got 200 colored and Earle 150 white and 43 colored at that price. However, there were only five factories which would let their product go for that money, and so there the sales stopped.

NEW STOCK YARDS FOR WINNIPEG.

Work has been started on the new stock yards at Winnipeg. The space occupied by the new yards is 1,000 ft. long and 250 ft. wide.

The new yards will be thoroughly modern in equipment and will have a capacity of 125 carloads of full-grown stock. It is thought this will be sufficient for the present time. The eastern extremity of the yards will be almost immediately behind Gordon, Ironside & Fares' abattoir, and stockmen are delighted at the change, as the yards will be much more convenient.

The site of the old stock yards will be utilized for the extension of the C.P.R. yards and a portion of the site will be taken up by the new 40-stall engine-house that is to be erected this summer. It is understood that all the shops of the company will be moved to the north side of the main track.

NEW CREAMERY CO.

The Dominion Creamery Company, Limited, Ottawa, have been incorporated with a capital of \$100,000, divided in shares of \$10 each, to carry on in all its branches a general dairy and food supply business. Provisional directors of the company are: James Delbert McCann, John Joseph McCann, George Joseph Elligott, Peter McVeigh, and Thomas Francis Sullivan.

THE PROVISION MARKETS.

TORONTO.

The demand in all lines is very good this week, even better than last. Smoked meats are beginning to have a specially good sale. The market for backs is much firmer, the stocks being very light; they are quoted this week 1/2 to 1c. per lb. higher. Lard has a much easier feeling this week, and there has been a slight drop in the prices. This feeling is not expected to last long, however. The lard season is just beginning, and before long a good demand is expected, which will in all probability strengthen the market. We quote:

Long clear bacon, per lb.	\$0 10 1/2	\$0 10 1/2
Smoked breakfast bacon, per lb.	0 14 1/2	0 15
Roll bacon, per lb.	0 11 1/2	0 12
Medium hams, per lb.	0 13	0 13 1/2
Large hams, per lb.	0 12	0 12 1/2
Shoulder hams, per lb.	0 11	0 11 1/2
Backs, per lb.	0 15	0 16
Heavy mess pork, per bbl.	21 00	21 25
Short cut, per bbl.	23 00	23 00
Shoulder mess pork, per bbl.	18 00	19 00

PURE FOOD INSURES
GOOD HEALTH
MAGIC BAKING POWDER
 INSURES
PURE FOOD.
 E.W. GILLETT COMPANY LIMITED
 TORONTO, ONT.

When you have any

BUTTER
OR **EGGS**

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

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THE **A1**
SAUCE.

A fine tonic and digestive.

The peculiar, pleasing piquancy of
this Sauce at once makes it a gen-
eral favorite.

A Rapid Seller wherever introduced.

Terms and Free Sample Tasters on
application to our agent,

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

SOLE MANUFACTURERS

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

Grimble's

PURE MALT



Vinegar

Brewery: London, England.

Agent:

MR. I. S. WOTHERSPOON,
Board of Trade Bldgs., MONTREAL.

The Canadian Grocer

Lard, tierces, per lb.	0 10½
" tubs	0 10½
" pails	0 11
" compounds, per lb.	0 08½
Dressed hogs, light weights, per 100 lb.	8 50
" heavy	7 50
Plate beef, per 200-lb. bbl.	15 00
Small butchers' hogs	8 00
Beef, hind quarters	7 00
" front quarters	5 00
" choice carcasses	6 00
" medium	5 50
" common	5 00
Mutton	7 00
Lamb	9 00
Veal	8 00

MONTREAL.

The market continues steady for hog products and there has been a fair movement of both Canadian and American during the week. Lard meets with a good demand, but while inside quotations have been shaded for round lots for ordinary business our range is a fair one. There is a good local inquiry for smoked meats at steady prices. We quote:

Heavy Canadian short cut mess pork	\$22 00	\$23 00
Light Canadian short cut clear pork	21 00	22 00
Canadian short cut back pork	21 50	22 50
American short cut clear pork	22 00	24 00
American fat back pork	24 00	25 00
Hams, per lb.	0 12	0 13
Bacon, per lb.	0 14	0 15
Extra plate beef, per bbl.	14 50	15 00
Pure Canadian lard, in tubs, per lb.	0 10½	0 11½
" " " pails, per lb.	0 11½	0 12½
" " " cases, per lb.	0 12½	0 13½
Fairbank's "Boar's Head" lard compound, 8½c. tierce basis, with extras as follows:		
60-lb. tubs, over tierce	0 00½	
20-lb. wood pails, "	0 00½	
10-lb. tins, "	0 00½	
5-lb. tins, "	0 00½	
3-lb. tins, "	0 01	

DRESSED HOGS.—At the abattoirs fresh killed dressed hogs sold this week at \$8.50 per 100 lb.

ST. JOHN, N.B.

We quote barreled pork lower. The sale is very light, and as one merchant says, "it has a black eye." Beef is also easier, with little sale. Pure lard is lower, and moves slowly; as yet the price of refined lard has not changed. In fresh beef there is a fair sale at even figures; the large supply of fish affects demand. Veal is still plentiful, and quite low. Mutton is only in light demand. Lamb has changed but little in price, but you get more for your money. There is light business in pork; price is quite firm. We quote:

Mess pork, per bbl.	\$21 50	\$22 50
Clear pork	21 00	22 00
Plate beef	14 00	15 00
Mess beef	12 50	13 00
Domestic beef, per lb.	0 06	0 07½
Western beef	0 08	0 09
Mutton	0 08	0 09
Veal	4	0 07
Pork	0 07½	0 08
Hams	0 14	0 15
Short rolls	0 12	0 13
Lard, pure, tubs	0 11	0 11½
" " pails	0 11½	0 12½
" compound, tubs, per lb.	0 09	0 09½
" " pails	0 09½	0 09½
" Fairbank's refined, tubs, per lb.	0 09½	0 10
" " pails	0 10	0 10½

Dunn Bros.' pork factory was burned this week. For their smoked meats, particularly bacon, they had more than a local reputation.

DAIRY PRODUCE.

TORONTO.

BUTTER.—The receipts of butter have been very heavy this week. One dealer says he doesn't remember ever having such large receipts. The demand is, however, very good, and the market has not weakened so much as would naturally be expected. There is, however, a slight accumulation of creamery butter, and prices are somewhat easier. Practically

DAIRY PRODUCE AND PROVISIONS

all butter coming in just now is grass. The greater percentage of stocks received this week were tubs. June butter is of course the best butter for packing, and that accounts for the heavy receipts in that line. The British market for Canadian butter remains in about the same condition, so that there are practically no shipments being made. However, it is expected that the British has reached its lowest limit, and there will be very shortly a firmer feeling. Creamery prints in this market are quoted 19 to 20c., but 19c. is the prevailing price. We quote:

Creamery prints	Per lb.	0 19	0 20
" solids, fresh		0 18	
Dairy rolls, large		0 14	0 15
" prints		0 16	0 17
" in tubs		0 14	0 15

CHEESE.—The cheese market continues to weaken. The shipments to Great Britain have been much stimulated by this feeling. However, shippers complain that they make very little on their consignments, and are clamoring for still further decline on the Canadian markets. On June 6 cheese sold as low as 10½c on some of the boards, and very little sold on any of them above 10 7/16c. The continued drouth in Quebec and Eastern Ontario will tend to strengthen the market a little. Large cheese are quoted on this market ½c. per lb. lower than last. We quote:

Cheese, large, new	Per lb.	0 11	
" twins, new		0 11½	0 11½

MONTREAL.

CHEESE.—The traders who like to gamble on the short side of the market have been lucky until the present week. Up to now forward selling at less than current market quotations has proved profitable, but toward the close of last week, a change set in and one or two exporters here who had sold June cheese for this week's shipment, found that they had to fill at a loss. The turn in the market was sudden owing to this condition, and the firmness may relax after the shorts are filled. To day buyers who really wanted to trade had to pay what sellers asked or do without. For Ontario colored 10½c. was the general idea, while 10½c. was made for Quebec colored goods. The demand was chiefly for these, but Ontario white were quoted at 10½c., and Quebec do. 10½c. At the wharf Monday morning 6,000 boxes of Quebec cheese were turned over from first hands at 10½ to 10½c. The volume of the output judged from these offerings has not shown much shrinkage for the same day last year they were 50 per cent. less, being only 3,000. Arrivals to day, also in the aggregate, were 26,000 boxes, so that long continued though the drought may be, the cheese keeps pouring in here.

BUTTER.—The butter market continues steady, and sellers had no difficulty to-day in making 18½c. for finest Quebec creamery, while leading Townships brands were difficult to obtain at this price, 18½ to 18½c. being asked. At the wharf 500 pkgs. of Quebec creamery sold from first hands at 18½c.

ST. JOHN, N.B.

BUTTER.—The sale is not particularly active. Prices have shown little change, but it is expected the extreme dry weather will tend to fuller figures. Best stock is always in demand at top prices.

EGGS.—Prices, while low, tend firmer. There is but a fair sale. Quality of stock offered is good.

CHEESE.—While prices have tended lower from the very high prices asked, quite full figures are still obtained. Demand is for small cheese. We quote:

Butter, creamery prints, per lb.	0 24	0 25
" creamery solids (fresh made), per lb.	0 22	0 24
" prints	0 20	0 22
" tubs	0 14	0 16
" tubs, selected, per lb.	0 18	0 20
Eggs, new laid, per doz.	0 16	0 18
" case stock, per doz.	0 13	0 14
Cheese, per lb.	0 12½	0 13

PROVISION NOTES.

THE recent snow storms in the West have played havoc among the stock on the plains. Thousands upon thousands of head are reported to have perished.

Turcot, Delphis & Co., butchers, Montreal, have been registered.

C. H. Parker & Co., butchers, Tilsonburg, Ont., have been burnt out.

Campbell & Fletcher, butchers, Olds, Alta., have sold their stock to J. Hayes.

Larivierre & Pilon, butchers, St. Antoine De Bellevue, Que., have been registered.

The Trimble Creamery, Red Deer, N.W.T., made 11,663 lb. of butter during the winter season.

Gelinas & Desaulniers, butter and cheese makers, St. Anne De Riviere Du Loup, Que., have been registered.

R. Lang & Co., egg and produce merchants, Petrolia, Ont., have sold their business to Dundas & Flavelle Bros.

Williamson Bros., Edmonton, recently shipped a car of 130 hogs to Calgary. Their buying price was from 5¼ to 5½c. per lb.

Brodie & Forester, Stouffville, Ont., recently shipped 60 fine cattle to the Old Country. Both buyers sailed with their stock.

H. G. Niven, of W. Niven & Son, Montreal, has been nominated for membership of the Montreal Produce Merchants' Association.

The butchers and grocers of Brantford and Hamilton have decided to hold a joint picnic. It will be to Niagara Falls on July 15.

The Petrolea Packing Co., Petrolea, Ont., exported five carloads of goods recently. This is the heaviest single shipment made by the company.

John Wilde, who has been in the employ of the Meat Co., of Collingwood, is about to engage in the butchering business with J. Dawson in Rosthern, N.W.T.

Ball Bros., proprietors of the Royal Provision Market, Sydney, have opened a branch business in the McKay block, near the Nova Scotia Steel and Coal Co.'s store.

Live stock breeders of Canada will make a big exhibit at the World's Fair, St. Louis. The Government has been petitioned to assist to the extent of \$250,000.

The butchers of Walkerton, Ont., seem to be in for a snap. Beginning on June 8 they have agreed to close their stores after 1 p.m. every day except Saturday and days before holidays.

Perrigo & Jamieson, of Renfrew, have purchased the butchering business of Eli Abraham, Liskeard, New Ontario. They have obtained the contract for supplying the gangs working on the new railway in that district.

THE CANADIAN GROCER

Only the dainty top leaves and flowery shoots of the best "hill grown" Ceylon Tea are used in

Blue Ribbon Ceylon Tea

The coarser, more fibrous leaves that contain the tannin are left out. Blue Ribbon is absolutely the best tea on the Canadian market. One you can push to your profit and ours. Let's get busy.



SAVE 25% on your HOUSE PAINTING.

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

DIRECTIONS:

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

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

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

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

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

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

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

THE CANADIAN GROCER

CHAT

ONTARIO.

Reserve this date, July 22, for the Toronto retail grocers' annual excursion. It is to Niagara Falls this year, via the Niagara, St. Catharines & Toronto Navigation Co.'s boats to Port Dalhousie, and from there to the falls by electric railway. The fare will be \$1 for adults and 50c. for children. Music will be provided on the boat. It should be a very enjoyable event for the wholesale and retail grocers of Toronto.

James H. Gilmour and Albert Gilmour, of the firm of Gilmour & Co., Brockville, have filed a petition for a winding-up

has always been a success, and it is expected that this year will be no exception. The music for the occasion will be furnished by the 13th Band, and 5,000 people will likely enjoy themselves at the park.

The general store of G. F. Dean, Lobo, near Stratford, was destroyed by fire. Loss was over \$3,000, and the insurance was only \$2,200.

Strawberries are reported to be very plentiful in the vicinity of Hamilton. This cannot be said of some parts of Canada where rain has not put in an appearance for so long.

QUEBEC.

Unless rain comes very soon to the scorching districts of Quebec, it is feared that there will be a dearth in the fruit production.

BRITISH COLUMBIA.

The West End Grocery Co. will carry on the business lately conducted by Erskine, Wall & Co., Victoria.

No agreement has as yet been arrived at between the canners and fishermen. The fishermen refuse the scale of wages offered by the canneries.

PRINCE EDWARD ISLAND.

It is estimated that 60,000 lobsters are trapped daily along the Prince Edward Island coast.

NORTHWEST TERRITORIES.

The Territories' trade in oats with the Yukon has made a great increase this year.

There is a large new canning factory, being erected at Steveston, on the site of the old Imperial. The machinery is now



FISH WEIR, ST. JOHN HARBOR.

order of the Newboro' Canning Co. The petitioners have a judgment against the company for \$926 damages, and they claim that the company is now insolvent.

James Sloan, a retired grocer and liquor dealer, who formerly carried on his business at corner of Queen and Simcoe streets, Toronto, recently died in the General Hospital.

J. F. Smyth & Co., Windsor, have sold out to the Canada Grocers, Limited. Mr. Smyth will become a director of the company, and will continue to manage the Windsor branch.

The Hamilton grocers' annual picnic will be held on July 15th, to Victoria Park, Niagara Falls. In past years the picnic

NEW BRUNSWICK.

Jones & Schofield, wholesale grocers, St. John, have purchased the wholesale business of Adams & Currie Co., Campbellton. The newly acquired business will be operated as a branch of the one in St. John.

The lobster hatchery at S hemogue will shortly be in operation, it is expected. It is thought that between 50,000,000 and 100,000,000 will be hatched out before the close season.

NOVA SCOTIA.

Selwyn Morton, of the commission firm of S. G. Morton & Co., Halifax, recently died of pneumonia.

being installed, and the cannery will be under operation shortly. The new cannery will be the largest on the river, the capacity being 60,000 to 80,000 cases for one season.

TRADE AND LABOR.

A well-known business man, writing from St. John, N.B., says that trade there is very fair, but that they are beginning to suffer from lack of rain, while the weather up to the time of writing has been exceedingly cool. Referring to the labor markets, he said that good men were scarce. "Indeed," he added, "mighty scarce."



A Little Reflection



at the beginning saves many a disappointment in the end.

We've all experienced this.

Now you may be offered vinegar, with guarantees innumerable, yet price away below that of standard vinegar. **YOU SHOULD REFLECT RIGHT HERE**—and ask yourself: "Are these people in business for their health only?" If you conclude they are out for a living profit even—then look out for the quality—or lack of quality—in the low-priced vinegar—**because** it's a proven fact that high class standard vinegar cannot be marketed for less than the prices asked for "Imperial."

We founded our business on quality.
Established our reputation on quality.
On quality we ask for your confidence and business.

"Imperial" is clear as crystal, delightful in flavor, and specially adapted for pickling purposes and table use.

One Quality 16 to 32
5 Strengths Cents

Sold by First-Class Wholesale Grocers in Canada.



MANUFACTURED UNDER GOVERNMENT SUPERVISION.

IMPERIAL VINEGAR AND PICKLING CO.
LIMITED

HAMILTON.



Window and Interior Displays

Timely Hints
and Suggestions.

A DEFINITE IDEA.

By A. R. M.

THE artistic side of window dressing should not be neglected. But it is also necessary to think of something else besides artistic style. Of course an artistic window display, even if it has no other qualities, is a good advertisement to any grocery store. A handsome and neat window display, even if devoid of the qualities which promote sales, at least gives the store an attractive appearance. Most people are attracted by the prettiness of anything, and, naturally, would think well of a grocery where there is such a display.

However, the best kind of a grocery window is one that is not only attractive and artistic, but is one that is so arranged as to bring into prominence one line. If a person's attention is attracted to one article in the window, the mind becomes centred on that article. The result is on condition that it is a worthy article that a desire to possess it is created.

If the eye lights on a whole array of things, no one more prominent than another, that desire would not take possession of a person. It is not always easy to combine the artistic window with the one that tends to create a demand. Preference should be given to the window that sells, even if it does not look so artistic as might be.

There was to be seen on King street, Toronto, recently a window in which was displayed a chest of tea. The box was rough, and the general appearance of the window was not very attractive. However, it served a purpose: it attracted people's attention to the tea. In the tea was stuck a ticket stating briefly why it should be a good seller. In spite of the lack of artistic taste it created a demand for the tea. Therefore, it was a good window.

Across the street was another grocery window display. It consisted of a couple of tea chests, whether full or empty it could not be said; in front was a pile of canned goods, which had rather an ancient appearance. This display served no purpose, or at least, if there was one, it wasn't very apparent to the observer. Contrast between the two stores—one was alive and the other dead.

A simple artistic window certainly wears longer than those devoting special attention to one line of goods. To make

a successful window dressing campaign, those kinds of window displays should be changed very frequently, so that people will not become weary. Frequent changing of windows also gives the store a very business-like appearance.

One great fault to be noticed in window dressing is the crowding. Dressers seem to think that they cannot have quality without quantity. A window well filled sometimes looks well—that is if the arrangement is artistic—it depends upon the goods. For instance, a heavy display of canned goods is very striking, and yet does not give the window a crowded appearance. However, this does not hold good with many lines of goods.

Some displays are seen in which dozens of different lines of goods are represented—in profusion also. They look as if the grocer had tried to show everything in his store to the passer-by. This sort of display serves one purpose, namely, lets people know that there is a grocery store behind; but that's about all it does. It fails in the most essential feature of a display:—it isn't a seller, it won't create a demand for any line of goods.

Window dressing is a science; it cannot be learned in a day. New ideas are necessary each time a window is dressed, and new ideas do not come without study. A window dresser should study other windows; he should criticise other people's display. In so doing new ideas are sure to crop up. The more original a display is the stronger it is. Of course originality can be carried to extremes, and then the display becomes a freak.

When the dresser starts out to dress a window he should have a purpose in view. If he sets to work with the idea of only making a display in the window, that is all he will do. There will be no point in it; it will simply be a show of goods. As in an advertisement the writer having something definite to say can make the advertisement speak, so a window dresser having something definite to display, can make the display speak.

SPECIALIZING.

Every grocer should try to carry at least one specialty. He should sell one article that is the best to be had in his town for the money. If a grocer sells the best coffee in town for 30c., this fact will soon become known, and people who come in to buy coffee will buy other sup-

plies. If there is much competition in the town it is likely that it will cost the grocer something to do this, but he should charge the expense to advertising. He will find that the returns will amply justify the expense.

CLEANLINESS IN THE GROCERY.

FEW dealers in groceries seem to appreciate what a valuable asset is absolute cleanliness. It not only serves to attract customers, but will give the store a reputation for high-class service which a slovenly competitor cannot earn.

Eternal vigilance is all that can give the store an established reputation for cleanliness. Floors must be kept clean, shelves and counters dusted, perishable articles covered to keep out flies, articles which are easily injured by exposure must be kept in air-tight showcases.

The store should be so ventilated that rancid and disagreeable odors will never be allowed to accumulate. Greasy barrels and tubs should be placed so that they will not come into contact with women's skirts, and counters and scales should be kept free from anything which is liable to soil the clothing of customers. Women customers should not be compelled to walk about the store with their skirts tightly drawn about them for fear that they will come into contact with a protruding nail, or soil them in pushing through narrow aisles on unclean counters and displays.

A little care in keeping the store in presentable condition and systematic arrangement of stocks will save many times their cost in pleased customers.

AN ODD FUNERAL.

A very peculiar funeral took place in Ottawa on June 8th. It was that of S. J. Major, wholesale grocer, York street, that city.

The funeral was in accordance with the wishes of the deceased grocer. The ceremony was as follows: The body was borne in a chariot to the cemetery in an exposed state. The conveyance was burned after the funeral, as well as the floral tributes. The business establishment of the deceased will remain almost completely covered with drapery for 40 days; and the wrapping paper used during the same time will be of special make with a black border.

NOVA SCOTIA MARKETS.

Halifax, June 8th, 1903.

BUSINESS in the wholesale grocery line was only fairly active last week. Besides the expected slack season at this time of the year, the numerous forest fires all over the province have had a detrimental effect and the orders coming in have been small. The week's work in the business houses here has, however, been brisk, as many orders previously booked were being shipped off. The backwardness of the season and the want of rain have created a less hopeful feeling, as much depended upon a fine season and good crops, and this change is noted in the letters of the travellers to headquarters, and also in the volume and number of their orders. Rain has come, however, and there is every prospect that there will be enough to stamp out the forest fires. There has been already enough to warrant the expectation of better crops than could have been counted on a week ago. The retail trade has been good.

* * *

The markets for the greater number of staple articles have been stationary. Beans, which have been high all the season, are 10c. higher, the quotation being \$2.10 to \$2.20 for hand-picked and 10c. less for primes. Flour has shown some firmness, and millers are asking 10 to 15c. advance. There is an easier feeling in American pork, and prices have declined where any large quantity of stock was held. Barrelled beef is about the same. P. E. Island pork is unchanged. Canned goods, especially peas and corn, are scarce and firm, with a good demand.

* * *

Eggs are showing a stronger tendency than usual at this season, and most of the jobbers advanced the price last week from 13 to 15c. Potatoes are scarce and firm at 60 to 65c. This price may ease off a little now since the seeding demand has ceased. Lamb is now plentiful in the market. Beef is only moderately plentiful and western beef is being imported. Chickens are in light supply, and are worth 75c. to \$1 a pair. Other fowls are scarce.

* * *

The local market is very liberally supplied just now with fresh fish—lobsters, salmon, trout, halibut, haddock, shad, mackerel, herring—one can have their choice, fresh almost every morning. The shore fishermen have been doing very well lately with the first run of mackerel, and even the United States seiners, with the renowned Capt. Sol Jacobs at their head, have done well even outside the

CONDENSED OR "WANT" ADVERTISEMENTS.

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

SITUATIONS VACANT.

BAKER—First-class on bread and cakes; steady job to right man; state wages and experience; new bake shop and oven. T. W. Evans, Thamesville, Ont. f

BAKER—Immediately—Extra good on bread. C. O. Luton, Belmont. f

EXPERIENCED tea and coffee salesmen for Canadian territory—Only salesmen who have present acquaintance with best grocery trade in the Dominion, will be eligible. Address with references, including recent employer. Thomas Wood & Co., 428 St. Paul st., Montreal. (24-3)

MILLER—With some experience; married; total abstainer from liquor and tobacco. Apply stating wages, to The Burgess Milling Co. Ltd. Allan's Mills P.O. f

SIDE LINES WANTED.

WANTED—Side lines for Prince Edward Island; suitable for general and grocery trade. Address Box 28 CANADIAN GROCER. 23-2

FOR SALE.

FOR SALE—City and town rights (no fake) for preserving eggs; cold storage not needed; if interested, write for circular. Address Box 29 CANADIAN GROCER. 23-2

FINE grocery business for sale; about \$9,000 to \$10,000; sales about \$40,000 annually. Write at once or wire S. G. Read, Brantford, Ont. f

GOOD chance for beginner—Well-established cash business for sale in growing village; well assorted general stock in a good stand and district; must be sold. Apply, Box 34, CANADIAN GROCER. (24-3)

GOOD business opening—Store with dwelling attached, recently fitted up for general store. now doing cash business of twenty thousand; only one other in town of thirty-five thousand; two large factories just started in vicinity; splendid proposition. Write, Box 33, CANADIAN GROCER. (24-1)

GROCERY business in St. Thomas; new stock; new fixtures; about \$800; a bargain for cash. Apply Box 217, St. Thomas. f

COFFEE ESSENCE

SOLE purchasing agent wanted for a very fine coffee and chicory highly recommended by The Lancet, THE GROCER and other papers. Highest awards where shown. Apply "Essence," THE CANADIAN GROCER, 109 Fleet st. London, Eng. (24-4)

THE ROOF Gets the Worst of it

There no shelter for it—it shelters the rest from the force of the elements.

That's why you need the very best shingles, no matter where else you stint.

Eastlake Steel Shingles

are absolutely Fire, Lightning, Rust and Leak proof, and easy to apply. They've been proved long since the most reliably perfect and long lasting kind you can find.

Galvanized or Painted.

The one kind that always satisfies.

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

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

WE KEEP ALL CODES.

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

THE NATIONAL COFFEE CODE AXTELL'S

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE AXTELL'S

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

Price, \$1.00 per copy Postpaid.

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

AMERICAN CODE COMPANY 83 Nassau Street, - NEW YORK CITY Discount to dealers only.

three-mile limit. But, at the same time, they reported when they got home that the greater part of their catch was taken "at nights and on foggy days." This looks suspicious, even though we have a goodly number of fishery protection cruisers along the coast.

* * *

The lobster fishermen on all parts of the coast, this season, have been doing extra well. The steamer *Evangeline* which sailed for London on Saturday night from this port, took 40 cars of freight, a large part of which was canned lobsters. Live lobsters have also been exported largely. From the commencement of the season, December 15 last, to June 1, 18,805 cases were shipped at Yarmouth for Boston. Last Wednesday's shipment was 710 cases. These brought all the way from \$20 to \$25 at the first of the season, to \$12 to \$15 later. The price last week was \$12. Considerable quantities have also been shipped from Halifax to Boston, and some trial shipments have been made in Ontario. An effort is being made to get reduced rates, with refrigerator cars, on the I.C.R. so that Ontario may be regularly supplied with our fresh fish, as we have many valuable varieties not available in inland waters.

* * *

The sugar and molasses situation remains unchanged. Some imports of molasses arrived from the West Indies last week.

R. C. H.

ROASTING COFFEE BY ELECTRICITY.

A NEW coffee roasting machine, invented by Geo. C. Lester of New York city, and operated by electricity for both power and heat, has aroused considerable interest among those who have seen it in operation, and who know and appreciate what such a machine may mean to the coffee-roasting industry. Mr. Lester has taken out patents covering it in the United States and all Europe. Three machines have been built, the smallest of which is now in Germany on exhibition. It roasts 2 lbs. One of the others is a 50 lb. machine; the other roasts four hundred lbs. and is therefore a two bag roaster. The machine can be built to roast any quantity of coffee from 1 lb. to 10 bags and even more.

Many claims of superiority are asserted for this coffee roasting device over others. Among them are that the shrinkage in roasting is only from 3 to 5 per cent. less and that the drink of the coffee is made far superior to that roasted on the old style machine using combustible fuel.

The machine is constructed so that the coffee is placed in a receptacle, or rotary drum, covered with perforated metal and surrounded with electric heaters so that contact between the coffee and the heaters is avoided. Moreover, as the electric heat is pure and unlike combustible fuel, the coffee does not come in contact with nor pass through any obnoxious fumes.

The heaters are connected up in the electric circuit from the generator, whereby one or more may be cut in or out of the circuit, thereby regulating the intensity of the heat; or, in other words, the heat may be increased or decreased instantly when necessary by the switchboard controlling the heaters.

The machine is compact and slightly in appearance, and takes up less room than the old style machine. It does not require any shafting, pulleys or belting, as the cooling or suction pipe tank for receiving the coffee after it is cooled, the fan for cooling and elevating, and the motor furnishing the power, are all compact and complete. The outside of the machine is covered with asbestos and canvas. The drum being air-tight there is no chance for the aromas or flavors of the coffee beans to escape, and hence the beans retain all the original and essential qualities. A portion of the moisture that the bean contains in its green state is also retained, and this explains the saving of shrinkage.

It is understood that a company will be formed shortly to manufacture and place the machine on the market.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

THE R. & J. H. Simpson Co. report the arrival of new-pack canned finnan haddie, "Thistle" and "King" brands; also new-pack sardines, 1/4s in oil, at close prices.

"Golden" vinegar is one of Lucas, Steele & Bristol's leaders.

Perkins, Ince & Co. have just received a new season's shipment of Japans. The quality of leaf is quite up to average of last year, first arrival, with price in advance of last year by 3 cents per lb.

Examine Lucas, Steele & Bristol's natural colored and Japan made Ceylon teas.

E. D. Marceau, St. Paul street, Montreal, calls attention to the fact that there arrived at Vancouver on Thursday last the ss. Vancouver with a shipment of new Japan tea, which will be on the market in 15 days at the most. Although the

advance has been 5c. per lb. at primary points, he is only asking a rise of 2 1/2 c., sharing the difference with his customers. He is also offering special Young Hyson at low prices, and a lot of 5-lb. boxes of Japan, which are scarce on the market.

PERSONAL MENTION.

Mr. G. H. Johnston, who just recently started in business as a general merchant in Baldwin, Ont., was in Toronto last week on business. Mr. Johnston says his prospects are very bright for a good trade in that district. He is conducting his business on strictly cash principles, and he says that so far it has met with unqualified success.

A NEW FRUIT CLEANING COMPANY.

A new fruit cleaning establishment has been opened by J. T. Adamson & Co., in Montreal, and it promises to be one of the most satisfactory of its kind in the country. The latest and most improved machinery has been installed, and the plant is up to date in every particular. All kinds of dried fruits are cleaned by them, and a glance at a sample of the work done is sufficient to convince anyone the fruit is turned out in excellent condition. The offices of the company are at 27 St. Sacramento street, to which all communications should be addressed.

BAKERS' PICNIC.

The Master Bakers' and Bread Drivers' Association of Montreal held a meeting on Monday evening, June 8, and discussed their annual picnic. It was decided to hold it on Tuesday, August 4, at Highgate Springs, Vt. The following officers were elected to see about the arrangements: Chairman, F. Stevens; treasurer, George Hault; secretary, W. J. Damant; hon. president, E. J. Stuart; hon. vice-presidents, A. Strachan and J. Strachan. Collectors, A. Strachan, J. P. Lloyd, W. J. Brown, F. Sanche. General committee, N. Dupre, W. Wilkinson, A. Hastie, H. Tuggey, H. Sampson; T. Thompson, F. Sanche, C. Damant, W. Bryson, A. Seeds, J. B. Vien, R. Fletcher, J. Brouillet, and P. Moore.

TO SHIP FROZEN MEATS.

The New Zealand Government has decided to go into the meat shipping business. The Government intends to buy meat in the colony and ship it direct to the United Kingdom, where depots are to be established in the great commercial centres. The first of these will be established at Glasgow, Manchester, Liverpool and Cardiff, and will be run in the

A WISE MAN ANTICIPATES HIS NECESSITIES AND PREPARES FOR THEM—
ALL WISE GROCERS—ANTICIPATING A PROFITABLE SUMMER TRADE IN

Camping and Picnic Supplies ARE STOCKING UP WITH

“COLUMBIA” Potted Meats, Soups,
 Catsups, Salad Dressings,
 Boston Baked Beans.

BY FAR THE MOST POPULAR AND
 FASTEST SELLING LINES TO-DAY— **THE LEADERS IN QUALITY.**

SOLE CANADIAN AGENTS— OUR TRAVELLERS WILL TELL YOU MORE ABOUT THEM.

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

name of the New Zealand Government by a local superintendent.

This scheme is exciting much criticism by the English papers. New Zealand beef is not of sufficient good quality to command a large sale there. Frozen beef cannot compare with chilled, which is not importable from New Zealand, on account of the long distance. This proposed scheme of Premier Seddon's has caused the shares of British meat companies to decline in value, and the Manchester Meat Retailers' Association has entered a formal protest.

However, the scheme has given fresh impetus to the project of the Canadian Produce Company. This company proposes to open at least one Canadian depot at every important shopping centre in London—100 in all; while 50 more will be opened in other cities.

MANITOBA MARKETS.

WINNIPEG, June 8, 1903.

ALL conditions have been favorable for trade during the week. The weather has been fine and warm with a few light showers. The weather continues all that anyone could desire for crops, and everywhere the reports are of first-class growth.

Trade continues to be steady and prices are firm. By another month there will be the usual dulness in the city trade that comes with the families leaving the city. Farmers' produce is growing more plentiful. There was a strawberry famine in Winnipeg during last week owing to the destruction of berries in the flooded districts, but on Friday the first car of Hood River berries arrived. The fruit was in prime condition and sold within an hour for \$5 per crate. A car of Hood River berries will be received daily now until the close of the season at that point. It is not expected that prices will be much lower, as the demand for these berries is so enormous that very fancy prices are asked

and obtained at the point of shipment. All other lines of green fruit are selling well, but there are no changes of price to report.

CANNED GOODS—Corn is easier and sales have been made as low as \$2.10, and \$2.15 is a regular quotation. Peas, however, are growing scarcer and the price has advanced sharply, at least, sales have been made at advanced figures, though a higher quotation is not regularly given. The stocks here are not sufficient to carry the trade until the new pack is at hand.

CALIFORNIA EVAPORATED FRUITS—Are steady and unchanged, with the exception of peaches, which have shaded lower for the last two weeks, being 8c. for standards and 8½ to 9c. for choice.

DRESSED AND CURED MEATS—The market for both dressed and cured meats is active, steady and without change for a single line.

DAIRY PRODUCE—The supplies are increasing, but not to the extent expected this week. Creamery butter, however, is lower and the latest sales have been 19c. for boxes at factory. Extra choice dairy in separator bricks brings 17c. net Winnipeg, and good fresh tubs 15 to 16c., but a large quantity is being sold at prices ranging from 12 to 14c.

CHEESE—New Ontario cheese has arrived and is quoted at 13½ to 14c. New Manitoba cheese is worth 11½ to 12c.

EGGS—Supplies have increased, but the demand has been so great that the price has remained at 12½c. net Winnipeg. The pickling season will soon be over and prices will soon drop sharply, though owing to the influx of immigration the home consumption will be larger than in previous years.

Mr. H. C. Boomer, Toronto, leaves next week for an extended trip to Europe. He expects to return in September. Mr. Boomer's many friends wish him bon voyage.

OTTAWA RETAIL GROCERS' ASSOCIATION.

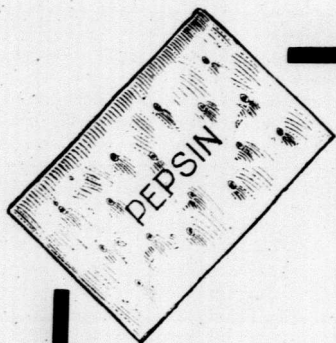
THE regular meeting of the Association was held on Monday, 8th inst. President Provost in the chair. There was a good attendance of members. Reports from several committees were received.

The pedlar question was again brought up by Mr. Cummings, who had ideas of his own. The question was discussed and the Association feel determined to try and stop the nuisance. Now that the summer trade opens up the pedlars are springing up like mushrooms. A committee consisting of the president with Messrs. York and Cummings were appointed to wait on the Police Commissioners at an early date.

In regard to the annual excursion, the committee brought rates from different companies to different places, but no excursion rate could be had for Dominion Day, except to Cornwall. As there was a feeling that we should go to another point this year, owing to Cornwall having the grocers for two years, the committee were instructed to wait on the railroad companies again and get further information, when a special meeting will be called. It is possible now that the grocers' excursion will be held on civic holiday, some time in August.

The question of affiliating with the Retail Merchants' Association of Canada was discussed, and the general impression is that it will be a great benefit to the local association, as it will strengthen their hands in several important matters they are endeavoring to carry out. A notice of motion that we become the grocers' section of Ottawa was given for the next regular meeting.

A resolution of condolence was passed expressing the sympathy of the association with the family of the late S. J. Major. The secretary was instructed to forward a copy of the resolution.



THE MODERN BISCUIT.

The tendency of the age is to have all our foods as health-giving and as nourishing as possible. We have extended this to biscuit foods. Our new

PEPSIN

biscuit therefore stands alone—a soda biscuit of appetising crispness, possessing nourishing qualities not even claimed by others.

It is the successful result of numerous hygienic experiments with biscuit foods.

WRITE FOR PARTICULARS.

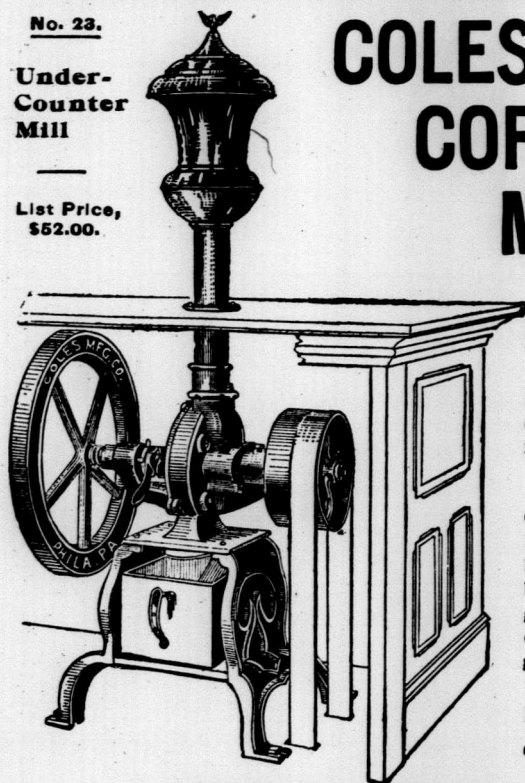
The Imperial Biscuit Co., Limited, Guelph, Ont.

1, 2 and 3-lb. PACKAGES ONLY.

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

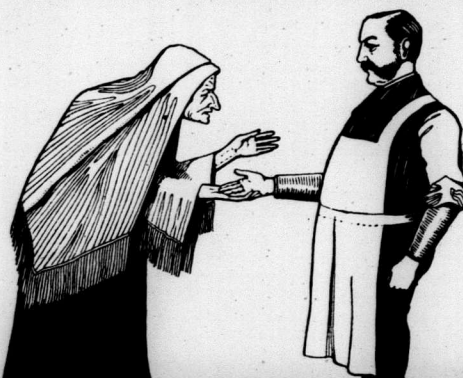
Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.



A Peep into the Future

We cannot tell your fortune, but we can help you make it.

Our plan is very simple; you will be surprised at what a change a DAYTON MONEYWEIGHT SCALE, with the new invention, the Nearweight Detector, will make in your monthly profits.

One man tells us, "It pays the hire of my best clerk." Another says, "I had no idea of the loss."

We believe this system will do as much for you.

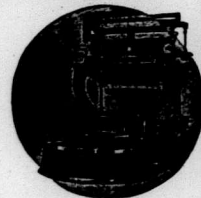
Now here's what we want you to do, spend one cent for a post card, address it to us, and ask for our 1903 Catalogue. Not much, is it? This book will help you

Ask Dept. M. for Catalogue.

DO IT TO-DAY

Save three Pennies

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





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

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Cable Address { Adscript, London.
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ATTRACTIVE GROCERY STORES.

WHY is it that some grocery stores are so very much more attractive than others? Why is it that some merchants can make their stores so bright and enticing, while others cannot? That question might, however, be asked with more reasonableness in another way. Why is it that some merchants do make their stores so bright and enticing, while others do not? There is no question of the possibility of making a grocery store attractive if the grocer wishes to do so.

The fault with a good many grocers is that they allow themselves to be taken up too much with their duties of buying and selling, forgetting that the keeping of their store attractive is as truly a part of their business as the buying and selling of goods. They grow careless and their clerks grow careless, and consequently things go on in any old way.

The contrast between some grocery windows is striking, indeed, very striking. Surely, if some grocers would compare their windows with some of their neigh-

EDITORIAL

The Canadian Grocer

bors', they would take a hint and do something to make their own a little more presentable.

There are very few windows that can be dressed to such advantage as those in the grocery store. If well got up, a grocery window makes an exceedingly good appearance; so there is no excuse for a grocer not having his show window attractive.

A grocer also should see that his window is not spoiled by being left too long. The handsomest of windows will become stale in time; people like new things as well as pretty things, and so to attract people's attention a window should be changed as frequently as possible.

The arrangement of goods on the shelves is another thing that all grocers are not so particular about as they should be. The goods are not always free from dust, and not a very good impression is made on the customer's mind if the salesman has to use a dusting cloth on some article taken from the shelf. Often, too, the shelves are allowed to become half empty, and this presents a neglected appearance.

Then, again, some merchants have their floor space taken up with anything but showy articles. Sometimes lady customers have to be careful how they swing their skirts for fear of coming in contact with nails sticking out of boxes of soap and other goods leaning up against the counter.

Perhaps some grocers may think that such things are unimportant; that if they keep good groceries and sell at reasonable prices they are all right. But it is quite remarkable how much such little things influence persons in the choice of a grocery store to deal with.

THE ONTARIO CROP OUTLOOK.

NOTWITHSTANDING the great strides Canada has made in recent years as an industrial country, our business men still watch with keen interest the crop conditions, realizing that in agricultural prosperity we have the surest guarantee of a continuation of business expansion and industrial activity.

It is, on this account, interesting to note that according to the Ontario spring

crop bulletin the outlook for the present year is favorable. Reports regarding fall wheat agree that while the acreage is less than last year the condition of the crop is excellent, only a very small proportion being damaged during the winter. Clover is reported to be generally satisfactory, the prospects being particularly bright in Western Ontario.

As the bulletin was made up on reports received May 2 the statement does not cover recent conditions, yet it shows a good start, except in the Niagara peninsula. It will be remembered, however, that during May abundant rains, especially in Western Ontario, improved conditions greatly, and that the rains of the present week are of widespread benefit. Live stock outlook is classed as good, but not exceptionally so. Orchards are credited with having come through the winter in excellent order.

STRAWBERRY CROP CONDITIONS.

CANADIAN strawberries have now a monopoly of the market. The American berries have altogether disappeared. The Canadian berries are arriving in large quantities and also in fine condition.

So far, the Canadian crop has made a splendid showing. Growers in the vicinity of Hamilton report that strawberries are very plentiful in that district.

Nothing very definite can be stated as to whether the situation will continue in such a good condition throughout the season on account of the uncertainty of the weather. It is feared that unless there is rain in the near future, both the quantity and the quality of the berries will be damaged considerably; and, of course, if this dry, warm spell continues for any length of time, the crop will be a failure instead of a success.

On the other hand, if the showers come at the opportune time, there is every prospect of a successful crop of berries.

In some districts in Quebec small fruits of all kinds are already suffering from the continued drouth, so that we cannot expect so plentiful a crop of berries in those parts, even if the rain does come at once, as we otherwise would have had.

BUSINESS MEN AND CORRUPT GOVERNMENT.

PURITY of government depends neither upon partisan nor non-partisan bodies. It depends upon a healthy public opinion. The stream, as the old maxim says, is no purer than its source.

In Ontario we have for some months been treated to a spectacle which has excited interest from one end of the Dominion to the other. We have reference to the Gamey investigation. In that province government is by party. In British Columbia there has been an investigation into the conduct of Ministers of the Crown. These Ministers were members of a non-partisan Government.

While the investigation in Ontario has been closed without the source of the money being revealed with which Mr. Gamey claims to have been bribed, the proceedings have thrown a great deal of light on the doings of the politicians. The same can be said with equal truth with regard to the investigation which has been going on in British Columbia. As a result of these investigations many honest men have no doubt come to the conclusion that the average politician or man in office is by no means the ideal citizen. He certainly does not possess the qualities of the business man. His concern is not the public good. By his methods one concludes that he deems the assets of the country a fund for the enrichment of political friends.

Under the circumstances business men can hardly be blamed for feeling discouraged and tempted to wash their hands of political parties. At the same time, however, they cannot ignore their responsibility; and while they may stand aloof from political parties they cannot well stand aloof from participation in the affairs of state. And this means that they must exercise their influence as well as deposit their ballots for men who are noted for their integrity and business ability.

As long as public opinion is dull and apathetic we cannot expect to have businesslike and honest government. To be neither hot nor cold in regard to the public affairs of the country is worthy of condemnation scarcely a degree less severe

than the condemnation of crooked and inefficient government. If we are to have businesslike and honest men in Parliament and in our municipal bodies, there must be concurrent action on the part of those who desire the same.

If the investigations in Toronto and Victoria result in the creation of a healthier public opinion, not only in the provinces directly concerned but throughout the whole Dominion, a great deal of good will have been done in the direction of correcting the political evils that undoubtedly exist in this country. Where there is a strong and healthy opinion, crooked politicians and greedy office-seekers can no more run riot than can a mob when guarded by armed bodies of organized men.

COFFEE AND ITS FLUCTUATIONS.

THAT the merchant should not allow himself to be influenced by the fluctuations that emanate from purely speculative sources is clearly manifest by reviewing a few facts regarding the movement of coffee on the New York markets.

The lowest price for actual No.7 Rio coffee was 5¹/₂c. on August 8, while at the same moment the ruling price for August delivery was \$4.80 basis No.7 on the New York coffee exchange. Since then the price for current months has declined more than 1c. per lb. on the exchange, while the actual grade under consideration shows no decline whatever. Furthermore there has been very considerable decline in the better grades, especially 2 and 3 Rios, the sales for which have been most limited recently. However, there has been considerably more active enquiry, buyers having discovered them to be proportionately the cheapest, and find they freely change hands at moderate profit. There are a variety of these better grades to be had, but a possible run on them would necessarily reduce choice of selection.

KEEPING STOCKS WELL ASSORTED.

MUCH can be said and written regarding the advisability of attractive interiors and window displays, of

bright, fetching advertising, of progressiveness in methods to win and hold trade, but, after all, the important feature of business is to have for sale what the people want at fair prices.

There are many merchants who seem enterprising and progressive, but there are few who "get ahead," who seem to make more money every year than they did the year previous and more than any of their competitors do. It is a safe statement that in four cases out of five the successful retailers have had the best assorted stock in their town, not necessarily the largest stock, but the one most suitable for the demands of their constituency, the town and country in which they have done business.

Nothing so pleases a customer as being able to get exactly what he wants at a fair price, and nothing wins so many customers from one store to another as the ability to get in the latter what was not to be procured in the former. This is, too, particularly true of the grocery business. This is a business that demands foresight and thorough knowledge, for the single reason that most of its customers know what they want and have no faith in a retailer who does not know as much as they do, and who does not keep his stock in shape to readily supply their wants. Moreover, these wants, including the needs of most citizens, manufacturers, builders, farmers and householders, are so diversified that the dealer must have a wide knowledge to keep in touch with all his trade.

When the retailer's capital is limited great shrewdness must be exercised in buying to ensure the purchase of lines and sizes in chief demand; if his capital is abundant, courage should be exercised, the aim being to carry as much as sale can be found for in groceries and provisions. Several grocers in Canada have made this their aim, and make a feature of advertising their readiness to get at a moment's notice anything which they have not in stock. Some, in fact, go so far as to offer to procure practically anything which they have not in stock and cannot procure. And it is the men of this stamp who are successful, whose capital is steadily expanding.

THE CANADIAN GROCER

THE LATE S. J MAJOR.

ONE of Ottawa's best and well known wholesale grocers died on Friday, June 5th, at his residence on Murray street. He was 45 years of age.

Mr. Major's life was a short but a very busy one. His name was well known in commercial circles—both in foreign countries as well as in Canada.

Mr. Major was born in St. Joseph of Orleans, from one of the best families. He received his elementary education in the village school. For a short time he worked at the carriage making with his father, but it was not to his taste, as he had a tendency for the business which he entered a few years afterwards. In 1884 he married Miss Corine Lebel, daughter of Notary G. Lebel. It is said from that moment dates the direction of his destiny. In 1886 he established himself in Ottawa and by his untiring energy, he steadily and rapidly ascended the heights of success until he became one of Ottawa's foremost merchants. Mr. Major had a kindly and pleasant disposition and his company was enjoyed by all. He gave without ostentation or mention and it is impossible to tell all the miseries and trouble he helped to alleviate. The news of his death caused general regret.

He loved doing good and if his career was short, it was well employed. In 1901 he was taken ill with cancer. He tried the hospitals of Europe, New York, Montreal and Ottawa, each time relieved for awhile, but at last he abandoned the idea of a cure. His sacrifice was great, as to the last he wished to do more, and he died with a smile, after bidding good-bye to those around him.

He leaves besides his widow one son, a promising youth of the same disposition as his father.

The funeral was the biggest ever seen in Ottawa. Representatives of wholesale and retail houses in Ontario and Quebec were in attendance, and the cortege was composed of over 1,000 persons.

Mr. Major before his death gave instructions as to his funeral which were somewhat different from his mode of living. His hearse was made to order, in the shape of an allegorical car, draped in black, with purple interior. It was constructed on a large truck with steps on the four sides leading to a pedestal seven feet high, this being covered by a gabled roof which was supported by four columns. On the face of the roof was the inscription, "R. I. P." in gold letters, the whole being decorated in black and purple cloth with gold trimmings. On the centre of the roof was a gilded cross, which made an

imposing ensemble, the full height being 18 feet.

The cortege proceeded to the Basilica, which was also richly decorated in black and gold cloth. After the service the cortege re-formed and the remains were escorted to Notre Dame Cemetery, where they were temporarily buried, as the family purpose building a large vault.

A picture of the funeral car was taken at the Basilica, together with the decoration of the church. The car was burned after the funeral at his late residence, the fire being set by Mrs. Major herself, everything being carried out as directed by the late man.

The late Mr. Major was an ardent admirer of THE CANADIAN GROCER, and subscribed for eight copies in order that every member of his staff might have the opportunity of perusing its columns.

OTTAWA TRADE GOSSIP.

BUSINESS here is brisk among wholesalers and retailers. Prices in most staple lines are firm, and, as is usual, the turnover is large where there is a prospect of higher prices. The sugar market looks as if there would be another advance owing to higher prices in New York. Flour has advanced 10 to 20c. with some mills, while others are doing a big business at old figures. Bran and oats have been scarcer on this market owing to the continued dry weather. Hay advanced from \$8.50 to \$9 a ton in a week, as it looked as if the crop in this district would be a total failure. However, rain has fallen in small showers this week and prices are likely to drop; besides, shipments of pressed hay are arriving and can be bought for about \$15 a ton.

Corn, peas and tomatoes are still good property. Stocks are beginning to get cleaned up, especially in peas, the lowest price for that article being \$1. Corn is 85 to 95c. and tomatoes \$1.40 to \$1.50.

In prunes prices range from 6 to 8½c., according to size. Evaporated apples are selling 6 to 6½c., and the demand is very good now that the barrel stock is about over. At the Fruit Exchange strawberries are coming in with a rush and prices have dropped to 8 and 9c. a box. Green peas made their first appearance in 10-qt. baskets and sold at 50c. Pineapples have been pretty plentiful; 30s are selling at 7½ to 9c.; 24s, 11 to 11½c.; 18s, 12½ to 14c. Bananas, No. 1 stock, \$1.35 to \$1.60; No. 2, 90c. to \$1.10; No. 3, 50c. to 60c.

At the Cheese Board on Friday last 1,100 cheese were offered, and sold at 10⅜c. for colored and 10¼c. for white. The idea of inspecting cheese at this market was brought up—some of the makers here want it—but the buyers claimed that Ottawa not being a seaport the scheme would not do. It would mean extra expense that the farmers would have to pay. It was decided to let some of the factories who wish to have inspection here try it this week as an experiment. It is expected that the lots inspected, if found satisfactory, will be paid for at once. This seems to be the idea that some of the factories have for being in favor of the scheme.

Sugar in 100-lb. bags is being offered and selling well on this market. A bag can be emptied in a drawer at once, and does not necessitate barrels partly filled, which are attractive for flies at this season of the year.

NOTES.

Mr. Laurie, manager for Robertson Bros., Toronto, narrowly escaped being burned out. The latter's warerooms were within 50 feet of Davidson & Thackray's mills, which were burned to the ground.

Charles Fitzsimmons, well known as manager for M. H. McVeity for several years, has just started out to travel the Gatineau district for the F. J. Castle Co.

John Everett, of The Christie, Brown Co., called on the trade this week; also H. D. Murray, of The Cowan Company, Toronto.

G. W. Hunt is up west going over the fruit section, where he is so well known.

ENERGY AND FORCE.

It is a law of nature that there is no energy lost, that force produces force. Put energy and force into your business. Success is impossible without those qualities. Put energy and force into your advertising and it will bring results. Put energy and force into your window dressing and the display will attract custom. Keep your business living, not existing.

Your business must either be going forward or backward. If backward, arrest it.

"Impossible," you will say. Have you tried? Make "impossible" as infrequent a word in your vocabulary as possible.

Energy and force are large stones in the foundation on which success is built.

The harder one works the easier it is to make business successful.

"Our Experience Has Taught Us" that while advertising is doubtless a stepping-stone to success, the Real Key-note is "Quality," Yes, first, last and always. This fact has been amply exemplified by the enormous demand created for "**SALADA**" Ceylon Tea, which is without parallel in the history of the world's Tea trade.

Argument to the contrary would be superfluous.

"SALADA" Natural Ceylon Green Tea (in competition with Japans) is still gaining in popular favor, as is evidenced by a constant flow of repeat orders.

"SALADA" Tea Co.,
Toronto and Montreal

BRANCHES AND WHOLESALE DEPOTS THROUGHOUT THE UNITED STATES.

Sherries, Ports, Madeiras,
Malaga Wines,

Diez Hermanos, JEREZ, SPAIN,

B. O. BELAND,

Canadian Agent,

26 LEMOINE ST.,

IMPORTER OF

**Champagnes, Brandies, Dutch, Holland and
Russian Gins, Bordeaux and Bourgoigne
Wines, Clarets, Liqueurs,**

Chocolate de l'Universe,

Cocoa, Perfumes, Soaps, Etc.

Bell Telephone Main 181.

Montreal



Women won't trust their dainty blouses to laundries. They'll have them done at home, by the easiest and best method. Most of them know that

Celluloid Starch

Never Sticks Requires no Cooking.

It will give the best results with the least labor. Our advertising is impressing this fact on more women every day. Experience is proving it.

Can you supply the customers we send you with Celluloid Starch ?

THE BRANTFORD STARCH WORKS,
BRANTFORD, CANADA. LIMITED.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, June 11, 1903.

GROCERIES.

WHILST business during week under review has steadily maintained itself, there does not appear that assurance and general air of satisfaction which has recently characterized it, and it would appear as though the recent financial difficulties were making themselves felt somewhat in commercial circles; otherwise prospects are most favorable. In canned goods there has been steady demand, and stocks are being materially reduced with prices consequently firm. There have been arrivals of new pack lobsters at slightly advanced prices, and it will be noted that several lines are holding strong positions. In coffee there is little feature on the home market, the demand continuing steady for the milder grades, which are not affected by the speculative market. In sugars there is a feeling of better security in local circles. The weakening amongst the New York firms, mentioned in our last, has been followed by a recovery sufficient to give greater assurance, and it is expected with the early opening up of the fruit markets, the increased demand will fix and stimulate trade. The nut trade, at this season, is of necessity featureless, but previous quotations remain. In spices there is little of note to chronicle. Rice and tapioca continue in steady demand, and in rice there are indications of firmness. Syrups and molasses are falling flat, and in maple syrup trade is particularly slow. Tea still occupies a prominent place and there are every indications of the better class teas firming to a still higher point, whilst lower grades are distinctly weaker. In dried fruits trade is good and prospects of primal markets all point to more than usually satisfactory crops.

CANNED GOODS.

The demand for these goods has been well maintained since our last issue, and prices are continuing firm. There have been some large arrivals during the week of new pack lobsters, the prices of which are slightly firmer than old pack, 3s being quoted at an advance of 10c. per dozen. There is a good deal of curiosity as to the tend of the salmon season. The run of salmon is reported as particularly light at the coasts, which, together with the advance in labor and the rise in freight rates of 80c. per 100 lb., all point to the fact of the season opening at much higher quotations. The stocks of all standard brands are much reduced. Canned peas are now nearly out of the market. In corn the demand has been particularly good, probably stimulated by the low stocks in other lines. Up to present sufficient has been obtainable to meet all requirements, but it is holding a very strong position. In tomatoes the supply has been drawn from the United States for some time, owing to low stocks on this side. There has recently been an advance on other side of about

10c. per dozen, and although there is at present no advance on home market, there have been stronger feelings ruling Sardines continue firm. French brands are quite out, owing to the failure of the fisheries there through the complete absence of fish in the usual sardine areas. There is every indication of advance in canned meats, although up to present we have no revisions to note. The new pack canned asparagus is expected shortly from California. We quote:

Apples, 3s.	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2s.	1 50	1 70
Beans, 2s.	0 85	0 85
Corn, 2s.	0 85	1 00
Cherries, red, pitted, 2s	2 00	2 10
" white	2 30	2 50
Peas, 2s.	1 00	1 10
" sifted	1 00	1 10
" extra sifted	1 25	1 30
Pears, 2s.	1 00	1 50
" 3s.	1 75	2 00
Pineapples, 1 1/2s	1 50	1 60
" 2s	1 80	2 00
" 3s	2 25	2 40
Peaches, 2s.	1 35	1 55
" 3s	2 25	2 50
Plums, green gages, 2s.	1 00	1 10
" Lombard	0 85	1 00
" Danson, blue	0 85	1 00
Pumpkins, 3s.	0 85	0 90
" gallon	2 65	2 65
Rhubarb	2 10	2 25
Raspberries, 2s.	1 25	1 40
Strawberries, 2s.	1 35	1 50
Succotash, 2s.	0 85	1 00
Tomatoes, 3s	1 50	1 65
Lobster, talls.	3 50	3 70
" 1-lb. flats	1 85	1 90
" 1/2-lb. flats	1 00	1 25
Mackerel	1 45	1 55
Salmon, sockeye, Fraser	1 35	1 40
" Northern	1 55	1 60
" Horseshoe	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, 1/2s.	0 13 1/2	0 14
" 1s.	0 19	0 20
" Sportsman 1/2s.	0 14	0 14
" 1s.	0 23 1/2	0 23 1/2
" Portugese 1/2s.	0 08	0 10
" P & C, 1/2s.	0 25	0 27
" P & C, 1s.	0 35	0 38
" Domestic, 1/2s.	0 03 1/2	0 04
" Mustard, 1/2 size, cases 50 tins, per 100.	8 00	9 00
Haddies	0 95	1 00
Kipper herrings, domestic	0 90	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans.	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	18 50	19 00
" 2-lb. "	2 85	3 00
" 6-lb. "	6 00	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb.	2 75	2 85
Camp sausage, 1-lb.	1 50	1 65
" 2-lb.	2 65	3 00
Soups, assorted, 1-lb.	1 00	1 50
" 2-lb.	2 20	2 20
Soups and Boull, 2-lb.	1 80	1 80
" 6-lb.	4 50	4 50
Sliced smoked beef, 1/2s.	1 50	1 70
" 1s.	2 65	2 80

COFFEES

The home trade in coffee has been particularly slow since our last issue, both as regard grounds and greens. Prices, however, continue unmoved. New York market reports trade as slow and uninteresting. Stocks continue heavy and the prospects of large crops ahead keep buying in check and prices too low to prove attractive to sellers, or leave no room for any extensive decline in values. The Brazil markets, which have been showing a declining tendency, are somewhat steady. In the middle grades, little interest was manifest, and the general tone of markets was easier. We quote:

	Per lb.	
Green Rios, No. 7	0 07	
" No. 6	0 07 1/2	
" No. 5	0 08	
" No. 4	0 08 1/2	
" No. 3	0 09 1/2	
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09 1/2	0 10 1/2
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR.

The market has been rather featureless for week under review, and at the close may be called quiet and steady. In raws buyers and sellers are indifferent, with refiners' stocks abundant for all immediate requirements, though present indications are that offers at recent nominal quotations of 3 19-32 will be readily taken up. Importers, however, are holding for 3 1/2, and it is not unlikely that next sale will be made on this basis, thus establishing a fractional advance. Cuban holders of raws are less inclined to offer their sugars, and with a better demand for refined, will probably see higher prices for raws in near future. Euro. can markets show slight decline for the week, present quotation for 88 per cent. being 8s. 1 1/2 d. basis f.o.b. Hamburg, or, say, 1 1/2 d. off for the week. Receipts at Atlantic ports for week ending June 3—45,089 tons; meltings, 27,000 tons, thus increasing stocks over 18,000 tons, and these are now estimated at 302,155 tons. Cuban stocks for same period show reduction of 11,500 tons, and are now reported as 347,000, against 443,200 tons for same period last year. There are still 89 estates grinding. Combined stocks of Europe and America at latest unen. dates were 2,922,455 tons, the decrease against last year being 124,327 tons. The feature in New York refined for the week was the advance of Arbuckle on Monday, June 8, of five points, thus restoring in part the decline of two weeks previous. Reports from New York and New England States tell of copious rains, and the effect of these is already being felt in a greatly increased demand for refined sugar, in view of which it is quite probable that prices will at least be firmly maintained. In local circles there are no changes to record and the demand is only fair, but the necessities of the country must soon be felt in a greatly increased inquiry for refined sugars, and there are no indications of altered prices for the present. We quote:

Paris lumps, in 50-lb. boxes	4 78
" in 100-lb. "	4 68
" "Domino" brand, 50-lb. boxes	4 73
" 100 "	4 63
St. Lawrence granulated	4 13
Redpath's granulated	4 13
Acadia granulated	4 08
Maple Leaf granulated (Berlin)	4 13
Maple Leaf No. 2	4 03
Crystal granulated (Wallaceburg)	4 13
Beaver	3 98
Imperial	4 13
Phoenix	4 03
Cream	3 88
Bright coffee	3 88
Bright yellow	3 88
No. 3 yellow	3 78
No. 2 "	3 58
No. 1 "	3 48
Granulated and yellow, 100-lb. bags, 5c. less than tbs.	

NUTS.

Home trade remains slow and featureless. Reports from primal markets point

C. Gardiner Johnson & Co.,
VANCOUVER, B. C.

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85 bbls., \$6.00; 20 1/2-bbls., \$3.50; 36 Kits, \$2
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In Lemons, Oranges,
Berries and Vegetables.

GET OUR QUOTATIONS.

CLEMES BROS.

37 to 41 Church St., TORONTO.
ASK FOR OUR WEEKLY PRICE LISTS.

THE MARKETS

CANDIED PEELS.

Lemon.....	Per lb.	0 10 0 12 1/2	Citron.....	Per lb.	0 15 0 18
Orange.....		0 11 0 13			

FIGS.

Tapnets.....	Per lb.	0 04	Elemes.....	Per lb.	0 10 0 15
Naturals.....		0 06 1/2 0 09 1/2			

APRICOTS.

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

Californian evaporated.....	Per lb.	0 08 0 12
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COUNTRY PRODUCE.

EGGS.—The market is somewhat firmer this week. Eggs are quoted 1/2c. per dozen higher. The packers are beginning to make heavy demands on the market, and that accounts for the firmer feeling. In last week's arrivals there were a few bad eggs, so that dealers are obliged to candle all receipts before classing them as selects. There is a good consumptive demand on the market, better than is usual at this time of the year. We quote:

Selects, candled stock.....	0 13 1/2
Seconds and checks.....	0 13

HONEY.—There is little or no change on the honey market. Prices remain at last week's quotations. We quote:

Extracted clover, per lb.....	0 08 0 09
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BEANS.—The market is quiet, as is to be expected. Prices remain at last week's quotations. We quote:

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

DRIED APPLES.—Demand is very limited. Prices remain firm. We quote:

Apples, dried, per lb.....	0 03 0 03 1/2
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POULTRY.—The demand for spring chickens is very good, but the supply is limited. Prices remain firm at last week's quotations. We quote:

Spring chickens, per pair.....	0 90 1 25
Old hens, per lb.....	0 10 0 12

POTATOES.—During the last couple of days there have been a few consignments of old stock from different points throughout Ontario. They are in excellent condition. These shipments have relieved the market considerably. New American potatoes are now on the market, but on account of the high prices, the demand is limited. It is expected, however, that there will be a decline within the next three weeks. Ontario potatoes will not make their appearance until the first of July. From the present appearances of the crops, new Canadian potatoes promise to be plentiful. We quote:

Old stock, on track, Toronto, per bag.....	1 10
New American, on track, Toronto, per bbl.....	5 00 5 50

GREEN FRUITS.

Activity marks the green fruit market this week. The demand is good in nearly all lines. Receipts of early vegetables have been light this week, and the prices are high. The lemon market is steadily advancing and appearances indicate higher prices for summer lemons. Californian lemons are about done now. American strawberries are now finished, but Canadian are coming in quickly and in fine condition. Californian oranges have disappeared from the market. Cherries are beginning to arrive from California. Green musk melons have also made their appearance on the market this week. New wax beans, in hampers, are coming in from the States now. The Bermuda stock of potatoes is about exhausted; however, their place is being taken by the

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WHOLESALE FRUIT and PRODUCE
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BANANAS, ORANGES, LEMONS,
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66 Colborne Street, - TORONTO.

Butter, Eggs, Cheese, Poultry,
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DRIED, GREEN, EVAPORATED APPLES.

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The Canadian Grocer

new American potatoes. Sorrento navel oranges are 25c. per box lower this week. Grape fruit shows a drop in price of \$1.50 per box. The Baltimore stock of cucumbers is now arriving in hampers. The strawberry market is much easier this week, being 3 to 4c. per quart cheaper. Cabbage is now 25 to 75c. per case cheaper. Tomatoes, also, are 25c. per crate lower. We quote:

Sorrento oranges	3 25	4 00
Valencias, 714's	5 50	6 00
" 420's, large	7 00	6 00
" 420's, small	2 75	3 00
Pineapples, per crate	3 50	3 50
Grape fruit, per box	1 35	1 75
Bananas, per bunch for ordinary	1 75	2 50
" large bunches	0 50	0 75
Asparagus, per doz.	2 50	3 50
Messina lemons, per box	2 50	2 75
Cabbage, per case	3 00	5 50
New potatoes, American, per bbl.	3 25	3 75
Cucumbers, Baltimore stock, per hamper	0 68	0 11
Canadian strawberries, per qt.	2 75	3 50
Tomatoes, per crate	2 50	2 50
Canadian apples, in bbls.	1 50	1 50
Bermuda onions, per case	3 00	3 00
Egyptian onions, per 100 lb. sacks	3 50	3 50
Cocoanuts, per sack	2 50	2 75
Californian cherries, per box	5 00	5 50
Green musk melons, per crate	2 75	3 0
Wax beans, in hampers		

VEGETABLES.

The demand continues fair. Red cabbage is now finished. The old stock of turnips, onions and beets is now exhausted. New beets are now on the market however. Artichokes are also finished now. Carrots and parsnips have each gone up 15c. per bag during the past week. Fresh onions have jumped 5c. per dozen bunches. Rhubarb, however, has dropped 5c. per dozen bunches. Radishes have also come down 5 to 10c. per dozen bunches. Mushrooms are 5 to 15c. per lb. firmer. Mint has fallen 5c. per dozen bunches, and parsley 10 to 15c. Old potatoes are very scarce and price holds firm. We quote:

Cabbage, per doz.	0 50	1 00
Carrots, per bag	0 75	0 75
Parsnips	0 20	0 20
Lettuce, per doz.	0 10	0 15
Fresh onions, per doz. bunches	0 20	0 20
Rhubarb	0 20	0 20
Radishes, per doz. bunches	0 20	0 20
Mushrooms, per lb.	0 75	0 75
Mint, per doz. bunches	0 20	0 20
Parsley	0 25	0 25
Spinach, per bush	1 20	1 50
Potatoes	0 60	0 75
New beets, per doz.		

FISH.

This market remains firm; prices are at last week's quotations. Receipts during the past week have been very liberal. However, on account of the good demand, the large receipts have not weakened the market any. Eastern salmon has made its appearance and is quoted at 19c. per lb. We quote:

Whitefish, fresh, per lb.	0 09	0 09
Trout, fresh, per lb.	0 08	0 08
Herrings, fresh, per lb.	0 06	0 08
British-Columbian salmon, per lb.	0 20	0 25
Halibut, per lb.	0 12	0 15
Perch, per lb.	0 05	0 05
Mackerel, each	0 15	0 15
Eastern salmon, per lb.	0 19	0 19

GRAIN, FLOUR AND BREAKFAST FOODS.

FLOUR.—This market is quiet at present. Dealers cannot account for it. It is unusual at this time of the year. Prices remain firm at last week's quotations. We quote:

Ontario patents, per bbl.	3 40	3 65
Hungarian patents	4 20	4 30
Manitoba bakers	3 85	4 00
Straight roller	3 25	3 35

GRAIN.—There is no special feature on the market this week. The market is fairly active, and prices hold firm at last week's quotations. We quote:

Red wheat, per bushel, on track Toronto	0 75	0 77
White wheat	0 75	0 77
Barley	0 45	0 46
Oats	0 34	0 34

THE MARKETS

Peas	0 70
Buckwheat	0 40
Rye, per bushel	0 55

BREAKFAST FOODS.—There is no change on this market. Demand continues good. Prices remain firm at last week's quotations. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 60
Rolled oats, standard, carlots, per bbl., in bags	3 50
" " " " " " " " " " " "	3 65
" " " " " " " " " " " "	3 75
" " " " " " " " " " " "	3 25
Rolled wheat, per 100-lb. bbl.	3 40
Commeal	4 75
Split peas	4 00
Pot barley in bags	4 15
" " " " " " " " " " " "	4 15
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

HIDES, SKINS AND WOOL.

The hide market is fairly active; prices hold firm. The calfskin market is quiet. Veal skins of all weights have dropped 1c. per lb. The wool season is just coming in now, and it is expected that there will be a very active market soon. Tallow has dropped 1/2c. per lb.

HIDES.—We quote:

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

CALFSKINS.—We quote:

Veal skins, No. 1, 6 to 14 lb. inclusive	0 69
" " " 2 " " " "	0 07
" " " 1 15 to 20 lb " "	0 08
" " " 2 " " " "	0 06
Deacons (dairies), each	0 60
Sheepskins	0 90

WOOL.—We quote:

Unwashed wool, per lb.	0 08	0 09
Fleece wool, per lb.	0 14	0 15
Pulled wool, super, per lb.	0 15	0 15
" " extra " "	0 18	0 18
Tallow, per lb.	0 05	0 05 1/2

QUEBEC MARKETS.

Montreal, June 11, 1903.

GROCERIES.

THE grocery market has not shown any radical development in a local sense during the week or any important change. In staple lines sugar has shown a little more activity from first to second hands, and prices are unchanged. Molasses remain firm, and strength is a predominant characteristic of the tea market, owing to the strong situation at primary points. The same conditions prevail in spices, while in canned goods, an advance in tomatoes has resulted from increased demand and moderate stocks. New canned lobsters are also on the market for the first time. In dried fruit it is now an almost certain assurance that the average cost of prunes will be higher during the current year. Rolled oats in bags are 10c. higher, and pressed hops are 4c. cheaper at 23 to 25c. per lb. The members of the guild here also in order to meet the competition of non-members upon the island of Montreal, have decided to sell Canadian starches at the list prices, less a 7 1/2 per cent. trade discount. Some time ago also reference was made in this column to a general change in terms, to take effect after a certain date. This decision has been revoked, for at a meeting this week it was decided to stick to the old terms.

SUGAR.

There has been a little more doing in sugar this week between first and second hands, chiefly in granulated and No. 1 yellow and extra brights, the first ruling firm at \$1.05, and the latter at \$3.40 up

to \$3.85. The raw sugar market has ruled a little easier in New York, but so far the refined market has not reflected the fact. On the contrary, the Arbutles advanced their price on Monday ten points, but the other refiners have not shown any response. We quote:

Granulated, bbls. and bags	\$4
" " 1-bbls.	4 20
Paris lump, boxes and bbls.	4 60
" " 1-boxes and 1 1/2-bbls.	4 70
Extra ground, bbls.	4 45
" " 50-lb. boxes	4 65
" " 25-lb. boxes	4 75
Powdered, bbls.	4 45
" " 50-lb. boxes	4 25
Domino lumps, boxes and bbls.	4 60
" " 1-boxes and 1 1/2-bbls.	3 95
Phoenix	3 80
Cream	3 75
Bright coffee	3 75
" yellow	3 70
No. 3 yellow	3 70
No. 2 "	3 50
No. 1 "	3 35

SYRUPS AND MOLLASSES.

The molasses market has ruled quiet, but the firm tendency of values is maintained and holders are perfectly confident that everything they have got on hand will be wanted before the year is out. Prices on spot are firmly held at the advance recently quoted. Mail advices from Barbados under date of May 23 say: Our reaping season has been very much retarded by very light winds. We hear of very unsatisfactory returns and the expectation for a short crop will unfortunately be realized. During the fortnight large sales of molasses have been made by planters at 18c., and many of them have sold out their entire crop at that price. The shipments of molasses up to the above date were 16,812 puncheons, out of which Montreal took 656 puncheons and Newfoundland 11,070, while the total shipments for the same period in 1902 were 26,104 puncheons. We quote:

Barbados, in puncheons	0 38
" " in barrels	0 40
" " in half-barrels	0 41
New Orleans	0 16 1/2
Antigua	0 24
Porto Rico	0 38
Corn syrups, bbls.	0 02 1/2
" " 1-bbls.	0 02
" " 1/2-bbls.	0 03
" " 3 1/2-lb. pails	1 30
" " 25-lb. pails	0 90

TEAS.

Strength continues the predominant feature of the tea market, Yokohama advices this week stating that prices are so much higher and such a long way from a reasonable basis compared with last year that June tea will be fully 4 1/2 to 5c. per lb. higher than in 1902. The settlements, however, as will be noted below, are heavier, but this circumstance is qualified by others, as intimated below. Cables from China report that the market has opened for green teas with a rise of 4c. on last year's basis. On spot this week there is a fair inquiry, and with reserve stocks of very small compass, prices are strongly held on all sorts; good medium Japans changing hands at 20c., and in half chests at 19c., and several fair sized lots of Ceylon greens at 15c. Prices may be quoted as follows for current business this week:—Japan teas at 17 to 18 1/2c. for good medium up to 22 and 23c. for the best sorts. Ceylon greens, 14 to 18c., and Indian 16 to 19c. Japan style. China Congous 8 to 10c. Pealeaf gunpowder 22c., and common gunpowder 14 to 15c. In black teas Ceylon and Indian are quoted at 11 1/2c. up to 20c. as to quality. Smith, Baker & Co.'s circular of May 21 from Yokohama says: The tea market has been in full operation for three weeks and prices have ranged

Chances For Us Means Bargains For You

OUR PURCHASES OF CANNED GOODS ...THIS WEEK...

- 15044 Cases Simcoe Assorted Vegetables, Fruits and Canned Meats.**
500 Cases Lakeport 2-lb. Red Raspberries.
300 Cases Lakeport 2-lb. Strawberries.
770 Cases Log Cabin 2-lb. Corn.
500 Cases Red Cross 3-lb. Beets.
60 Cases Red Cross 2-lb. Preserved Apples.

Simcoe Canned Meats

130 Cases	1 $\frac{1}{2}$ lb.	Roast Chicken, not boned.....	at	\$2.37 $\frac{1}{2}$	per doz.
34 Cases	1 $\frac{1}{2}$ lb.	Roast Turkey, not boned.....	at	2.37 $\frac{1}{2}$	"
98 Cases	1 lb.	Boneless Duck.....	at	2.15	"
57 Cases	1 $\frac{1}{2}$ lb.	Roast Goose, not boned.....	at	2.37 $\frac{1}{2}$	"
335 Cases	1 $\frac{1}{2}$ lb.	Boneless Pigs Feet.....	at	1.50	"
146 Cases	1 $\frac{1}{2}$ lb.	Lunch Tongues.....	at	2.37 $\frac{1}{2}$	"
5 Cases	2 $\frac{1}{2}$ lb.	Whole Ox Tongues.....	at	7.15	"
93 Cases	2 lb.	Roast Chicken.....	at	2.85	"
96 Cases	2 lb.	Roast Turkey.....	at	2.85	"
74 Cases	2 lb.	Corned Beef.....	at	2.37 $\frac{1}{2}$	"

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from yen 10.00 to 15.00 above the corresponding period of last season, somewhat to the surprise and much to the delight of the native grower. While arrivals at Yokohama and Kobe are 12,000 piculs over last year, they are only 11,000 piculs over the year before last, and it is intimated from various sources that the season at Kobe is a full ten days or two weeks in advance of last year, judging from the character of the teas and the stage of picking, and at Yokohama a week or ten days ahead, a fact which qualifies the apparent increase in arrivals very materially. Another most important source of speculation is that statistics of arrivals and settlements are incomplete and include only the business transacted at Yokohama and Kobe. The native exporters, whose field of operations is in the interior, and whose purchases are a very large item, either keep no statistics or refuse to furnish them, and the figures can only be approximately arrived at after the teas are shipped, which may not be until the end of the season. The comparative arrivals and settlements at both ports are: Arrivals, 83,985 piculs, against 41,116 same time last year, and 72,713 in 1901; settlements, 73,480 piculs, against 33,429 last year and 66,775 in 1901.

COFFEE.

The coffee market has contributed no special change this week, and prices are steadily held. We quote:

Good ceylons	0 09 1/2	0 09 1/2
Choice	0 11	0 12
Jamaica coffee	0 07 1/2	0 10 1/2

SPICES.

Advices from primary markets and large distributing points state that business is active with a good demand for spot and nearby goods, including pepper, cloves, cayennes and cassias, while reserve stocks are light at all leading producing points in the East Indies. From this condition it is argued that grinders will do well to anticipate their summer requirements. There is no Lampung or Acheen pepper on the way to North America, and the situation is rather acute. Stocks of mace have almost disappeared. We quote:

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pepper, ground	0 15	0 18
Cloves	0 18	0 22
Pepper, ground, black (according to grade)	0 17	0 22
" " white	0 25	0 27
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 18	0 20
" " Afghan	0 12	0 13
" " ground Japan	0 15	0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " Afghan	0 13	0 14

RICE AND TAPIOCA.

A fair trade is noted with no special change to report. We quote:

B rice, in bags	3 15
" " 1-bags	3 20
" " 1-bags	2 25
" " pockets	3 30
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 05
" " 1-bags	3 10
" " 1-bags	3 15
" " pockets	3 20
Imported Patna rice, in bags	4 50
" " in 1-bags	4 62 1/2
" " in 1-bags	4 75
In the open territory prices are about 10c. less.	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna	3 87 1/2		
Indian Bright	3 50		
Java Caroline	3 50		
Lustre	3 75		
Snow Japan	4 87 1/2		
Japan Ice Drips	5 25		
Tapioca, medium pearl	0 02 1/2	0 03	
" " seed pearl	0 03	0 03 1/2	
" " flake	0 04 1/2	0 05	

CANNED GOODS.

New canned goods are now on the market and have met a fair inquiry at the list prices already published; all sales going well. Three-pound canned tomatoes have continued in active request and prices have risen as expected 10c. during the week to \$1.60, and point still higher. We quote:

Tomatoes	1 50
Corn	0 90
Peas	0 95
String beans	0 80
Strawberries	1 35
Succotash	0 85
Blueberries	1 10
Raspberries	1 45
Gooseberries	1 45
Pears, 2s	2 10
" 3s	1 65
Peaches, 2s	2 50
" 3s	0 85
3-lb. apples	1 75
Gallon apples	2 20
2-lb sliced pineapples	2 20
Grated pineapples	2 50
Singapore whole pineapples	2 15
Pumpkins, per doz.	0 30
Spinach	1 50
Sugar beets	0 95
Salmon, pink	0 92
" spring	1 25
" Rivers Inlet red sockeye	1 30
" Fraser River red sockeye	1 50
Lobsters, talls	3 35
" 1-lb. flats	3 50
" 1/2-lb. flats	1 75

FOREIGN DRIED FRUITS.

The main feature in this market is the strong situation of prunes, advices each successive week tending to accentuate this fact. Advices this week from California assert that it is now certain that the yield in that state and on the Pacific coast will be only half a crop. Accordingly, with the French crop almost annihilated, and light yields in Bosnia and Serbia, and a very small carry-over everywhere, it is now considered certain that prices will be very much higher than last year. So far, no definite prices for forward business have been received here. Total exports of prunes to France out of last year's crop were 61,478,000 lb., an increase of 400 per cent. over the exports of the previous year, when 18,000,000 lb. were exported. Demand will be large this year, but with the California crop 50,000,000 lb. under last year it will scarcely be possible to spare over 60,000,000 lb. to go abroad. Cables from Greece offered currants for prompt shipment at 12s. 6d. per cwt., but this offer has since been withdrawn. Stocks in Greece are estimated not to exceed 11,000 tons, and it is said to be difficult to secure fruit suitable for the North American markets. Smyrna advices state that the hot winds have been playing havoc in the fig section, though what extent of damage has been done is not exactly known yet. We quote:

CURRENTS.

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

SULTANA RAISINS.

Sultana raisins, per lb.	0 09	0 12
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VALENCIA RAISINS.

Finest off-stalk, per lb.	0 07	0 07 1/2
Selected, per lb.	0 07 1/2	0 08
Layers	0 08	0 08 1/2

FIGS.

Comadres, per tapnet	1 00
Elemes, per lb.	0 10 1/2

DATES.

Dates, Hallowees, per lb.	0 04 1/2	0 04 1/2
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.	0 11
Peaches	0 09 1/2
Pears	0 12

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	2 15	2 50

"Royal Buckingham Clusters" 1-boxes	1 15
"Excelsior Windsor Clusters" 4 50	4 60
" " 1s	1 30

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07 1/2	0 08
" " seeded, in 1-lb. packages	0 09 1/2	0 10
" " in 12-oz. packages	0 08 1/2	0 08 1/2

PRUNES.

	Per lb.	Per lb.
30-40s.	0 10	0 10
40-50s.	0 08 1/2	0 08 1/2
50-60s.	0 08	0 08
60-70s.	0 07 1/2	0 07 1/2
70-80s.	0 07 1/2	0 07 1/2
80-90s.	0 06 1/2	0 06 1/2
90-100s.	0 06 1/2	0 06 1/2
Oregon Prunes (Italian style) 40-50s	0 07	0 07 1/2
" " 50-60s	0 07	0 07 1/2
Oregon prunes (French style), 60-70s.	0 04 1/2	0 04 1/2
" " " 90-100s.	0 04 1/2	0 04 1/2
" " " 100-120s.	0 04	0 04 1/2

NUTS.

There is little activity in these locally. Advices from Sicily estimate the total stock of filberts in reserve at from 20,000 to 25,000 bags. This is mostly controlled by speculators. The outlook for the coming crop is very promising according to the latest intelligence. We quote:

Walnuts, per lb.	0 12 1/2	0 13
Tarragona almonds, per lb.	0 12	0 13
Shelled walnuts,	0 25	0 26
Shelled almonds,	0 27	0 27
Filberts, per lb.	0 09 1/2	0 09 1/2
Pecans,	0 15	0 15
Brazil nuts, per lb.	0 11	0 12
Peanuts, roasted, according to the brand, per lb.	0 07 1/2	0 11

GREEN FRUITS.

There is a good business in green fruit of all kinds. Oranges are moving well, and prices generally rule steady, while Messina lemons have a somewhat wider range this week at \$2.25 to \$3.50. Bananas have ruled somewhat stiffer also for the finer stock. Pineapples have been arriving freely, and are lower than they were last week, and strawberries also are cheaper, the first arrivals of Canadian berries having come to hand this week. We quote:

California navels, per box	5 50
Valencias, 71s,	5 50
" 420s,	5 25
Valencias, 420s, Jumbo	6 00
Messina lemons,	2 25
New Californian lemons	3 50
Cocoanuts, per bag of 100	3 25
Bananas, per bunch	2 25
Canadian apples, in bibls.	4 00
Malaga grapes, per keg	5 50
Almeria grapes, fancy heavy weights, per keg	6 50
" " choice	6 25
" " ordinary, per keg	5 75
Cranberries, Cape Cods, per bbl.	15 00
" Nova Scotia	12 50
Pineapples, 24 to the case	2 60
Tangerines, 1-boxes	2 75
Jamaica grape fruit	3 75
Californian grape fruit	0 08
Strawberries, per box	0 08

VEGETABLES.

There was a good reasonable business in vegetables, and there have been few changes in prices to report. Tomatoes have declined \$1.50 per crate to \$3, and new potatoes are 50c. per bbl. lower at \$5. Other lines are unchanged. We quote:

New cabbage, in crates	2 75
Sweet potatoes, per bbl.	5 50
" " per basket, about 50 lb.	2 50
Spanish onions, per crate	0 40
" " per case	1 25
Yellow and red onions, per bbl.	1 25
Cucumbers, per basket	3 50
Asparagus, per doz. bunch	5 00
Boston lettuce, per doz.	0 90
Tomatoes, 6 baskets to the crate	3 00
Spinach, per bbl.	2 75
New potatoes, per bbl.	5 00
Radishes, per doz	0 40

FISH.

The week has been a rather quieter one in fresh fish, as the Roman Catholic community had only one fish day to observe as against three the preceding week. Gaspé fresh salmon are now arriving freely, and are getting the preference over British Columbia with the bulk of the

THE MARKETS

The
Canadian Grocer

trade. Pickled and prepared fish are dull and out of season. We quote:

Haddies	0 06 1/2	0 07
Smoked herring, per box		0 15
Fresh haddock and cod, per lb.		0 04 1/2
Dore, per lb.		0 08
Pike, "		0 06
Halibut, per lb.		0 09
B.C. Salmon, per lb.		0 15
Gaspe, per lb.		0 20
Salmon trout, per lb.		0 08
Brook trout, per lb.		0 18
White trout, per lb.		0 08
No. 1 Herring, Nova-Scotian, per bbl.	5 00	5 50
half bbl.	2 80	3 00
No. 1 Holland herring, per half bbl.		6 50
No. 1 Scotch herring, per half bbl.		6 50
per keg.		0 95
Holland herring, per keg.	0 70	0 80
No. 1 green codfish, per bbl.		5 00
No. 1 large green codfish, per bbl.		5 50
Boneless cod, 1 and 2-lb. blocks, per lb.		0 06
Loose boneless cod, per lb. in 40-lb. boxes.		0 05
Dried codfish, per 100-lb. bundles.		4 50
Alaska salmon, per bbl.		14 00
Standard bulk oysters, per gal.		1 40
Marshall's kippered herring, per doz.		1 45
Canadian kippered, per doz.		0 90
Canadian sardines, per 100.	3 50	3 75
Canned cove oysters, No. 1 size, per doz.		1 30
Canned cove oysters, No. 2 size, per doz.		2 25

COUNTRY PRODUCE.

EGGS.—This market has ruled steady during the week, a good demand absorbing receipts as they arrived at 12³/₄ and 13c. We quote:

No. 1 stock	0 12 1/2	0 13 1/2
No. 2 "	0 11 1/2	0 11 1/2

POTATOES.—Owing to heavier receipts from the Maritime Provinces the market is easier, round lots selling at \$1.05. We quote:

Choice stock, per bag	1 15	1 25
Ordinary, per bag	1 00	1 15

BEANS.—Rule firmer, with sales of round lots of primes at \$1.75. We quote:

Primes, in small lots	1 85	1 95
Primes, in carlots	1 75	1 80

HOPS.—Continue quiet and unchanged. We quote:

Choice No. 1	0 21	0 22
Fair to good	0 17	0 19
Yearlings	0 10	0 12

HONEY.—Demand for honey has been slow, but prices continue steadily held as last quoted:

White clover, in comb	0 12	0 13
strained, in 60 to 70-lb. tins	0 08 1/2	0 09 1/2
Buckwheat comb per lb.	0 08	0 09
strained	0 07	0 07 1/2

MAPLE PRODUCTS. There has been no change in these, round lots of syrup having realized 5³/₄c. per lb. in 15 gallon casks. We quote:

New syrup, in wood, per lb.	0 05 1/2	0 06
New syrup, in large tins	0 70	0 75
New syrup, in small tins	0 55	0 60
New sugar, per lb.	0 08	0 10

ASHES.—Prices are firmly held, but trade is quiet. We quote:

First pots	5 00
Seconds	4 50
Pearls, per 100 lb.	6 25

FLOUR AND GRAIN.

FLOUR.—This market holds steady and a good local business was transacted in both spring and winter wheat brands while the export turnover was considerable also. We quote:

Choice Manitoba spring patents	4 10	4 20
Seconds	3 80	4 00
Strong bakers	3 40	3 50
Straight rollers	3 35	3 40
Winter wheat patents	3 75	3 90

GRAIN.—Cereals generally are steady. Oats are quiet, with prices firm, and the same can be said of rye, buckwheat and barley. We quote:

Rye, ex store	0 58	0 58 1/2
Peas	0 72	0 73
Corn	0 54	0 54 1/2
Buckwheat	0 46 1/2	0 47
Barley	0 51	0 53
Oats	0 37 1/2	0 38

FEED.—The excitement in this market continues, the scarcity of bran being a leading feature, and prices are 50c. higher all round. We quote:

Manitoba bran, in bags	19 00	19 50
shorts		20 00
Ontario bran, in bulk	18 00	18 50
shorts		19 50
Mouillie, as to quality	22 00	28 00

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., June 4, 1903.

MARKET conditions, as far as trade generally goes, have been normal during the week. Trade is good; northern shipments are particularly heavy, the immediate opening of through navigation from White Horse to Dawson being the cause of extra heavy shipments, chiefly of groceries and provisions. Every steamer leaving port for Skagway has more cargo offering than can be stowed away. In up-coast shipment to northern B. C. canneries and to the many logging camps on the coast the same is true. There is not an idle coasting steamer, and every one is getting all the freight that can be carried.

The canned goods market is cleaned up entirely on peas. The price has been advanced to \$1.20 per dozen here, and stocks are so short that it may be said there are none. No offerings can be heard of, either, and the trade looks forward to going without till there is new crop to obtain. The market continues to be well supplied with canned tomatoes, the Californian stock being liberally obtained. Prices are quoted at \$1.45 per dozen in jobbing lots.

In dried fruits, for which the present is a season of demand, there has been a very considerable stiffening of price in some lines. Prunes and apricots have advanced sharply; the former, which have been particularly low, being now quoted at from 4 to 7¹/₂c. Of course there are many grades of prunes in the market. Apricots are now sold to the trade on a basis of 8c. per lb. in 25-lb. boxes. The advance in other lines has had a stiffening effect on peaches and apples, which are in plentiful supply and have been easy in price. The quotation for each may now be placed at 6¹/₂c. per lb. Slight advances on these may be looked for, especially in apples.

New Ontario cheese in small lots and one or two consignments of new Manitoba cheese have been received on this market. The price has been quoted at 15 to 16c., but this will have to be shaded, as the next shipments, advices of which have been received, will net 7c. per lb. less. The quantities received have not been large, though sufficient to meet requirements; old stock being practically cleaned up. The quality of the new goods has been very fair, the cheese being well ripened. This has not always been true of early receipts from Manitoba cheesemakers, who in the past have shown a tendency to rush stock to market before it had time to become sufficiently seasoned.

New creamery butter from the east has begun to arrive more freely, though the transportation leaves much yet to be desired. In fact, one leading wholesaler, a heavy importer of Ontario and eastern dairy products, was most emphatic this

week in his slating of the lack of facilities. "Why," he said, "I know firms which have had no desire to change their shipments over from the C.P.R. who have been simply compelled to get goods in via the Great Northern to keep their stocks up at all. The C.P.R. cannot keep up with the amount of freight traffic offering. You cannot emphasize too much the need of increased railway facilities for the West. Existing conditions are intolerable, and are a serious check to an otherwise prosperous season of trade."

Prices of really good eastern creamery butter have been quoted on this market this week at 24c. wholesale. The supply is not by any means liberal yet. Manitoba and Northwest have not been heavy shippers yet this season. In dairy butter there is not any real full grass dairy from Manitoba on the market here yet. It is possibly too soon after the good rains which have recently come to the relief of the prairie districts. Local dairy is beginning to come in more plentifully and the wholesale price is about 20c.

The jobbing price of fresh eastern eggs was possibly never higher for the season of the year than it is at present. Local supplies have dropped off a good deal lately, and it is hard to get stocks from the east. Dealers who have been in touch with the eastern markets say the stocks are not offering. One car was received here last Saturday night, and it served to relieve the situation. It was cleaned up at 20c. Demand for northern shipment is very keen just now. Several cars on order for that trade have not arrived.

This is the most peculiar fruit market, so far as supply and regularity is concerned. Last week the market was revelling in a superabundance of strawberries, the California stock being rushed forward in great quantities. That was the final flutter before they went out for the season. The weather has become too warm for the berries to stand up under shipment that distance. As a result, on Saturday night last what few berries were on the market were retailing at 30c. per box, where the day before, 10c. per box, 3 for "two-bits," had been the ruling retail figure. The few strawberries that did offer were Hood River, Oregon fruit and, the jobbing price was away up to \$6.00 per case. The supply even from that source is still limited, the backward season being responsible. Lovers of the fruit will be able to get plenty of the berries before long, as the Hood River stock is ripening fast and Washington state will soon follow with heavy shipments. Local berries are not expected in for ten days or two weeks yet.

If the weather remains favorable, there will be a heavy, though late, local crop. In other fresh fruits, Royal Ann cherries have been added to the market, coming in now almost as freely as the Black Tartarian. Last week a few fresh apricots were received. Apples and peaches, new crop, are expected from California about June 15th. The cherries are, of course, all from California.

The first shipment of this season's pack of canned salmon, 316 cases, arrived from the Skeena river on Sunday by the C.P.R. steamer Tees. The stock was spring salmon, which is not often canned here. Hermon's cannery has been running this year, putting up a small pack of the fish. Most of the spring salmon put up in British Columbia waters is salted and shipped in large barrels. The Tees brought down a carlot of this also, for shipment to Europe. The sockeye salmon, from which the British Columbia pack is put up, does not begin to run for some time.

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., June 9, 1903.

BUSINESS has been rather quiet with markets rather in sellers' favor. The past week has been a very disastrous one in this province as well as in other parts of Canada. The weather has been extremely dry, and while the season is early, crop prospects are being affected. Forest fires have caused great damage. Beside the valuable timber destroyed, three, at least, of our larger mills have been burned. A large pork factory and five quite large villages were also destroyed. The most seasonable local business is in fish. Salmon, our finest and most valuable fish, is now in season. The entire catch is sold fresh. In cream of tartar high prices still rule.

OIL.—There is just a fair trade. Burning oil is still at the low prices lately quoted. Lubricating oils have but a fair demand, dealers having bought freely in the earlier part of the season. Paint oils are unchanged in price; there is but a fairly active sale. Cod oil is beginning to be received; quantity to hand yet is light; prices are steady. We quote:

American Water White	0 20	0 21
Best Canadian	0 19	0 20
Prime	0 18	0 19
Linseed oil, raw	0 64	0 64
" " boiled	0 67	0 67
Turpentine	0 84	0 86
Cod Oil	0 29	0 31

SALT.—In Liverpool coarse salt quite a fair stock is held here in store. There is also quite a large cargo afloat, which is expected within two weeks. One or two further arrivals are expected through the month. To get best prices orders should be placed for shipment on arrival. In Canadian fine stocks arrive slowly. We quote:

Liverpool coarse, per lb.	0 55	0 60
English factory-filled, per lb.	0 95	1 00
Canadian, per bag	1 10	1 10
Cheese and butter salt, per bbl.	2 25	2 35
" " 5 lb. bags, per bbl.	3 10	3 10
" " 10 lb. " " "	2 85	2 85
" " 20 lb. wood boxes, each	0 25	0 25
" " 10 " " "	0 15	0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz.	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb.	0 60	1 00

CANNED GOODS.—In corn, there has been some inquiry, but price continues quite low. Peas are higher, and tomatoes are held firm at the high price. In

fruits there is a fair sale at even prices; good stocks are held. In gallon apples the market is well supplied. Oysters continue to advance. In lobsters there is a light business. Salmon are dull; prices are unchanged. In meats there is a fair trade. Domestic fish are being received. Haddies are an average pack. Sardines are rather light. It is early for herring. We quote:

Tomatoes, 2s.	1 25	1 40
" " 3s.	1 50	1 60
Corn	0 90	1 00
Peas	1 05	1 20
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Peas, 2s.	1 60	1 75
" " 3s.	2 10	2 25
Peaches, 2s.	1 65	1 75
" " 3s.	2 50	2 75
3-lb. apples	0 95	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	0 95	0 95
" " spring	1 25	1 35
" " Rivers Inlet, red sockeye	1 35	1 40
" " Fraser River	1 50	1 50
Domestic sardines, oils, 1	3 00	3 25
" " mustards, 1	2 85	3 00
Kipperd herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
" " No. 2	2 60	2 70

GREEN FRUIT.—Trade is very active. Bananas are plentiful and cheap, though best fruit brings full figures. Valencia oranges are rather firmer. Much of the Sorrento stock offered is poor. Californias are about out of the market. Lemons have a good sale; prices are rather higher. Pines sell quite freely at this season. Tomatoes are rather lower and show better sale. Cucumbers move freely at easier prices. Rhubarb is low, but quite firm. Some Ontario strawberries have been received; prices are lower. We quote:

Mediterranean oranges	3 50	4 00
Californian navels, per box	3 75	4 50
Valencias, 714s	7 00	7 50
" " 42s	6 50	7 00
Messina lemons	3 00	4 50
Cocoanuts, per bag of 100	3 50	3 50
Bananas, per bunch	1 75	2 00
Strawberries	0 12	0 14
Rhubarb	0 02	0 02
Cucumbers, per doz	0 80	0 80
Pineapples	3 50	4 00

DRIED FRUITS.—This is a quiet line. Prunes are still low. There is but a fair sale. California quotations are rather firmer. Apricots and peaches have a light sale. Raisins are dull; quite full stocks are held and holders are inclined to push sales. Currants are in steady demand; no large stocks held; New York supplying the market. Peels are higher. Dates have a fair sale. Evaporated apples have ruled low and there is a rather better inquiry. Onions are lower. In peanuts higher values rule. We quote:

CURRANTS.	
Fine Filiatras, per lb. in cases	0 04
" " cleaned	0 06
" " in 1-lb. cartons	0 06

VALENCIA RAISINS.	
Finest off-stalk, per lb.	0 07 0 07 1/2
Selected, per lb.	0 07 1/2 0 08
Layers	0 08 0 08 1/2

MALAGA RAISINS.	
London layers	1 75 1 90
" " Connoisseur Clusters	2 25 2 50
" " Royal Buckingham Clusters, 1/4-boxes	1 15
" " Excelsior Windsor Clusters, 1/4	4 50 4 60
" " "	1 30 1 40

CALIFORNIAN RAISINS.	
Loose muscatels, per lb.	0 08 1/2 0 09
" " seeded, in 1-lb. packages	0 10 0 10 1/2

FIGS.	
Comadres, per tapnet	1 20
Elmes, per lb.	0 10 1/2 0 20

DATES.	
Dates, Hallowees, per lb.	0 04 0 05

CALIFORNIAN EVAPORATED FRUITS.	
Apricots, per lb.	0 11
Peaches	0 09 1/2 0 10 1/2
Apples	0 06 0 06

PRUNES.			
Per lb.		Per lb.	
30-40s	0 08 1/2	70-80s	0 06 1/2 0 07
40-50s	0 08 0 08 1/2	80-90s	0 06 0 06 1/2
50-60s	0 07 1/2 0 08	90-100s	0 05 1/2 0 06
60-70s	0 07 0 07	Egyptian onions	0 02 1/2 0 02 1/2

APPLES.			
Per lb.		Per lb.	
Dried	0 04 0 04 1/2	Evaporated	0 06 0 06 1/2

ONIONS.	
Bermuda onions, per crate	4 50
Egyptian onions, per lb	0 02 1/2

SUGAR.—Market is firm and there is quite a steady sale. Bag sugar sells freely, that is, domestic Dutch. We quote:

Paris lumps, in 50-lb. boxes	5 00
Redpaths granulated	4 25
St. Lawrence	4 25
Acadia	4 20
Bright yellow	3 90
No. 2	3 60

MOLASSES.—The situation is unchanged, and prices are high and stocks light. Even at the full price there is a fair demand for Porto Rico. It is early to sell New Orleans, though good values are offered. We quote:

Barbadoes	0 36	0 38
Porto Rico	0 40	0 42
New Orleans	0 30	0 35

FISH.—Fresh fish have the attention. Gaspereaux have been a light catch. Shad is a fair catch, with quality good; a few pickled are offered; full prices are asked. Salmon are our finest fish; catch in the north seems light. It is yet early for many harbor fish. Smoked and pickled herring hold at full figures. Dry cod is rather easier. Pollock is dull. Nice fresh mackerel and halibut are offered. We quote:

Haddies, per lb	0 04 1/2 0 05
Smoked herring, per lb	0 11 0 12
Fresh haddock and cod	0 02 0 02
Boneless fish	0 04 0 05
Pollock, per 100 lb.	1 75 2 00
Pickled herring, per half-bbl.	2 10 2 25
Dry cod	3 75 4 00
Pickled shad, half-bbl	5 00 6 00
Halibut	0 08 0 09
Fresh Gaspereaux, per 100	0 60 0 70
Fresh shad	0 10 0 15
Fresh salmon	0 15 0 16
Fresh mackerel	0 12 0 15

NOTES.

The Lake of the Woods Milling Co. have moved into their new building. Their offices are among the finest in the city.

Mr. C. H. Dearborn, of Dearborn & Co., is again at his desk, after spending the winter in Florida and the spring in Georgia.

Rice is higher and the market is tending upward. Baird & Peters have some large shipments arriving.

Jones & Schofield have received a shipment of extra choice New Orleans molasses.

Mr. A. Lampard, of Crosfield, Lampard & Co., Colombo, Ceylon, was in the city this week, and with their local representative, Mr. A. Tilton, called on the trade. Through Mr. Tilton they do a large business here.

OTTAWA MERCHANTS ORGANIZE.

Secretary Trowern, of the Retail Merchants' Association, was in Ottawa last week and organized a branch of the association. The officers elected were:

- Henry Watters, druggist, president.
- Charles J. Provost, grocer, 1st vice-president.
- Geo. W. Shouldis, baker, 2nd vice-president.
- Albert Rosenthal, treasurer.
- H. C. Ellis, secretary.

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ARRANGE FOR ANNUAL PICNIC.

AT their monthly meeting on June 4, the Montreal Grocers' Association discussed the approaching annual picnic in all its phases. St. Hyacinthe was the place decided upon finally, and a committee was appointed to visit the grounds and report on their condition at a meeting on June 18. This committee is composed of the following members: Ald. Lapointe, and Messrs. P. Daoust, P. O'Brien, A. Larendeau, J. A. Menard, C. Champagne and E. Landry. The date of the picnic will be July 15, which falls on Wednesday.

Contributions were reported from the following: Hudon, Hebert & Cie, N. Quintal, St. Lawrence Sugar Refining Co., Chas. Gurd & Co., Laing Packing and Provision Co., McCormick Mfg. Co., Wm. Dow & Co., Canada Sugar Refining Co., W. D. Stroud, Boivin & Wilson, Evans & Son, Munderloh Co., Imperial Oil Co., American Dressing Co., A. Corby, J. M. Douglas & Co., Ald. Robillard, Paul Campbell, Bovril Mfg. Co., and O. Frechette.

The badges for the members of the association will be prepared shortly, and

they will be distributed at the last meeting before the picnic.

It has been the usual practice to have a bar on the picnic grounds, but there was some objection raised to this at the meeting by those who did not approve of it last year. This subject was given a good deal of discussion, but it was finally decided to run the bar as usual. On the train, however, only soft drinks will be sold, according to resolutions passed by the association, and the contract for this will be given to the highest tenderer, the chairman of the Banquet Committee to be given the usual privileges.

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CIRCULAR ADVERTISING.

By J. Troy.

THE wide awake, progressive and live business man must admit that a three inch advertisement in a good trade paper has more value than barrels of so called circulars. In fact, hundreds of successful business men will concede that this is the only key to success. Circulars may have been considered good advertising about the middle of the past century, but things have changed greatly since the advent of the trade paper. The shrewd, calculating, hard-headed business man of the 20th century is beginning to find out that trade paper advertising is the cheapest and most direct way to reach the business public, besides being eminently the most respectable. Circulars at their best are a Cheap John way of appealing to respectable business men. They are expensive, and the life of a circular is limited, not to minutes, but to seconds; while an ad. in a well established trade paper is there to stay and will be seen by thousands of the most prominent business people of the country. It is true a catalogue well written and printed is a necessity, and in many cases is as important a factor in trade as are the goods themselves, but the catalogue must be supplemented by advertising in trade papers, so that it may secure a profitable distribution.

Experience has demonstrated that the sending through the mail of any printed matter unasked for, unless it be something unique and of unusual merit, has seldom brought in adequate returns.

The waste paper basket could tell its story in this connection—a story which should prove a formidable warning to those who depend solely upon this means of building up trade, and more particularly those who use circulars extensively.

ADVERTISING, THE SOUL OF TRADE.

By A. R. M.

ADVERTISING is the soul of trade. What life—that wonderful thing which no man can explain—is to the human body, is what advertising is to trade.

Without advertising a business is dead. As when life leaves the body it decays, so when advertising is stopped, business drops off. Advertising was from the be-

ginning and will be to the—. But it is not well to prophesy; nothing in this world is certain, except death.

Advertising in olden times was very different from what it is now; and advertising in the future will in all probability be very different from what it is now.

In olden times, before the invention of printing and before the revival of learning, when only the monks and priests knew how to read or write, when a knight thought it a disgrace to be able to sign his own name, advertising was not so easily and cheaply done as in the present day.

The public could only be reached by direct communication, and that communication had to be by word of mouth. Publicity in those days cost something—both in time and money. If an event was to be made known to the public, heralds had to be sent out over the country in all directions, to proclaim the news.

What a wonderful evolution has taken place in the art of advertising since that time! Now our heralds are the newspaper, the telegraph, the cable and the telephone. The trains speed on their way carrying news—news, good and bad! News of war, news of peace, and the business man's news. But still quicker is that mysterious influence, the electric current, in carrying news. The click! click! of the "key;" the click! click! of the receiver, and the message has travelled thousands of miles.

There is good advertising and there is bad advertising; there is advertising that pays, and also advertising that does not pay. Good advertising pays. Advertising is not child's play. In order to make it successful, experience, thought, "go," and a thorough knowledge of the art are required, both in the making up and in the choosing of media for insertion.

Advertising of almost any kind brings returns, but very often the returns are not large enough to pay expenses. However, this thing is sure—that good advertising pays, and pays well.

A GOOD REPUTATION.

By J. Troy.

WHAT is it worth to a merchant in dollars and cents to have a reputation for honesty, fairness and reliability?

Good is so much valued in this world that even the semblance of good commands a premium in commerce and trade. However weak and nerveless a man may be morally in his own inner knowledge of himself, gathered from his self inventory of his moral qualities, if he does right in the public eye, acts honorably with men and honestly with the world at large, he secures a reputation which is a very considerable part of his capital and adds a liberal measure to his stock in trade. Such a man need not vouch for the quality of his goods. The fact that he sells them, without explaining their deficiencies, establishes their worth at the price. He is not compelled to go into hysterics in his advertising; he need only state the facts in strong, simple language, and his presentation will attract the confident public against the questionable neighbor, who must invent superlatives and sprinkle exclamation points through his advertisements to compel the doubting reader's attention. Take up any metropolitan newspaper and the student of advertising can instinctively fix the status of the several leading advertisers in the confidence of the community. Here, one has to scream at the reader; there, another calmly and confidently states his case. One gets the ear only through the compelling power of the "bargain price," the other commands a hearing on the merits of his goods. The one talks to the prospective buyer of that day; the other, to an all-the-year audience, and in so doing demonstrates the solid value of a well earned reputation. The "good-will" of such a business is an assessable quantity; that of the other is valueless.

A good reputation is acquired so slowly and represents such a vast accretion of little right doings, that one should treasure it above every other form of the capital in their investment—for it is capital, as certainly as that represented in merchandise and bank balances. Yet how wasteful men are of the chances of acquiring this treasure! I have been credibly informed that a penitentiary on this continent had within its walls at one time 61 bank officers imprisoned for embezzlement—seven presidents, 15 cashiers, 49 tellers and clerks.

They deliberately squandered the potentialities of a good reputation, with all the human dignities and honors attach-

Do you Sell Japan Tea?

Have you tasted the Japan Blend that I have been selling for about six months past?

It is a tea that has made a great hit.

Many merchants tell my travellers they are so well pleased with it they are clearing out all other lines and propose selling the Japan Blend exclusively.

It is a bulk tea.

I am sure you would like to see a sample. Ask one of my travellers, or drop me a card.

T. H. ESTABROOKS,

Branches:
TORONTO, WINNIPEG.

Tea Importer and Blender,

ST. JOHN, N.B.

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

SPECIAL

30,000 lbs. MARACAIBO COFFEE (good quality) 13½ cents roasted.

40,000 lbs. PRIVATE ESTATE JAVA (fancy) 23 cents roasted.

Delivered your Station. Terms, cash in ten days less 2% or 60 days acceptance. Will ship in quantities to suit; coffee now in Canada and ready for prompt delivery, roasted fresh on day of shipment; we prepay freights and coffee may be returned if not as represented. Trial order will convince you that we are headquarters for GOOD COFFEES at LOW PRICES.

Packed in Barrels; barrels free.

Packed in Tins; tins charged for at cost and returnable when empty at price charged.

MILFORD SIPES & CO.,

COFFEE BROKERS,
48 Shelby St., Detroit, Mich.
Selling Agents for above.



Figure it Out

and see if it wouldn't pay you to have your Printing and Advertising done by a Specialist in an up-to-date city office. Style and finish, that's it.

Special - 1,000 Bond Statements, \$2.00; Extra quality Billheads, 1,000, \$1.50; Envelopes, 1,000, \$1.00 up.

WEESE & CO., 54 Yonge Street, - Toronto.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacramento Street,
MONTREAL.

Tel. Main 778.



TANGLEFOOT

SEALED STICKY FLY-PAPER.

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

THE CANADIAN GROCER

ing thereto, and their crimes brought them the briefest compensations.

The same quality of mis-demeanor, if not the same quantity, menaces the future of the thoughtless merchant who is selling cotton-and-linen for "all linen," or rolled plate cases for "20-year filled;" who broadly intimates that his honest competitor is "no better than he should be;" who advertises "81 values at 19c," and who, in divers and manifold ways, practises upon the ignorance or duplicity of the public.

Like the embezzling bankers, their sin will eventually find them out. If by cunning and ingenious concealment they evade detection in their own day, their children will have to bear the burden in theirs—the burden of discovery of a parent's fraud, and the contempt of honorable men.

MEDICINAL VIRTUES OF PEPPER.

THE public are not generally aware of the fact that extract of pepper as a tonic and health producer possesses great efficacy and marvellous virtue. It stimulates the gastric juices, assists in the assimilation of food and is the best stimulator of the liver known.

The Retail Grocers' Advocate says: "In southern countries, along the border, throughout Mexico and the Latin Republics, all foods are highly seasoned with pepper, both green and dried. It is a daily diet. To this is attributed the good health and extraordinary vitality that usually prevails among that class of people, in spite of the unhealthy sections of some parts of those countries, and dyspepsia is almost wholly unknown there.

"The Mexicans taught the cowboys the virtue of it, and they taught it through Texas, Arizona and the West. Tabasco is noted as being the best producer of peppers, owing to the peculiar soil and climatic conditions. By years of trials and experimental planting it has been found there is but one place in the United States that will produce that same pepper, and New Iberia, Louisiana, has held that proud distinction for years. The little town of New Iberia is also justly proud of the claim that it possesses the only laboratory and works that produce the pure and unadulterated extract of tabasco pepper.

"They transplant the genuine tabasco pepper on their large plantations, and, with a secret process known only to themselves, are enabled to produce perhaps the finest and purest extract of tabasco pepper on the market to-day, which is known as the 'Green Heart' tabasco.

"This extract in liquid form guarantees the pure strength and can thus be used on soups, gravies, meats, oysters, etc. Also

in beer, a few drops will produce an exhilarating effect.

"Used at meals, it awakens an appetite instantly, sending the blood tingling through the veins and causing a feeling of enjoyment and satisfaction. Only a few drops are necessary to produce

results, which proves the strength and purity of the 'Green Heart' tabasco that is put up by The New Iberia Extract of Tabasco Pepper Co.

"The use of it would bring beneficial results to anyone suffering from less of appetite or weak stomach."



PENITENTIARY SUPPLIES.

SEALED TENDERS addressed "Inspectors of Penitentiaries, Ottawa," and endorsed "Tenders for Supplies," will be received until Monday, 22nd June, inclusive, from parties desirous of contracting for supplies, for the fiscal year 1903-1904, for the following institutions, namely:—

- Kingston Penitentiary.
- St. Vincent de Paul Penitentiary.
- Dorchester Penitentiary.
- Manitoba Penitentiary.
- British Columbia Penitentiary.
- Regina Jail.
- Prince Albert Jail.

Separate tenders will be received for each of the following classes of supplies:—

1. Flour (Canadian Strong Baker's).
2. Beef and mutton (fresh).
3. Forage.
4. Coal (anthracite and bituminous).
5. Cordwood.
6. Groceries.
7. Coal oil (in barrels).
8. Dry Goods.
9. Drugs and Medicines.
10. Leather and Findings.
11. Hardware, Tinware, Paints, &c.
12. Lumber.
13. Tea.

Details of information as to form of contract, together with forms of tender, will be furnished on application to the Wardens of the various institutions.

All supplies are subject to the approval of the Warden or Jailer.

All tenders submitted must specify clearly the institution, or institutions, which it is proposed to supply, and must bear the endorsement of at least two responsible sureties.

Papers inserting this notice without authority from the King's Printer will not be paid therefor.

DOUGLAS STEWART,
GEO. W. DAWSON,
Inspectors of Penitentiaries.

Department of Justice,
Ottawa, May 29, 1903.



Our New Booklet

"WHAT DO YOU WANT"

Just Out.

This Booklet contains selected lists of newspapers covering

- Canada as a Whole.
- Canada by Provinces.
- Canada in Sections.
- Agricultural Canada.

giving cost of "want ads." in each list. If you are an advertiser write for it.

The Desbarats Advertising Agency

INCORPORATED MONTREAL.

Advertising campaigns planned and carried out.



Key Tags made of Brass, Aluminum, or hard Fibre Board Badges for Hotels, Fire Companies, Police, Railroads, etc., made in great variety, send to us for satisfactory goods. Get our Catalogue No. 6.

Hamilton Stamp & Stencil Works, Hamilton, Ont.



There is a **Juiciness, Tenderness and Tastiness** in

Clark's Cooked Lunch Tongue,

which will please your **Best Customers, Bring Repeat Orders**

AND **Win New Trade.**

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

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

MADAME HUOT'S COFFEE
The Gem of all Coffees.

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

New Japan Teas

Ex steamer "Empress of Japan," now at Vancouver. To
arrive in stock in 15 days, at the latest.

I offer you in these "Condor" the choicest, finest and best Japan teas imported, and although prices are at an average 5 cents over last year's, my quotations are not more than half of the advance. I want to divide with you.

20 x 40-lb. boxes	"Condor"	I	-	at	42 1/2 c.
20 x 40-lb.	"	II	-	at	40 c.
10 x 80-lb.	"	III	-	at	37 1/2 c.
30 x 80-lb.	"	IV	-	at	34 c.

A SPECIAL LINE

40 Mats—8 x 5lb. boxes each—Japan Tea, nice clean leaf, strong bright liquor, at 23 1/2 c.

I have yet on hand a good stock of Japan Teas, and my quotations are the closest possible.

MARKET IN CHINA for Green Teas has opened 20 per cent. or fully 4c. per lb. higher than last season. I have quite a stock of these, and my prices have not yet been changed. **Take advantage of them while you can.** I quote from 15 to 40c. for Hyson, Young Hyson Imperial Pea Leaf and Pin Head—Moyune and Pingsueys.

SPECIAL LOTS

36	Half-Chests	2nds	Moyune	Young	Hyson	at	17c.
40	"	Choice	Sow	Mee	Points	-	at 20c.

ASK FOR SAMPLES. IT PAYS.

SPECIALTY OF HIGH-CLASS TEAS, COFFEES, SPICES AND VINEGARS.

E. D. Marceau

281-285 St. Paul Street,

MONTREAL.

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

"DME"
Baking Powder, Vinegar,
Spices, Coffee.

BUSINESS CHANGES.

ONTARIO.

JOSEPH LEDUC, merchant, Clarence, Ont., has assigned to W. A. Cole, Toronto, and a meeting of the creditors will be held on June 18.

A. R. Dawson, grocer, Hamilton, has sold out to Jos. M. Eversett.

Henry Rotz, general merchant, Harrow, has sold out to A. A. Barber.

George Stewart, grocer, Clinton, Ont., has sold out to H. Cantelon.

Wm. J. Wilkins, general merchant, Tillsonburg, has been partially burnt out.

F. George Dean, general merchant, Lobo, has been burnt out; partially insured.

The John King Co., Limited, and The W. H. Whalen Co., general merchants, are amalgamating.

M. H. Patterson & Company, imported apple merchants, Toronto, have assigned to E. R. C. Clarkson.

Joseph Leduc, general merchant, Rockland, has assigned to W. A. Cole. A meeting of the creditors will be held on June 18.

QUEBEC.

Anna Delisle, trader, Montreal, has been registered.

Alexis Gagne, general merchant, St. Lambert, is dead.

Carriere, Magloire & Co., traders, Montreal, have dissolved.

Onesime Audet, general merchant, Grouidines, has assigned.

O. Bigaouette & Aurelin, grocers, Montreal, have been registered.

J. & W. Kearney, teas and coffees, Montreal, have been registered.

V. E. Paradis has been appointed guardian for O. Audet, general merchant, Grouidines.

The assets of the general business of J. Blanchette, Chartierville, are to be sold on June 12.

E. Fleury and N. P. Knowlton have been appointed curators for Arthur Bros., general merchants, Knowlton.

BRITISH COLUMBIA.

The Automatic Canning Co., salmon canners, are advertising their business for sale by tender.

Joyce Bros., general merchants, Fernie, have been succeeded by The Trites Wood Co., Limited.

The Greenwood Trading Co., Limited,

general merchants, have been succeeded by Smith & McEwen.

MANITOBA AND NORTHWEST.

C. G. Anderson, grocer, Halbrite, has sold out to A. E. Sibbald.

R. W. Dulmage, general merchant, Saskatoon, has been succeeded by Dulmage Bros.

A meeting of the creditors of Henry Callin, general merchant, Manor, has been held.

R. P. Langford, general merchant, Swift Current, has sold out to Argue & Cooper.

Schneider Bros., general merchants, Langenburg, have dissolved. F. Schneider will continue.

Mathis & Walker, general merchants, Morningside, are advertising their business for sale.

TORONTO GROCERS' PICNIC.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held in St. George's Hall on Monday evening, June 8. The president, D. Bell, occupied the chair.

The business of the meeting was transacted in the regular way, but of course the principal topic of the evening was the annual excursion.

The secretary, Mr. Nettlefield, had communicated with the Hamilton association regarding the possibility of the two associations having their excursion in unison, and received a reply to the effect that the Hamilton grocers fully appreciated the honor done them by the Toronto association, but that for several reasons the association, after discussing the question at some length, came to the conclusion that the scheme would be impracticable.

Mr. Van Loan submitted the report of the proceedings of the Excursion Committee. A contract had been signed with the Niagara, St. Catharines and Toronto Navigation Co., obtaining special rates for July 22. The first boat, the Garden City, will leave Toronto at 8 o'clock in the morning for Port Dalhousie. From thence the excursionists will be conveyed by the electric railway to the Falls. There will be another boat at 11 a.m., one at 2 p.m., and the last at 5 p.m. It was decided to charge only \$1 for the round trip for adults and 50c. for children.

There was some discussion as to whether there should be any music supplied this year. A few present thought that when they were running the excursion at such reasonable rates there was no necessity for going to the extra expense of supplying music. However, the majority were in favor of making the event as enjoyable as possible for everyone, even if a little more money had to be spent, and it was left to the committee to secure suitable music.

It was also left to the committee to arrange the games or contests on the boat, and to get up the programme.

It was decided to again have badges this year, and the choosing of these is also in the hands of the committee.

This finished the discussion of the excursion, and the regular business of the association was proceeded with. Several accounts, amounting to \$29.59, were submitted by the secretary, and were referred to the Executive to look over, and if found correct, they were to be paid.

The three new members proposed last meeting were admitted into the association by a unanimous vote. The new members are Messrs. Proctor, Snider and Carter.

In discussing questions for the good of the association, W. J. Sykes, the former president, said: "I have been reading in 'The Canadian Grocer' accounts of the doings of the Retail Grocers' Association of Montreal. I think the association deserves great credit for the following up of that four-dollar bill question to a successful issue. Now I think we should begin a campaign against the chipping and disfiguring of coins. The banks will no longer take them, but still it is very hard for merchants to refuse them. I move that we write the Montreal association, asking its co-operation in the matter." This move was unanimously sustained.

After the discussion of several questions of minor importance the meeting was adjourned.

BALTIMORE PEA PACK.

Several prominent pea packers of Baltimore now here report being closely sold up on the new pack of peas. On the finer grades two packers report being entirely sold up on Petit pois at \$2 f.o.b. Baltimore, and on sifted and extra sifted the offerings by two packers are reported closely sold up. There continues a good interest in standard Junes at 85c, with occasional offerings heard of at 80c. Reports from up the State note a poor outlook for the coming crop, and the discouraging advices received are believed to have had some influence with buyers in taking the Southern offerings.—N. Y. Journal of Commerce.



SOCKEYE SALMON

"Clover Leaf Brand"

is the finest FRASER RIVER SOCKEYE SALMON packed.

All grocers keep it.

Who Ships
BREAD and
CAKES ?

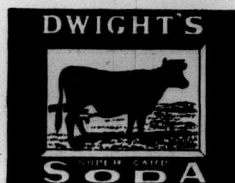
We Do!

The Nasmith Co., Limited, Toronto.



For 50 years and more we've been emphasizing the one idea—that best goods are the cheapest in the long run, and that the best need not be the most expensive even at the beginning.

COW



BRAND

has never been anything but best, and in front of us all the time is our standard of purity and strength. You can never make a mistake in selling what you know to be good.

JOHN DWIGHT & CO., MANUFACTURERS.

China Novelties



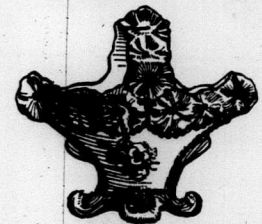
For Tourist Trade.

We are headquarters for
Souvenir Articles:

China Shoes
Baskets
Vases
Plates
Cups and Saucers
Pin Trays
Ash Trays, etc.

Write for Catalogue.

Mention THE GROCER.



Nerlich & Co.

TORONTO

146-8 Front St. West.
(Opposite Union Station)

Sample Rooms—MONTREAL and QUEBEC.

NEW ZEALAND AND THE PREFERENCE.

Press despatches from Wellington, New Zealand, say that Premier Seddon, of New Zealand, has declared that the only way by which Great Britain could break down the fiscal barriers against her commerce would be by a preferential tariff between the colonies and the Mother Country. At the next session the Parliament of New Zealand would, he stated, be asked to ratify an agreement made at the conference at London between the colonial premiers and Colonial Secretary Chamberlain, on the lines of the preference given by Canada.

Premier Seddon concluded his statement by declaring that if the Mother Country scouted the proposed preferences the colonies would soon make reciprocity treaties with other countries. In other words, Premier Seddon threatens that unless the United Kingdom helps forward the movement for closer commercial relations within the Empire she will soon see the colonies giving preferences to foreign nations which she will not herself enjoy.

HAMILTON GROCERS MEET.

At the meeting of the Hamilton Retail Grocers' Association held on June 2, President Adam Ballantine in an address deplored the heavy loss sustained each year by the grocers of Ontario through long-standing accounts. He said that the retail grocer sustained this loss because he was the most friendly individual to-day in business. He did not think that it was possible to keep to a strictly cash basis, as there was not enough specie in circulation, but he would like to see no account run more than 60 days, and he thinks interest should be charged on credit business. The members roundly applauded Mr. Ballantine's remarks.

EMPIRE SOAP AND OIL CO.

The Empire Soap and Oil Company, Limited, have been chartered, with a capital of \$40,000, divided into 800 shares of \$50 each, to manufacture and deal in soaps, oils, chemicals, glycerine, stearine, grease, domestic supplies and all their products and by-products; the provisional directors are John Edward Hoare, George Dickson and Frank Nichols Vanzant. The head office of the company is to be at Toronto.

S. Schultz is opening stores in Edmonton and Strathcona for the auction sale of bankrupt stocks.



Delicious, Healthful
The Ideal Fruit
—FOR—

SPRING and SUMMER USE

Once Tried, Always Used.
ASK FOR IT.

YOU ARE NOT UP TO DATE

If you are not selling

L & L

LEES & LANGLEY'S

Worcestershire Sauce

YOUR JOBBER WILL SUPPLY IT.

LEES & LANGLEY, 53 Colborne St., TORONTO.

PHONE MAIN 1975.



Trade Mark

EPPS'S

**GRATEFUL.
COMFORTING.**

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

FANCY CALIFORNIA, NAVEL, ORANGES
VALENCIA, SEVILLE.

Car **FANCY MESSINA LEMONS** just in, free of frost. Finest Brands of Oysters and Finnan Haddies, all at lowest possible prices. Send us your orders.

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

New Goods, Right Prices.

Our travellers are quoting interesting prices for prompt shipment, on New Pack Haddie and Domestic Sardines ¼'s in oil. They have also got a snap to offer you in a very fine Pickle in Barrel lots, Mixed or Chow-Chow, 18-oz. Round Bottles, to retail at 10 cts. per bottle. Let us have your order for a barrel or two. We have also got a very nice line in large 40-oz. Square Bottles, one dozen to the case, to retail at 25 cts. It sells at sight, and the kind that brings repeat orders.

Don't wait for our travellers, send your order direct.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

Flett's

**Pickle
Selling
Record.**

All previous records are broken by
the store that sells

FLETT'S PICKLES

People have a way of repeating
their pickle orders that is particu-
larly pleasing to the dealer.

ROSE & LAFLAMME
Agents, MONTREAL.

MHS



"I never go camping without it."
The words of a famous traveller and
camper when asked what he thought
of

**Paterson's
Camp
Coffee
Essence.**

Rose & Laflamme,
Agents, Montreal.

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

Hires
Root Beer

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

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

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

Setna & Co., "Chutneys"
Indian Guava Jelly, Curry Powder.

Martin & Freres' well-known brands of Shelled Almonds,
as follows: **Squirrel, Fox and Tiger.**

DRAINED PEELS in 10-lb. Drums and 112-lb. kegs.
PRICES ON APPLICATION.

SOLE AGENT FOR CANADA.
MONTREAL.



**PURNELL'S
MALT VINEGARS**
Brewery, Bristol, England.

Charlottetown, P.E.I.—Horace Hazard, South
Side Queen Sq.
Halifax, N.S.—J. Peters & Co., 47 Upper
Water St.
St. John, N.B.—Robert Jardine.
Montreal—J. M. Kirk, 18 Hospital St.

Toronto—J. Westren & Co., 630 Ontario St.
Hamilton—Imperial Vinegar Co.
Winnipeg—A. Strang & Co., Portage Ave.
Vancouver, B. C.—C. E. Jarvis & Co., 328
Holland Block.

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER.

365 Richmond St., London, Ont.

THE railway lorries are well laden these afternoons with barrels, boxes, chests and $\frac{1}{2}$ chests, pails, etc., containing the various classes of goods being consigned to customers in the towns and villages tributary to this city. All wholesale grocers report improvement, and the outlook has a cheering and bracing stimulus for both buyer and seller. Not only are good orders being booked by travellers, but letter orders for the seasonable lines in every day's consumption are dropping in. Sugars are the heaviest orders at this time. Since fruit for preserving has come into the market, the demand for sugars has started with a bound, and it is fair to presume that now 50% of shipments to the grocery retail trade will be chiefly granulated. Canned meats are in good demand.

Nearly all products of the farm brought into this city, for sale at the tri-weekly markets, are disposed of at same prices as for the last two weeks, with but few exceptions. The dry weather, it was expected, would raise the figures of butter, but since the few recent showers have fallen there will be no such probability at present.

The warm sultry weather which has now reached Western Ontario is making good business for manufacturers of soda water, ginger ale and carbonated and aerated drinks, and the ice cream parlors are getting a large patronage from hosts of money spenders who like to disburse in this line of pleasant refreshments. This branch of trade in London has assumed considerable proportions, and factories and shops of this class are quite abreast the requirements of the business.

The branch store in this city of the William Davies Co., of Toronto, is apparently a success. The appetizing display of pork products and other meats are so temptingly arranged in the clean, handsomely fitted premises, that besides a crowded store inside the crowd of admirers on the sidewalk is frequently a block to pedestrians on Dundas street.

The largest buyer of live hogs here, Mr. McIntyre, paid \$5.65 for selects on Monday; \$8.00 is now being paid for dressed hogs. Beef rules from \$6.00 to \$7.50 per 100 lbs.; veal, \$6.00 to \$8.00; mutton, \$6.00 to \$7.00 per cwt., and spring lambs, \$1.50 to \$5.00 each.

The wool season may be said to have commenced, and it is being handled in this market quite extensively. The prices paid for washed are 14 to 16c. as to breed; unwashed, 8 and 9c.

The estate of the late Oliver McClary, of this city, amounted to \$145,000.00. The will has been presented for probate. The London and Western Trusts Co. are executors.

Messrs. Robinson & Little, of this city, have appointed I. T. Chisholm as their representative at Winnipeg.

W. H. L.

"CREAMY TEA."

ONE of the most attractive features of to-day's issue of The Herald is the first of a series of advertisements for The Blue Ribbon Tea Co., of Toronto. This enterprising company are entering upon a very extensive advertising campaign throughout Canada for the purpose of educating the public on the value of the celebrated "Blue Ribbon" tea.

J. D. Roberts, the company's energetic advertising manager, was in the city to-day and in conversation with a reporter of The Herald suggested that the public would be benefitted by following carefully the tea story as told in their series of advertisements which are to appear in this paper.

"Many people are under the impression," he said, "that they can buy for 25c. a lb. of tea worth 45c."

"How do you account for that?" the reporter asked.

"Many people do not know that 25c. tea is produced from the poorer grades and is shipped to this country specially to sell at 25c."

Mr. Roberts went on to explain that "Blue Ribbon" Red Label tea is composed of the delicate top leaves and tender shoots of the tea plant. They do not, like the lower, coarser leaves, contain the woody fibres that secrete the tannin and other bitter substances. The Blue Ribbon Tea Co. control many acres of tea gardens in Ceylon, these gardens being located in the upland district of the interior where the climate is cool and the tender shoots and leaves are developed under the most favorable circumstances. The treatment of the tea plants in these gardens is on scientific principles, they being carefully cultivated and grafted to produce the proper flavor for the delicious "Blue Ribbon."

"What do you mean by the expression 'creamy tea' in your advertisement?" the reporter inquired.

"Have you ever tasted 'Blue Ribbon' tea?" Mr. Roberts answered quick as a flash.

The reporter was forced to admit that he had not.

"That accounts for it," was the reply. "Just as there is a difference between good fruit and cheap fruit, there is a difference between 'Blue Ribbon' and other teas. The delicious flavor of the 'Blue Ribbon' is such that it leaves a delicious smack on the palate that you can't swallow. No other word will describe this so well as 'creamy.'"—Herald, Stratford.

THE DANGER OF SUCCESS.

A man profound and seeming wise,
Who made a name
And bus'ness fame
With printer's ink
That made folks think,
Went heretic. "Why advertise,
And, day by day,
Just throw away
The hard-earned rocks?
My name now talks;
My growing trade and store's vast size,
Will draw the crowd,
And talk more loud,
Than columns wasted every day
On 'Ads.' I'm sure no longer pay."
He cut the printers down one-half;
The saving made the old man laugh;
But day by day
Trade fell away.
Success had made the old man mad.
His bus'ness soon got "awful bad";
But still he wouldn't advertise,
And "store for sale" caused no surprise.

—J. Yort.

FOR BELIEVERS IN SIGNS.

It has not been so many years that the black and white sign was invariably the rule; but since the advent of the advertising sign painter, with his ways that are vain and curious, it has become the exception, says an exchange. There is a great deal of black used, but not in connection with white. Blue has largely taken its place as a ground color, while in the pictorial sign the coloring is done on artistic lines as far as possible. For large signs on rough and uneven surfaces such as dead walls, rocks and cliffs, a very cheap yellow coating may be made by stirring a solution of green vitriol into lime milk. The paste which is at first greenish from the separating protoxide of iron, becomes a yellow by oxidation in the air after it is applied and dry. The more green vitriol is added to the lime milk the darker, of course, the color. This paint is said to adhere firmly to any surface, and cannot be washed off. Besides, it has a brighter appearance than one mixed with lime and ochre, and is cheaper than the latter. It makes an admirable background for large letters in black or purple.

THE CANADIAN GROCER

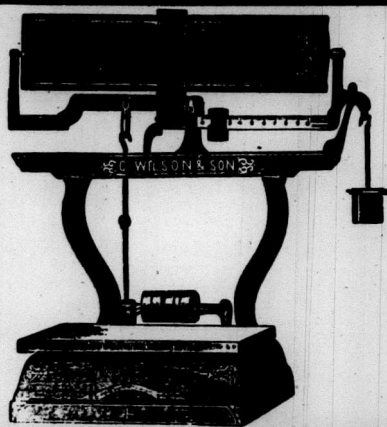
WATCH YOURSELF

and don't be tempted to crowd poor goods on your customers. Consider their interests and you will be helping yourself.

JAMES' DOME LEAD

has proved itself the best stove polish in the world. There is a good profit in it and it pleases the people you are making your money out of.

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



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

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

Yours truly,

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

C. WILSON & SON, - - TORONTO.

JOHN BROMLEY & SONS,

The largest manufacturers of (Highest Quality only) Coffee Essences in the world.

BLOOMSBURY WORKS, LEEDS, ENGLAND.

(With Branches in Australia, New Zealand and South Africa).

REQUIRE A SOLE WHOLESALE PURCHASING AGENT IN CANADA FOR

**BROMLEY'S
COFFEE ESSENCES**

Which are the only Essences prescribed by the Medical Profession of Great Britain for their
PURITY AND EXCELLENCE OF QUALITY.

**DR. LAING'S
CREAM SAUCE**

The only sauce in the world containing
PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

ONE OF OUR PRINCIPALS (MR. JAMES W. BROMLEY), WILL PERSONALLY VISIT

CANADA IN SEPTEMBER, TO COMPLETE ARRANGEMENTS.

In the meantime we shall be pleased to receive applications for our Agency from firms of good repute in Canada, on receipt of which samples will be at once despatched so that each interested firm will have an opportunity of testing our specialties and becoming thoroughly conversant with their exceptional high quality, previous to our Mr. James Bromley's visit.

ALL APPLICATIONS TO BE MADE TO

JOHN BROMLEY & SONS, BLOOMSBURY WORKS, LEEDS, ENGLAND,

Stating what other English Agencies are held, if any.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

SMOKERS AND THEIR PIPES.

"THESE pipe smokers are the queerest people on earth," remarked the repairer as the door closed and the morning customer disappeared in the crowded streets. "Just look at this pipe. Six feet of stem and a bowl large enough to hold half the 'plug cut' in the country store. Actually, it isn't worth marking down to 39c. and placing on the bargain counter, but that fellow is willing to pay \$4 for having it repaired just because he imagines smoke created in any other bowl and drawn through another stem wouldn't taste like tobacco.

"Particular? Why, pipe smokers are the most fastidious people on the earth. They have more fanciful ideas to the square inch than the women who throng departmental stores on bargain day. Just let a pipe smoker get his head set on one particular pipe and you could bale the river dry as easy as you could break this attachment. He would pay \$10 for repairs to an old pipe that wouldn't sell for 30c. That's why I'm in the business."

Some slaves of loose tobacco take to the German pipe, with its elongated stem and cavernous bowl, and they wouldn't think they were smoking at all if compelled to adopt the "bulldog" style of pipe that the swaggering college boy smokes on the street. The German bowl is necessarily a home luxury, because few smokers care to be bothered with a dray.

Another "home" pipe that appeals strongly to the metropolitan smokers is the chibook, or Turkish bowl, with its half dozen appended flexible stems and its bowl of water, through which the smoke is drawn. These pipes are prevalent for the most part in bachelor apartments, and the feature that is their strongest recommendation is that several smokers may puff at one of them at the same time.

One pipe smoker is the owner of a highly prized specimen that was carved out of a steer's horn. A bowl of briar was inserted in the end and connected with a reed stem tipped with amber. He spends his evenings smoking his pipe, and couldn't be induced to try any other. It is heavy and hard to handle, but he likes it, nevertheless.

Some curious designs are to be found in the collections of pipe smokers who appre-

ciate carving. One man who consumes a pound of tobacco every week smokes from a snake's head ingeniously worked out of French briar. Another finds satisfaction in a bowl representing a dog's foot. The human skull also has been counterfeited to meet the fancy of the pipe smoker.

A good many lovers of the meerschaum pipe spend their time in trying to color their high priced treasures in fantastic fashion, believing that they have the genuine article. As a matter of fact, scores of them waste their breath against exceedingly deceptive imitations.

A SUCCESSFUL TOBACCO DEPARTMENT.

Early this week THE CANADIAN GROCER, on visiting the west end of Toronto, dropped into the very handsome and well-conducted grocery, corner of Spadina avenue and Sussex street, owned by W. J. Flewelling.

The arrangement of the store was very neat, and everything connected with the store was clean and inviting. A prominent feature was the tobacco and cigar department. It certainly looked very attractive and up-to-date in every particular. A handsome showcase, displaying his cigars and tobacco, and his additional fit-

tings were of the most modern description.

Mr. Flewelling informed THE GROCER that the results from this department were of the most satisfactory nature, and that his trade in this line called for high-class goods, in keeping with the rest of his stock.

His orders are frequently as large as those given by down-town tobacco stores, and we think that the example of Mr. Flewelling might profitably be followed by many of his fellow grocers.

TOBACCO CULTIVATION IN TEXAS.

Texas, great in so many things, bids fair now to take high rank in the production

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
 OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR
LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

My Faith

in the quality and price of my cigars is so deep and earnest that I will send you on a "Trial Order" of a thousand or more at no cost whatever to you. Send in your order!

My "Pharaoh" ten-cent and "Pebble" five-cent cigars are the two greatest leaders in the country to-day. And the profits you make are all right!

Payne's Cigars

J. BRUCE PAYNE, MFR.
Granby, Que.

Steadily upward day by day,
The following brands have forced their way:

Harold H.
Kim
La Fama } **CIGARS**

Through the mists of prejudice and competition until now in the full sunlight of popularity they enjoy a patronage surpassed by none, equalled by few.

Brener Bros., Mnfrs. London, Can.

FLAVOR AND ODOR

are everything in a cigar—the flavor to the smoker and the odor to those who are in his company.

Tuckett's Marguerites

possess both to a high degree. They are popular sellers and pay a good profit to the retailer.

ASK US FOR SAMPLES AND PARTICULARS.

Tuckett Cigar Company, Limited, Hamilton.

The
Canadian Grocer



OUR "CORONATION."

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

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

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

TOBACCOS AND CIGARS

Attention, Grocers! Your wholesale house won't sell you **British Navy, King's Navy, U & I, and Queen's Navy.** It isn't the wholesale grocer's fault; it lies with **the Trust.**

The trust wouldn't rule against these brands if they were not worrisome competitors for public favor. Send me your address.

T. J. HORROCKS, 6 WELLINGTON STREET EAST, **Toronto**

HORROCKS, the only wholesale tobacconist outside the trust. **Back him up.**

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

J. M. FORTIER, Limited

Manufacturers and Exporters of

Cigars, Cigarettes and Cut Tobacco

Offices:

1980-1982 Notre Dame St.

Factories

and Warehouses:

151 to 161 St. Maurice St.

DEALERS IN

Imported and Domestic Leaf Tobacco
and **Cigar Manufacturers' Supplies,**

Makers of the celebrated
"CREME DE LA CREME"
and
"CHAMBERLAIN"

Cigars.

MONTREAL,
CANADA.

SOLD ON MERIT:

CHEWING

- BRITISH NAVY
- KING'S NAVY
- BEAVER
- APRICOT.

SMOKING

- TONKA
- SOLID COMFORT
- PINCHIN'S HAND-MADE.

STRICTLY UNION MADE.

McALPIN CONSUMERS TOBACCO CO., Limited, - TORONTO.

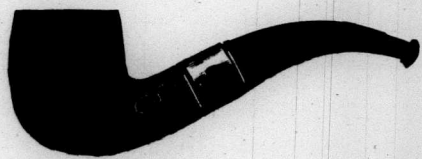
FACTORIES: TORONTO AND LEAMINGTON.

Pipes

The Largest Pipe House in
Canada.



Write for Prices.



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

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO
KINGSVILLE, ONT.

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

of tobacco. Unless all signs fail, in another decade the Lone Star State will furnish the makers of the finest goods in America their high grade stock.

For generations it has been conceded that the famous Vuelta Abajo leaf could only be grown in certain restricted areas in Cuba. No other soil could produce a tobacco anywhere near its equal.

Recently the U. S. Dept. of Agrl., "Bureau of Soils," concluded experiments which have been going on for several years. In Ohio and Texas several locations were found where the Vuelta Abajo leaf came to perfection.

Samples of leaf produced on these soils have been submitted to New York and Philadelphia dealers who did not hesitate to pronounce them to be the real Cuban product with the true Havana flavor.

Surveyors have been sent out to lay off the boundary lines of the new soil. The experiments now begun are towards an attempt to demonstrate that quality as well as quantity is at the command of the Ohio and Texas growers.

Only those in the trade can appreciate the importance of this discovery. Once determined finally that Texas can furnish the real article, available lands will double

TOBACCOS AND CIGARS

and treble in value and that state will take front rank in the industry.

MR. J. BRUCE PAYNE.

MR. J. BRUCE PAYNE, of Granby, Que., whose photograph we publish in this issue of THE CANADIAN GROCER, is well and favorably known to the Canadian business world as one of the most prosperous and prominent cigar manufacturers in the Dominion.

In 1887 he accepted a position with Savage & McCanna, cigar manufacturers, Granby. In July, 1889, he formed the firm of Payne Bros. & McFarlane, buying out his partners in 1893, since which time he has conducted the business under his own name.

The output of the factory has enormously increased in the period referred to and the large demand for goods of his



MR. J. BRUCE PAYNE.

manufacture speaks for itself. The positions held by Mr. Payne are a testimony to the general esteem in which he is held in private life. Always taking a deep interest in masonry, he has recently been elected Grand First Principal Z. of the Grand Chapter of Royal Arch Masons of Quebec. He has been game warden of the County of Shefford since 1897, commissioner since 1893, magistrate since 1894, municipal councillor since 1893, president of the Granby Athletic Association since 1898, president of the Granby Rifle Club since 1899, vice-president of the District Good Roads Association since 1897, president of the Shefford Liberal Association since 1900, was president of the Dominion Cigar Manufacturers' Association, 1897-

The Canadian Grocer

1898, is churchwarden of St. George's Church, Granby, and a director of Dunham Ladies' College.

TURKISH LEAF.

U. S. consular returns show that the demand for Turkish leaf by the manufacturers of Turkish and Egyptian cigarettes is influencing the tobacco markets of South-eastern Europe and Western Asia. Every variety which approaches the Turkish type finds customers in America. Among those exported to America are lots of leaf from Greece, Albania, Servia, Bulgaria, Roumania, Russia in Europe, Russia in Asia, Turkey in Europe, Turkey in Asia and Syria.

NOTES OF THE TOBACCO TRADE.

Japan has had a government monopoly of tobacco for four years.

Holland people use more tobacco than the people of any other country.

All the employes of the Imperial tobacco factory of St. John were vaccinated last week.

W. Youell, representing The Erie Tobacco Company, of Windsor, visited Toronto last week.

Kentucky tobacco growers are preparing to make an extensive display at the St. Louis exposition.

T. J. Horrocks, wholesale tobacconist, Toronto, says that business this season is of the most satisfactory character.

The removal of The Consumers Tobacco Co. to Toronto will occasion a loss to Leamington of one of its largest industries.

The threatened strike of the Winnipeg cigar makers is a thing of the past, the employers acceding to the demands of the men on Saturday last.

Tobacco is a most profitable monopoly to the French Government. The net profits last year amounted to over \$66,000,000, and the profits from the match monopoly were over \$4,600,000.

Although the factories of The McAlpin Consumers Tobacco Company are being worked to their fullest capacity, the great increase in their output in Manitoba and the Northwest provinces is at present giving them more than they can attend to.

The cigar manufacturers of Indianapolis, Ind., have issued a statement to the public in which they declare that they cannot grant increased pay to their striking employes; that the present rates are from \$1 to \$3 per M higher than those of Cincinnati and Louisville, their chief competitors, and that the high union rates of Indianapolis have reduced the number of cigarmakers from 200 in 1885 to less than 160, of whom one-third are not steadily employed.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

Canned Goods in London.

ALTHOUGH prices for choice and well-packed lobsters are ruling high, a good business is being done both on the spot and for forward delivery, as buyers, finding there is no possibility of lower quotations, are filling their requirements at higher prices than they refused to entertain at the opening of the season. In fact, the supply of the finest fish in tins is so limited, owing to the good demand for fresh lobsters, that packers will not now accept orders unless at an advance of fully 1s. per case, and even then will only guarantee delivery of 15 per cent. of the order taken. Salmon continues to be the cheapest class of preserved provisions in the market, and yet the demand does not respond as the position warrants. Although it is becoming generally recognized how cheap the choicest quality of Fraser fish in 1-lb. flat tins is, compared to the valuations of the same grade of fish in 1-lb. tall tins, buyers even here will not commit themselves for more than a few weeks ahead. Meats are slow of sale, but prices are unchanged. There is a fair enquiry for ox tongues, but the largest sizes of some of the principal brands are in limited supply, and orders are most difficult to execute. Californian fruits are in good demand, especially apricots, which will improve in price as the season advances. The country demand for gallon apples is rather slow, even at present low quotations. Pines are firm in price owing to stocks on the spot being exceedingly limited.—Produce Markets Review.

Almond Outlook in Spain.

United States Consul D. R. Birch, of Malaga, under date of April 28, 1903, informs the Department at Washington that the crop of Jordan almonds for next season promises to be normal for the first time since 1899. This means that approximately 100,000 25-lb. boxes will be available for export, at prices considerably lower than those of last year. "Confectioner's Jordans," the size most in demand in America, he continues, were marketed in 1902 at from 88.25 to \$10.50 per box f.o.b. New York; 75 per cent. of the Jordan almonds exported to the United States are of this size. Reports indicate a large yield of the Valencia grade, which is considered inferior to the Jordan. It is stated that 2,000 boxes of 1902 Jordans remain unsold, but that the

present price (\$9.85) is considered prohibitive by American buyers. It is likely, however, that the entire stock in the local storehouses will be marketed during the next month.

A Dragging Coffee Market.

A dragging market has continued to be experienced for coffee. Price changes for the week have been of an unimportant character, there being no new developments of a character to stimulate trading on either side of the market.

The visible supply statement from June 1 was a surprise to the majority of the trade, the decrease of practically 40,000 bags being far in excess of expectations. A correction in the Hamburg stock which took off 97,000 bags and a sudden disappearance from the Havre market were largely responsible for this unexpected decrease. The world's visible stock of coffee, however, is still close to the 12,000,000-bag mark, and with this quantity on hand and the general belief that Brazil has another large crop to market, prices failed to show any rallying power.—N.Y. Journal of Commerce.

Pacific Salmon Pack.

Discussing the salmon situation, the San Francisco Trade Journal has the following: "A continued good run of salmon is reported in the Sacramento River. Columbia River advices report an increase in the run, with the fish averaging larger size. This has given to the cold storage men a more liberal supply. In the natural order of things there ought to be a large volume of water in the Columbia toward the end of June. As the water in the river becomes warmer the fish should run in larger quantities. Active preparations continue to be reported from Puget Sound for the season's packing. It is stated that there will be an increased pack over 1902 on Puget Sound and also in Fraser River. John S. Hume reports free sales of both pinks and chums for export at 50c., with drawbacks to seller for the former, and 40c., same terms, for chums. For domestic, pinks are quoted at 52½ to 55c. and chums at around 45c. The domestic trade call is very slow for both spot and futures.

To Ship Jamaica Bananas.

Advices from Glasgow, Scotland, announce the formation there of a company

which intends to make large shipments of bananas fortnightly by Leyland Line steamers from Jamaica to New Orleans. An agent of the company is now securing the co-operation of planters in Jamaica. Five vessels are being prepared for the company, whose operations will commence in December.

Maine Sardine Pack.

Private mail advices from Eastport, Me., state that the total pack of sardines to date is not in excess of one-sixth of that at the same time last year. The advices say: "It is rumored here that the Seacoast Packing Co. has withdrawn its prices on new pack quarter oils. There has not been a case of three-quarter mustards packed this season, the few fish caught being too small for this purpose.

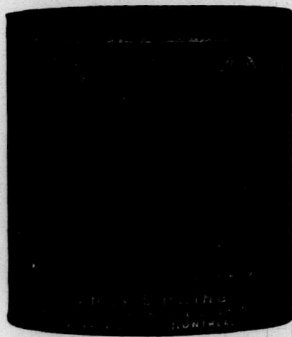
California Raisin Crop.

In connection with raisins, the California Fruit Grower says: "The California Raisin Growers' Association and the commercial packers have at last agreed upon a contract. Under its terms the Association retains control of the raisins until sold and paid for. The packers receive, as packing charges, from 27½ to 42½c. per box for layers and clusters and 10 to 20c. per box for loose. The packers are prohibited from packing any but Association raisins, and for selling the same 4 per cent. is to be allowed by the Association. The contract is to continue for a period of five years. Should the growers sign the contract, then the California Raisin Growers' Association would be practically assured for the next five years. In order to avoid a repetition of last season's unsatisfactory marketing conditions, the seeders are willing for the Association to exercise control of this branch of the business under certain conditions."

Florida Orange Crop.

Advices from Florida are to the effect that the results of the big freeze of a few years ago, in which a very large proportion of the orange trees of the State were killed, are rapidly passing away, and that Florida will shortly be prepared to furnish even a greater number of oranges than before the disaster. It is said this year's crop will be worth about \$2,700,000, and will exceed the crop of last year by about 1,000,000 boxes. It is confidently expected that the labor and attention devoted to the planting and cultivation of trees will result in an increase of 2,000,000 boxes within two years. The reports are also favorable to the growth of pineapples, many square miles of new territory having been placed under cultivation.

Established 1845



1 and 2-lb. Tins.

COFFEE

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

SPICES

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

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

Established 1845

"The wise merchant sees his opportunity."

MORAL

Stock Tip-Top Soap Chips

AT ONCE

GREATEST
SELF-WASHER
INVENTED.

NEW PROCESS

TIP-TOP
(REGISTERED)
SOAP
CHIPS

FOR HOUSEHOLD AND LAUNDRY USE.

MANUFACTURED BY

The Industrial Soap and Oil Co.,
LIMITED

TORONTO, CANADA.

HOUSEHOLD AMMONIA.

HARVEY'S (of course), Clear, Cloudy, and Perfumed Toilet. In drums, carboys, quarts, pints, flats. STRENGTH AND SATISFACTION GUARANTEED.

HARVEY'S Dry Powdered Ammonia, 1½ lb. packets, put up in 1, 2 and 3 doz. cases—a strong well-made article at a low price.

JOHN G. HARVEY,

Mfg. Chemist.

TODMORDEN



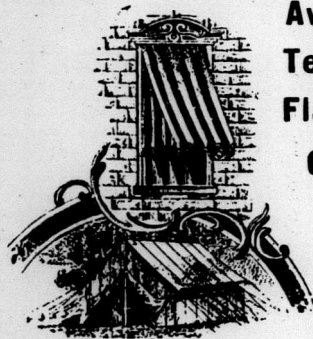
Capstan
Brand
Baking
Powder

is equal to any in the market. Try a sample case and be convinced of its high grade and quality.

ASK YOUR WHOLESALE GROCER FOR IT.

The
Capstan Manufacturing Co.
Toronto, Ontario, Canada.

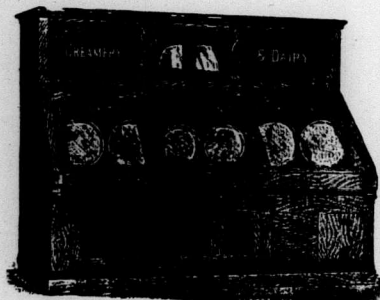
BUY OF THE MANUFACTURERS . . .



Awnings
Tents
Flags and
Covers

WRITE
FOR
QUOTA-
TIONS.

RAYMOND BROS., Windsor, Ont.



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

C. P. FABIEN,

Merchant and Manufacturer,

Montreal, Can.

3167 to 71 N. Dame St.

Write for Illustrated Catalogue.

57



THE

PARKHILL
BASKET CO.

Limited

..Manufacturers of..

The Asam Muhlenbach Patent Peach and Grape Baskets, Spruce Butter Boxes, Clothes and Market Baskets, One-quart Berry Baskets and Crates, Plant Boxes, Packing Boxes, and Egg Cases.

OWEN SOUND, ONT.

CANNED GOODS

ALL : KINDS : WANTED

Sole selling agency of a first-class firm for... **GREAT BRITAIN**

by the undersigned, who is in a position to place big quantities amongst the largest wholesale buyers in England.

HIGHEST REFERENCES

Alex. S. Duffus, Jr.,

27 LEADENHALL ST.,

LONDON, E. C., : : ENGLAND.

A SYMPOSIUM

"WHAT is the secret of success," asked the Sphinx.

"Push," said the Button.

"Take pains," said the Window.

"Never be led," said the Pencil.

"Be up-to-date," said the Calendar.

"Always keep cool," said the Ice.

"Do business on tick," said the Clock.

"Never lose your head," said the Barrel.

"Do a driving business," said the Hammer.

"Aspire to greater things," said the Nutmeg.

"Make light of everything," said the Fire.

"Make much of small things," said the Microscope.

"Never do anything off hand," said the Glove.

"Spend much time in reflection," said the Mirror.

"Do the work you are suited for," said the Flue.

"Get a good pull with the ring," said the Door-bell.

"Be sharp in all your dealings," said the Knife.

"Find a good thing and stick to it," said the Glue.

"Trust to your stars for success," said the Night.

"Strive to make a good impression," said the Seal.

"Turn all things to your advantage," said the Lathe.

"Make the most of your good points," said the Compass.

"Be always on the lookout for a snap," said the Camera.

"Be ever ready to do a good turn for anyone," said the Crank.

"Never take sides, but be round when you're wanted," said the Ball.

"Sacrifice yourself, that through you others may succeed," said the Orange.

"Keep a good heart, though you be drawn and quartered for it," said the Oak.

New York Life.

EXIT ENGLISH SHILLING TEA.

It is with much satisfaction that we are able to announce that at a meeting held at London, consisting of a large number of "many-shop firms," among whom were The International Tea Co., Limited, Lipton's Limited, The Home and Colonial Stores, Limited, The Empress and Star Co.'s, Pegram's Limited, The Maypole Co., Limited, Ridgways Limited, Hunters the Teamen, Limited, Pearks, Gunston & Tee, Limited, and D. Melia & Co., Limited, it was decided to abolish 1s. tea, and

none of the firms mentioned will sell any tea under 1s. 2d., and those firms who have been selling "over-weight tea" at 1s. 6d. will now charge 1s. 8d.

It is hardly necessary to point out that this will give our readers a splendid opportunity, not only to abolish the shilling canister, but to improve the occasion by educating their customers to drink better tea, for there can be no doubt that those retailers who have taken our advice in the past, and have induced their customers to buy 1s. 8d. or 2s. tea, have found the results exceedingly encouraging.—London Grocer.

FAULTS OF TELEPHONES.

Few persons, when their telephone gets out of order, know what is the matter with it. The best telephone made will often become impaired. Here are a few points that will doubtless enable you to determine where the fault lies when such trouble occurs :

1. Can hear but cannot be heard—This fault is frequently caused by leaving the receiver off the switchhook, after the conversation is ended, the neglect resulting in the premature exhaustion of the battery.

2. Can hear at both ends, but can ring one way only—This may result from a weak battery at one end, or the bell at the faulty end may be out of adjustment.

3. Can ring in both directions, but cannot hear at either station—This may result from a broken receiver cord, or from a disconnected wire in some other part of the secondary (or speaking) circuit at one end only.

4. Ringing and speaking alike unsatisfactory—This may result from weak batteries at both ends, or from a bad joint or bad earth connections.

5. Hearing bad, with rasping noises—This may result from either of several causes—a loose joint, rust or buckled diaphragm, or excessive battery power in microphone circuit.

Noises in one receiver only—This will probably result from one or more particles of iron having been attached to the poles of the magnet, the diaphragm's vibrations being interfered with in consequence. To remedy this, unscrew receiver cap and wipe off magnet cap.

Badly soldered joints, loose terminals, dirty contacts, broken battery jars, and terminals short circuited, are also frequently causes of local faults.

Line making partial earth will cause ringing and speaking to be alike unsatisfactory.

Line faults may be caused by two or more lines in contact, by the line making partial or dead earth or by a broken wire or insulator.

Lines in contact will result in cross talk and bells ringing when not required.—Ex.

INQUIRIES ABOUT CANADIAN GOODS.

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

1. A West of England manufacturer of chair webs and twines, saddlery webs and twines, has made inquiry with a view to increasing his Canadian connection.

2. A Liverpool firm desires to hear from Canadian manufacturers who require active representation in Great Britain and West Africa, where they have important connections.

3. A Bristol produce broker wishes to get into touch with responsible Canadian shippers of bacon, butter and cheese, who require representation in his district.

4. A correspondent in Staffordshire has asked to be placed in communication with producers of felspar and gypsum in Canada.

5. A London importer wishes to correspond direct with large producers in Canada of flour, mealies, oats, wheat, barley and lumber.

THE F. J. CASTLE COMPANY, LIMITED.

A slight error was made in the write-up of The F. J. Castle Co's new building which appeared in The Spring Export Number of THE CANADIAN GROCER of May 22nd. In the write-up it was stated that it took ten months to complete the Company's new warehouse and offices. It should have read two months instead of ten months.

MEN AFRAID TO TALK.

The man who tells everything he knows has no business in business. He makes trouble for himself and for every person with whom he comes in business contact. On the other hand, just as great a nuisance is the foxy, suspicious, narrow-minded, close-mouthed individual who is afraid to talk business for fear he will give away to his competitors some trick of the trade. Men who are engaged in the same line of business, although in sharp competition, still have much in common and many mutual interests. They need not necessarily pool their interests or form a trust, but the more successful ones are always those who are broad enough in their business policy and liberal enough in their attitude of mind to co-operate with their fellows when the opportunity presents itself.—Agricultural Advertising.

THE CANADIAN GROCER

JOHN MackAY, Limited,
Successors to John MacKay, deceased
ESTABLISHED 1854.

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

Caledonia Mills
BOWMANVILLE, ONT.

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

BUY
Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

40 HIGHEST AWARDS
In Europe and America
Walter Baker & Co. Ltd.



The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

THE BEST FLOUR.

CALLA LILY CHOICE MANITOBA PATENT.
G.O.B. EXTRA " " "

Manitoba and Winter Wheat, blended grades, cheaper, but of excellent quality.
LANARKO CHOICE WINTER WHEAT FLOUR.

All kinds of FEED, etc., etc.

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

MODEL ROLLER MILLS, Perth, Ont.



GUARANTEES PURITY.

Is it not a fact that your customers will be glad to get a tea packed into airtight, sealed, lead packages, right in the gardens of Ceylon, where it grows?

"Quaker Tea"

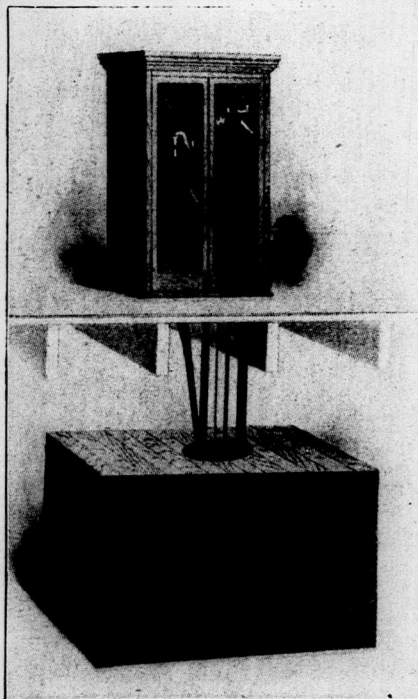
BLACK or GREEN.

POUNDS and HALVES.

J. A. MATHEWSON & CO.
MONTREAL.

AGENTS FOR CANADA AND NEWFOUNDLAND.

IN THE DAYS OF BIG PROFITS



CELLAR CABINET.

"ANY OLD WAY" OF HANDLING OIL WAS THOUGHT "GOOD ENOUGH."

SMALL MARGINS

OF TO-DAY DEMAND THAT TO MAKE ANY PROFIT ALL WASTE MUST BE STOPPED AND UP-TO-DATE METHODS MUST REPLACE THE ANTIQUE WAYS OF OUR FATHERS.

A Bowser SELF-MEASURING Oil Outfit

IS THE UP-TO-DATE METHOD BECAUSE THEY

SAVE IN OIL IN TIME IN LABOR MONEY

Let us give you other reasons. Fifty different styles of oil or gasoline outfits.

Catalogue "B" giving full information free for the asking.

S. F. BOWSER & CO., Factory: FORT WAYNE, INDIANA.

65 Front St. East, TORONTO.

Among The Retailers

By Rambler

GROCERS along King street East, Toronto, report trade fairly good. One, who has a large country trade, says that farmers' trade is beginning to pick up again. The seeding season is about over, and the farmers have more leisure time.

Another says that the recent strikes among laborers affected trade to some extent, but that now things are brightening up.

Said a King street grocer when asked whether he carried tobacco: "I couldn't be without it. I have a large country trade, and that requires that I keep a full supply. I have no doubt that it helps grocery sales a little; indeed, more than a little. No! it certainly would not do for me to be without it."

"Do you find that keeping a confectionery department pays?"

"No," said a grocer laughing, "I can't say I do. I have to give away too much. I used to keep quite a stock some time ago, but I have cut it down to that small showcase you see over there."

"But, of course, that 'giving away' helps your grocery business doesn't it?"

"Oh! certainly, or you wouldn't catch me keeping confectionery at all. People come with children, and it pleases them to have the little ones noticed by giving them candies. But I tell you it costs more money than one would think. That is why I reduced the department to that one showcase. When people see a great array they expect more than they do in the case of there being only a small display."

Another grocer in answer to the same question said: "Yes, I keep a supply of the most staple lines, and find that it pays fairly well. Of course I keep confectionery chiefly on account of the convenience it is to my country customers. The profit on some of the lines is quite fair. At any rate the department pays."

This grocer made the confectionery department pay because he did not use it to any great extent to help in the grocery business. The other grocer may have lost a little on the confectionery department, but it is more than probable that he made it up three-fold in the increased sales of groceries.

Which grocer has the longer head?

Ugly looking soap boxes—some full and some nearly empty—were ranged along tea chests placed so as to shut off the back part of the shop.

"Do you think that displaying soap in that way helps sales?"

"Oh, I don't know," replied the grocer, "I guess it does. Anyway it lets the air get at it, and that helps to keep the soap good."

Do all grocers think as this one?

He didn't know whether that arrangement would increase sales or not, but anyway the good the soap would derive from the fresh air would, of course, be a sufficient reason for making his store look like a warehouse. The fact cannot be disputed.

But, wonderful to relate, there was another grocer on the same street who did not seem to think along those lines; at least the appearance of his store did not warrant that opinion. His store extended back a considerable distance, but he didn't seem to think it was necessary to cut off the view with a pile of tea chests. Of course, there were no cobwebs nor packing boxes with the straw lying nearby in the back part of the store. Perhaps that was the reason that he did not make use of the tea chests. This grocer utilized all shelf and wall space with neat displays of canned goods, etc. A lot of unnecessary work, isn't it? According to the first grocer's theory, ripping the top off and leaning the box up against the wall or counter is all that is necessary. The tops might be disposed of behind the tea chests.

"We generally put up enough sugar in the quantities most in demand on Monday morning to last us throughout the week. Monday morning being a rather slack time it is more feasible than on any other day."

So says another King street grocer.

"Some times there are a number of country people come in and want their orders put up at once, and having the sugar put up all ready facilitates the filling of orders promptly."

This grocer's statement will, without doubt, be endorsed by all grocers similarly situated.

INTERNATIONAL FOOD EXHIBITION.

AN international food, grocery, and allied trades exhibition is to be held at the Crystal Palace from August 29 to September 12, 1903.

The industrial and commercial exhibits will be grouped under fifteen classes, seven for food preserves of all kinds and three for beverages, including natural and mineral waters and non-intoxicating beverages. Group XI includes table decorations, kitchen utensils, silver, porcelain and glass ware, and table linen; Group XII, apparatus for brewers, bottlers, restaurateurs, bakers, butchers, and allied trades; Group XIII, hygienic clothing; Group XIV, social economy; Group XV, journals, newspapers, and books.

Applications for space must give full name and address of applicant, stating frontage and depth of space required, with general description of exhibit. The charge for space inside the building will be 3s. (73 cents) per square foot, with a minimum charge of £3 (\$14.60). Payment to the extent of 50 per cent must accompany the application, the balance to be forwarded on or before August 25. Exhibitors will have to pay all expenses of conveying, delivering, arranging, and removing their exhibits, and also the cost of the erection of all fixtures, screens, and counters required.

Goods may be sent directed to the care of the Crystal Palace Company, and communications addressed to the commissioner, 20 Victoria street, Westminster, London.

GERMANY AND CANADA.

The following is a contribution which The Montreal Herald gives on the present trade situation between Canada and Germany.

KAISER VS. CANADA.

Some deep and earnest thinking is
The Kaiser doing now,
He'll gladly jump on Canada
And raise another row,
He'll also raise the tariff up
As quick as he knows how.

The apples that we sent him once
He'll slam into the sea,
A tax of 99 per cent.
Is just the thing that he
Will put on wheat and barley and
The product of the bee.

Our corn and oats are other things
That hit his royal eye,
He'll raise the tax on them all right,
And also cheese and rye,
Der Kaiser 'il put a tax on them
Or know the reason why.

His Royal Jinks is mad, all right,
And mad enough to burst,
At thoughts of us he frets and fumes,
But that is not the worst,
He's mad to think we're overjoyed
That we have hit him first.



GOOD BIRD SEED
is just as important to the grocer's trade as good butter or anything else. Bird fanciers must have the best, and they recognize the best in **BROCK'S BIRD SEED** and ask for it.
Be ready for the demand.
Samples and full particulars free.
NICHOLSON & BROCK, TORONTO.

COX'S GELATINE ALWAYS TRUST-WORTHY
Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal.

Taylor & Pringle Co., Limited, Owen Sound
Manufacturers of
**QUEEN QUALITY PICKLES, BULK PICKLES,
PURE TOMATO CATSUPS.**
Our goods have a reputation. **MADE IN CANADA**

The Up-To-Date Store
sends all parcels out well wrapped up. Our brown and manilla wrapping papers have earned a reputation for strength and durability that recommends them to everyone.
FULL WEIGHT. FULL COUNT.
Canada Paper Co., Limited
TORONTO and MONTREAL.

BUTTER PARCHMENT PAPER.
BUTTER TUBS.
Prompt shipment ex Factory or Warehouse.
WALTER WOODS & CO.
HAMILTON and WINNIPEG.

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited TORONTO.



Maple Syrup

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

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME" TABLE SALT

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

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

Some Merchants' Experience.

Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it AND STOP RIGHT THERE!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. BUT SHE WILL NEVER SIT DOWN ON A GOLD ONE, EITHER.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon Pass Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

We are doing a lot of special engraving work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

Allison's name on a Coupon Book is itself a guarantee of perfection.

For Sale in Canada by

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

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.



WELFORD BROS.,

LONDON, ONT.

MANUFACTURERS OF

Brooms AND Whisks

ROPE, LEATHER AND WEB Halters

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction. Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List.**

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

TEA.

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

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

The best grocers keep the best Imported Biscuits
Try an assorted case of

CARR'S



They will bring you additional trade, and mark you as

One of the live grocers of Canada.

FRANK MAGOR & CO.,

Agents for the Dominion. 16 St. John St., MONTREAL

C. E. JARVIS & CO, Vancouver, Agents for B.C.



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

SOUTHWELL'S JAMS.

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

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

Current Market Quotations for Proprietary Articles

June 11, 1903.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Brand	Size	Per doz.
Cook's Friend	1 lb. in 2 and 4 doz. boxes	\$4 40
"	10 in 4 doz. boxes	2 10
"	2 in 6 "	0 80
"	12 in 6 "	0 70
"	3 in 4 "	0 45
Pound tins, 3 doz. in case		3 00
12-oz. tins, 4 "		2 40
5-lb. "		14 00

W. H. GILLARD & CO.

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

EMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	4-oz.	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
1 doz.	2-lb.	10 50
1 doz.	2-lb.	10 40
1 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

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

Brand	Size	Per doz.
JERSEY CREAM BAKING POWDER.	size, 5 doz. in case	\$0 40
"	4 "	0 75
"	3 "	1 25
"	2 "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, 1/4 lb., 4 doz. in a case	\$ 45
Ocean Baking Powder, 1/4 lb., 5 doz. in a case	90
Ocean Baking Powder, 1 lb., 3 doz. in a case	1 25
Ocean Borax, 1/4 lb. packages, 4 doz. in a case	40
Ocean Cornstarch, 40 pks. in a case. Freight paid, 5 p.c. 30 days.	78

Blacking.

HENRI JONAS & CO.

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

Blue.

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

Black Lead.

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

Boeckh's Corn Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Bamboo Handles, A, 4 strings	\$4 35
" " B, 4 "	3 95
" " C, 3 "	3 70
" " D, 3 "	3 50
" " E, 3 "	3 20
" " G, 3 "	2 95
" " I, 3 "	2 67

Biscuits.

CARR & CO., LIMITED Frank Magor & Co., Agents.

Cafe Noir	\$0 15
Ensign	0 12 1/2
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	\$15 50
" 1st choice Duthel	18 50
" Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	

French Peas, Delory's—

Moyen's No. 2	\$9 00
1/2 Fins No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00

French Sardines—

1/2 Rolland	9 50
1/2 Delory	10 50
1/2 Club Alps	2 50

Cereals.

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

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.	1 80
Chocolate—	
Queen's Dessert, 1/4 and 1/8	per lb. \$0 40
" " 8's	0 42

Mexican Vanilla, 1/4 and 1/8	0 35
Royal Navy Rock, "	0 30
Diamond, "	0 25
" 8's	0 28

FRY'S.

Chocolate—	
Caracas, 1/4, 6-lb. boxes	per lb. \$0 42
Vanilla, 1/4	0 42
"Gold Medal," sweet, 1/4, 6-lb. boxes	0 29
Pure, unsweetened, 1/4, 6-lb. boxes	0 42
Fry's "Diamond," 1/4, 14-lb. boxes	0 24
Fry's "Monogram," 1/4, 14-lb. boxes	0 24

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

JOHN P. MOTT & CO'S.

R. S. McIndoe, Agent, Toronto.

Mott's Broma	Per lb. \$0 30
Mott's Prepared Cocoa, 1/4 and 1/8 boxes	0 28
Mott's Breakfast Cocoa, 1/4 in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/4 in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.

Frank Magor & Co., Agents. Per doz.

Cocoa essence, 3-oz. packages	\$1 65
Mexican Chocolate, 1 and 1/2-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/4, 1 and 5-lb. tins	0 43
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

STARCH PRICES

If you are offered STARCH at seemingly attractive prices, be sure and ask **WHAT BRAND?**

There are **Starches** and **Starches**. **Don't** be persuaded that another is **Just as good**.

Ask for **EDWARDSBURG** or **BENSON'S** and **INSIST** upon getting it.

NOTE OUR PRICES.

The **EDWARDSBURG STARCH CO'Y, Limited**
ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE.

Caracas tablets, 100 bundles, tied 5's, per box 3 00
 Soluble chocolate (hot or cold soda) 1-lb. cans 0 42
 Vanilla chocolate wafers, 48 to box, per box 1 65

Cocoanut.

L. SCHEPP & CO. Per lb.
 1-lb. packages, 15 and 30-lb. cases 0 26
 1-lb. " " " " " " 0 27
 1-lb. " " " " " " 0 28
 1 and 1-lb. packages, assorted, 15 and 30-lb. cases 0 26 1/2
 1 and 1-lb. packages assorted, 15 and 30-lb. cases 0 27 1/2
 5c. packages, 4 doz. in case, per doz. 0 45

Condensed Milk.

Anchor brand, cases 4 doz., per case \$5 00
 " " " " " " " " 4 65



Borden's Condensed Milk Co.

Eagle brand 1 65
 Gold Seal brand 1 30
 Peerless brand evaporated cream 1 02



"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.

In bulk— Per lb.
 Club House 0 32
 Royal Java 0 31
 Royal Java and Mocha 0 31
 Nectar 0 30
 Empress 0 28
 Duchess 0 26
 Ambrosia 0 25
 Fancy Bourbon 0 20
 High Grade package goods—
 Gold Medal, 2-lb. tins 0 30
 Gold Medal, 1-lb. tins 0 31
 Kin Hee, 1-lb. tins 0 30
 Cafe Des Gourmets, ground only, 1-lb. glass jars 0 30
 English Breakfast, ground only 1-lb. tins 0 18

JAMES TURNER & CO. Per lb.

Mecca 0 32
 Damascus 0 28
 Cairo 0 20
 Sirdar 0 17
 Old Dutch Rio 0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java 0 25
 " " Mocha 0 25
 "Condor" Java 0 30
 " " Mocha 0 30
 15-year-old Mandehing Java and hand-picked Mocha 0 50
 1-lb. fancy tins choice pure coffee, 48 tins per case 0 20
 Madam Huot's coffee, 1-lb. tins 0 31
 " " 2-lb. tins 0 30
 100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars... per doz. \$8 25
 Medium size jars 4 50
 Small size jars 2 40
 Individual size jars 1 00
 Imperial holder—Large size 18 00
 Medium size 15 00
 Small size 12 00
 Roquefort—Large size 2 40
 Small size 1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
 \$1, \$2, \$3, \$5, \$10 and \$20 books.

Un- Covers and num Coupons bered. numbered.
 In lots of less than 100 books, 1 kind assorted. 4c. 4 1/2c.
 100 to 500 books 3 1/2c. 4c.
 100 to 1,000 books 3c. 3 1/2c.

Allison's Coupon Pass Book.

\$ 1 00 to 3 00 books 3 cents each
 5 00 books 4 " "
 10 00 " 5 1/2 " "
 15 00 " 6 " "
 20 00 " 7 1/2 " "
 25 00 " 8 " "
 50 00 " 12 " "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case \$0 60
 4 doz. packages (12 to a case) 0 75
 6 doz. packages (12 to a case) 0 95

Extracts.

HENRI JONAS & CO. Per gross.

2-oz. London extracts (no corkscrews) \$ 6 00
 2-oz. " " " " " " 5 50
 2-oz. Spruce essence 9 00
 2-oz. " " " " " " 6 00
 2-oz. " " " " " " 9 00
 2-oz. Anchor extracts 12 00
 4-oz. " " " " " " 21 00
 1-oz. " " " " " " 36 00
 1-lb. " " " " " " 70 00
 1-oz. flat " " " " " " 9 00
 2-oz. flat bottle extracts 18 00
 2-oz. square bottle " " " " " " 21 00
 4-oz. " " " (corked) 36 00
 8-oz. " " " " " " 72 00
 " " " " " " Per doz.
 8-oz. " glass stop extracts \$3 50
 8-oz. " " " " " " 7 00
 2 1/2-oz. round quint essence extracts 2 00
 4-oz. jockey decanters 3 50

Food.

Per doz.
 Robinson's patent barley 1-lb. tins \$1 25
 " " " " 1-lb. tins 2 25
 " " " " 1-lb. tins 1 25
 " " " " 1-lb. tins 2 25

Ginger Ale and Soda Water.

Per doz.
 Cantrell & Cochrane's imported ginger ale and club soda water \$ 1 40

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.
 Orange marmalade 1 50
 Clear jelly marmalade 1 80
 Strawberry W. F. jam 2 00
 Raspberry " " 2 00
 Apricot " " 1 75
 Black currant " " 1 85
 Other jams \$1 55 1 90
 Red currant jelly 2 75

T. UPTON & CO.

Pure Fruit Jams—
 1-lb. glass jars, 2 doz. in case, per doz. \$0 95
 2 1/2-lb. tin pail, 2 doz. in crate, per lb. 0 06 1/2
 5 and 7-lb. tin pails, 8 and 9 pails to crate 0 06
 7, 14 and 30-lb. wood pails, per lb. 0 06
 Pure Fruit Jellies—
 1-lb. glass jars, 2 doz. in case, per doz. 0 95
 7, 14 and 30-lb. wood pails, per lb. 0 06
 Home Made Jams—
 1-lb. glass jars (16-oz. gem.) 1 doz. in case 1 50
 5 and 7-lb. tin pails, per lb. 0 09
 7, 14 and 30-lb. wood pails 0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. \$0 40
 Fancy boxes (36 or 50 sticks) per box 1 25
 "Ringed" 5-lb. boxes per lb. 0 40
 "Acme" pellets, 5-lb. cans, per can 2 00
 " " (fancy boxes 40) per box 1 50
 Tar licorice and Tolu wafers, 5-lb. cans per can 2 00
 Licorice lozenges, 5-lb. glass jars 1 75
 " " 20 5-lb. cans 1 50
 "Purity" licorice 10 sticks 1 45
 " " 100 sticks 0 73
 Dulce large cent sticks, 100 in box...

THE CANADIAN GROCER

Lye (Concentrated).

GILLET'S PERFUMED.	
1 case of 4 doz.	\$ 3 60
3 cases	3 50
5 cases	3 40

Mince Meat

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

Mustard.

COLMAN'S OR KEEN'S.	
D.S.F. 1-lb. tins	per doz \$ 1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar 0 75
" 1-lb. jar	0 25
F.D. 1-lb. tins	per doz 0 85
" 1-lb. tins	1 45

HENRI JONAS & CO.

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

E. D. MARCEAU, Montreal.

"Condor" 12-lb. boxes.	
1-lb. tins	per lb. \$ 0
1-lb. tins	0 35
1-lb. tins	0 33
1-lb. tins	1 20
4-lb. jars	0 35
1-lb. jars	0 25
"Old Crow" 12-lb. boxes.	
1-lb. tins	0 25
1-lb. tins	0 23
1-lb. tins	0 22
4-lb. jars	per jar 0 70
1-lb. jars	0 25

Olive Oil.

Barton & Guestier's quarts	per case \$ 8 00
pints	6 50

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

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

T. UPTON & CO.

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


CLEMES BROS.

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

Pickles.

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

Soda.

DWIGHT'S	
	
COW BRAND.	
Case of 1-lb. containing 60 pgs., per box	\$3 00
Case of 1-lb. containing 120 pgs., per box	\$3 00
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pgs.)	per box \$3 00
Case of 5c. pgs. (containing 96 pgs.)	per box \$3 00

EMPIRE

"EMPIRE" BRAND.	
Brunner, Mond & Co.	
Case 120 1/2-lb. pkts. (60 lb.)	per case \$2 70
Case 96 10-oz. pkts. (60 lb.)	per case \$2 80

Soap.

A. P. TIPPET & CO., Agents.	
Maple soap, colors	per gross \$10 20
" black	15 30
Oriole soap	10 20
Gloriola soap	12 00
Straw hat polish	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	
No. 1 White or blue, 4-lb. carton	8 06
No. 1 " " " 3-lb. " "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07 1/2
Silver gloss, 6-lb. tin canisters	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 06 1/2
Kegs silver gloss, large crystal	0 06 1/2
Benson's satin, 1-lb. cartons	0 07 1/2
No. 1 white, blis. and kegs	0 05 1/2
Benson's enamel	per box 1 25 to 2 50

Culinary Starch	
Benson & Co.'s Prepared Corn	0 06 1/2
Canada Pure Corn	0 05 1/2
Rice Starch	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08 1/2

BEE STARCH.

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

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.	
Laundry Star hes.	
Canada Laundry, boxes of 40-lb.	\$0 05
Acme Gloss Starch	
1-lb. cartons, boxes of 40 lb.	0 05 1/2
Finest Quality White Laundry	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05 1/2
Kegs, 100 lb.	0 05 1/2
Lily White Gloss	
1-lb. fancy cartons, cases 30 lb.	0 07 1/2
6-lb. toy trunks, 8 in case	0 07 1/2
6-lb. enameled tin canisters, 8 in case	0 07 1/2
Kegs, ex. crystals, 100 lb.	0 06 1/2
Brantford Gloss	
1-lb. fancy boxes, cases 36 lb.	\$0 07 1/2

Canadian Electric Starch	
Boxes of 45 cartons, per case	2 50
Celluloid Starch	
Boxes of 45 cartons, per case	3 40

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

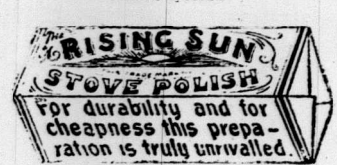
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Culinary Starches	
St. Lawrence corn starch, 40 lb.	0 06 1/2
Durham corn starch, 40 lb.	0 05 1/2

Laundry Starches	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05 1/2
" 100-lb. kegs.	0 05 1/2
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pgs., 48 lb.	0 07 1/2
1-lb. fancy, 30 lb.	0 07 1/2
large lumps, 100-lb. kegs	0 06 1/2
Patent starch, 1-lb. fancy, 28 lb.	0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb.	0 05 1/2



OCEAN MILLS.
Chinese starch, per case of 4 doz., \$4. less 5 per cent.

Stove Polish.



Per gross.	
Rising Sun, 6 oz. cakes, 1/2 gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1/2 gross boxes	10 00
Sun Paste, 5c. size, 1/2 gross boxes	5 00



Syrup.

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



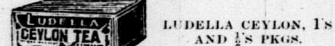
Teas.	
SALADA CEYLON.	
Wholesale. Retail.	
Brown Label, 1-s.	\$0 20 \$0 25
" " " " " " " " " " " " " "	0 21 0 26
Green Label, 1-s and 1/2-s	0 22 0 30
Blue Label, 1-s, 1/2-s, 1/4-s and 1/8-s	0 30 0 40
Red Label, 1-s and 1/2-s	0 36 0 50
Gold Label, 1-s.	0 44 0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.	
Black Label, 1-lb., retail at 25c.	\$0 19
" " " " " " " " " " " " " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



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



LUDELLA CEYLON TEA, 1-s AND 1/2-s PKGS.	
Blue Label, 1-s.	\$0 18 1/2 \$0 25
" " " " " " " " " " " " " "	0 19 0 25
Orange Label, 1-s and 1/2-s	0 21 0 30
Brown Label, 1-s and 1/2-s	0 28 0 40
Green Label, 1-s and 1/2-s	0 30 0 40
Red Label, 1-s and 1/2-s	0 35 0 50
" " " " " " " " " " " " " "	0 40 0 60

TETLEY'S INDIAN AND CEYLON TEAS.

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

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

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

"CROWN" BRAND.	
Wholesale. Retail.	
Red Label, 1-lb. and 1/2-s	\$0 35 \$0 50
Blue Label, 1-lb. and 1/2-s	0 28 0 40
Green Label, 1-lb.	0 19 0 25
Green Label, 1/2-s	0 20 0 25
Japan, 1-s	0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" 11 80-lb. boxes	\$0 37 1/2
" " " " " " " " " " " " " "	0 35
" " " " " " " " " " " " " "	0 30
" " " " " " " " " " " " " "	0 30
" " " " " " " " " " " " " "	0 25
" " " " " " " " " " " " " "	0 26
" " " " " " " " " " " " " "	0 23 1/2
" " " " " " " " " " " " " "	0 24 1/2
" " " " " " " " " " " " " "	0 20
" " " " " " " " " " " " " "	0 21
" " " " " " " " " " " " " "	
" " " " " " " " " " " " " "	
LX 60-lb. per case, lead packets (25 1-s and 70 1/2-s)	\$0 30

Black Teas "Nectar" in lead packages—	
Green Label, " " " " " " " " " " " " " "	0 26 at 0 20
Chocolate Label, " " " " " " " " " " " " " "	0 35 at 0 25
Blue Label, " " " " " " " " " " " " " "	0 50 at 0 35
Maroon Label, " " " " " " " " " " " " " "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.	0 32
" " " " " " " " " " " " " "	0 42
" " " " " " " " " " " " " "	0 50
" " " " " " " " " " " " " "	1 50

"Condor" Ceylon black tea in lead packets—	
Green Label, 1-s, 1/2-s and 1-s, 60-lb. cases	0 25 at 0 20
Grey Label, 1-s, 1/2-s and 1-s, 60-lb. cases	0 30 at 0 23
Yellow Label, 1-s and 1-s, 60-lb. cases	0 35 at 0 36
Blue Label, 1-s, 1/2-s and 1-s, 50-lb. cases	0 40 at 0 30
Red Label, 1-s, 1/2-s and 1-s, 50-lb. cases	0 50 at 0 34
White Label, 1-s, 1/2-s and 1-s, 50-lb. cases	0 60 at 0 40

Black Teas "Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0 17 1/2

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

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.	
Smoking—Empire, 3/8, 5/8, and 10s.	\$0 39
" Amber, 8s. and 3s.	0 56
Cheewing—Stag, bars, 1/2 oz.	0 38
" " " " " " " " " " " " " "	0 39
" Bobs, 5s. and 10s.	0 39
" " " " " " " " " " " " " "	0 39
" 11 1/2 oz. bars, 5/8s.	0 39
" Currency, 13 1/2 oz. bars, 10s.	0 42
" " " " " " " " " " " " " "	0 42
" 6s. and 10s.	0 42
Old Fox, narrow, 11s.	0 42
Snowshoe, 1 lb. bars, spic'd 6s.	0 46
Pay Roll, 6s.	0 47
Fair Play, 7s. and 12s.	0 4

Vinegars.

E. D. MARCEAU, Montreal. Per gal.	
EMD, pure distilled, highest quality	\$0 30
Condor, pure distilled	0 25
Old Crow	0 20
Special prices to buyers of large quantities.	
JOHN HOPE & CO., Montreal.	
Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

Washing Powder.

FAIRBANK'S GOLD DUST.	
Five cases assorted—	
24 25c. packages	\$4 65
100 10c. " "	7 50
100 5c. " "	3 30
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.	
Per doz.	
Washboards, Leader Globe	\$1 45
" Improved Globe	1 55
" Standard Globe	1 75
" Solid Back Globe	1 30
" Jubilee (perforated)	1 30
" Crown	1 30
No. 1 2-hoop pails	1 65
" 1 3	1 80
" 0 tubs	9 00
" 1	7 50
" 2	6 50
" 3	5 75

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

NIXEY'S REFINED BLACK LEAD H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.
W. G. NIXEY, 12 Soho Square, LONDON, ENG. By Appointment to H.M. the KING of the British Empire. Canadian Representative: MR. H. T. BAKER.

TRADE MARK OUR A MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE MARK A MARK

Our Chief Business

is making mantles that last the longest and give the most light. is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

Write for our quotations on:

HIGH GALLERIES	Best Quality
LOW GALLERIES	2nd Quality
STRAIGHT CHIMNEYS	
BARREL	
MICA CANOPIES	
OPAL SHADES	PEAR GLOBES
APPLE GLOBES	SUNDRIES

AUER LIGHT CO., MONTREAL.



Brunner, Mond & Co's

BICARBONATE OF SODA

in Kegs, Drums and Casks.

Unquestionably

**PUREST
CHEAPEST and
BEST.**

THE STANDARD OF EXCELLENCE

Winn & Holland

MONTREAL Sole Agents for Canada

1st American Coffee Co.

IMPORTERS AND JOBBERS, TORONTO.

Special Blends:

"GOLDEN EAGLE," "MANHATTAN,"
"MONTREY."

Correspondence Solicited.

THE PEOPLE OF JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON

"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

**Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,**

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE ...

Oakville Basket Co.
Oakville, Ont.

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

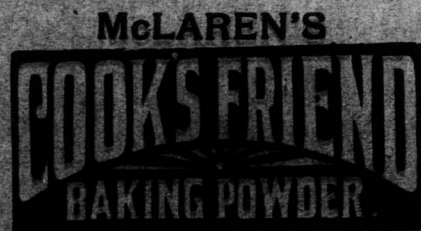
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.



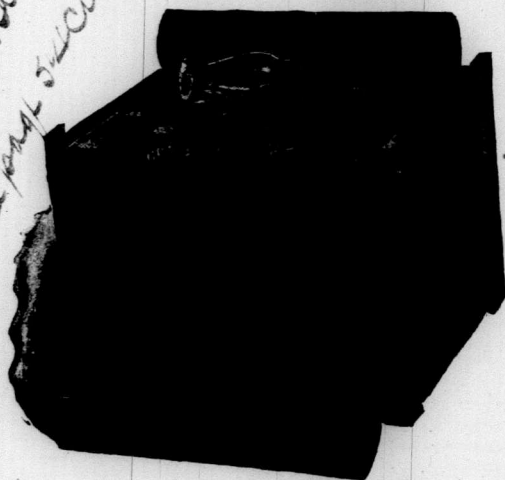
The Best Grocers make a point of Keeping it always in Stock.

We Sell Lamp Chimneys in

"Climax" Cartons

The saving in breakage in transit
more than covers cost over
Chimneys in Tray.

*Returned Oct 13/1900
see page 5 on cut*



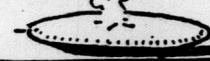
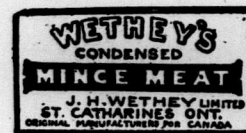
You Save in Space, Weight, Freight and Breakage.

GOWANS, KENT & CO., Toronto and Winnipeg.

Ready for Pies

There is no trouble for the housekeeper who wants good Mince Pies if she knows about our make or has ever tried it. Put up in neat "brick" package.

**Wethey's
Mince
Meat**



is the most delicious Mince Meat ever made, and we vouch for its absolute purity and wholesomeness. We make it only of the freshest meats and fruits, spiced to the most exacting taste. Ready for instant use, ready for pies. You can recommend it to your customers.

Prepared only by

J. H. Wethey, Limited, St. Catharines, Ont.

Crosse & Blackwell, Limited

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**SPECIAL WHOLESALE AGENTS
LEA & PERRINS SAUCE**

At Manufacturers' Prices and Discounts

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CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

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