

**PAGES  
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

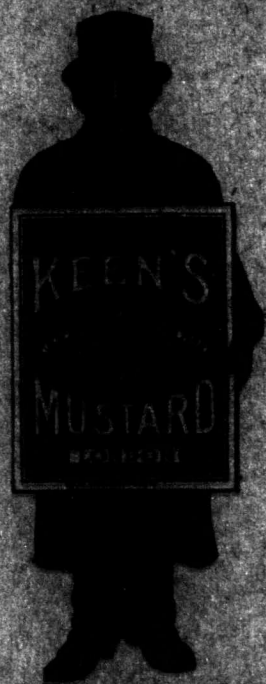
# THE CANADIAN GROCER

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

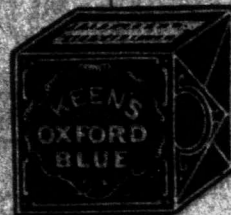
VOL. XVIII.

MONTREAL AND TORONTO, JUNE 10, 1904.

NO. 24



## Keen's



# Oxford Blue

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

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

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.

## This is Pineapple Wafer

The  
New  
Biscuit



with  
Subtle  
Flavor.

GOOD FOR THE PICNIC TRADE.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.



Illustrated Catalogue on request

**THE NATIONAL LICORICE CO.**  
 227-227 PLYMOUTH ST., BROOKLYN, N.Y.

Illustrated Catalogue on request

100-118 JOHN ST., BROOKLYN, N.Y.

**THE PLIVLER LICORICE, THE CLASSIC LICORICE**  
 Company's brand is famous for its purity and strength. It is the only licorice in the world that is made from the finest licorice roots and is guaranteed to be pure and strong.

**YOUNG & SMYTHE, 100-118 JOHN ST., BROOKLYN, N.Y.**  
 Successors to

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

**S. V. & P. BOURGEOIS**  
 BROOKLYN, N.Y.

**MELTON & WITTMANHOUSE CO.**  
 CALIFORNIA

**H. W. PRYOR & CO.**  
 BROOKLYN, N.Y.

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

**ADOLPHE E. SMYTHE**  
 President  
 HENRY NOVELTY  
 Vice-President

**NATIONAL LICORICE CO.**

**YOUNG & SMYTHE'S**  
 Open  
**SHOCK LICORICE**

Successors to

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

**S. V. & P. BOURGEOIS**  
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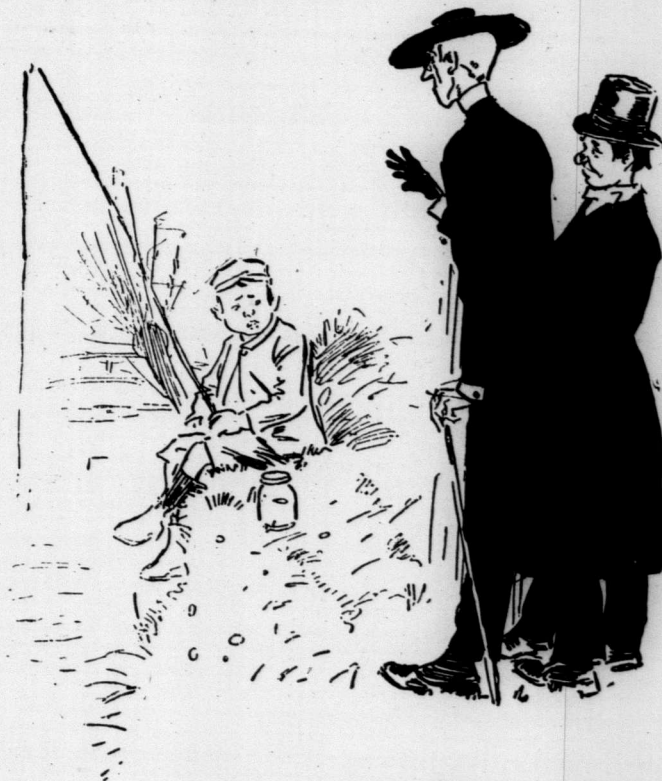
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**DOMINION LICORICE & NOVELTY CO.**  
 TORONTO, CAN.



## Cured and Packed Where Caught!

### "Thistle" Brand Canned Fish.

One reason why the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully selected fish—**only the best will do for the "Thistle" Brand!**

The cost per tin, or can, to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained from year to year even in the face of strong competition. The "Thistle" Brand competes **on quality and not on price. It is the Standard Brand of Canned Fish!**

**Highest Quality  
Always.**

ARTHUR P. TIPPET & CO.,

8 Place Royale,  
Montreal.

Sole Agents,

20½ Front Street,  
Toronto.

# The Atlantic Ocean is the Home of the Cod

and the cod is tastiest when  
cured by a salting process  
and made up in the form of

## "HALIFAX" and "ACADIA" BRANDS OF PREPARED CODFISH

which are made from codfish  
caught in waters adjacent to  
Nova Scotia where the nicest of  
the species have their haunts.

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

### Origin of the term "Sterling"

How many folk, who work every day in the year, who use the phrase "pounds sterling" are aware of its origin? Probably not one in a thousand. Yet the adjective "sterling," which apart from its commercial sense has come to indicate worth and genuineness, has a curious historical significance, and is a distinct survival of the times when England did not weigh so heavily in the balance of power as she does now. In the fourteenth century the trade of the known world was, almost without exception, in the hands of the Hanseatic League. Within this league there were many towns, most of which coined money, some using better metal than others. Lubec, a Baltic city, made the best money, and the English merchants, who even then knew a good thing when they saw it, used to contract for payment in the "moneys of the Easterlings"—Easterlings being their name for the Baltic merchants. Shortened for convenience, the word still obtains, and has all its original force.—Liverpool (Eng.) Post.

Applied to "Sterling" Pickles it means there's a "worth and genuineness" about these pickles common to no others, a word that in this connection "has all its original force to-day."

Shrewd Grocers push "Sterling" Pickles and Relishes.

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

Manufacturers of High-Grade Pickles  
124-128 Richmond St. West, TORONTO, Can.

### Messrs. Grimble & Co. LIMITED

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

## VINEGARS

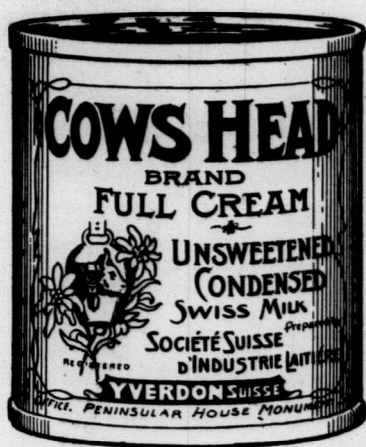
NOTE OUR GRADES.—Orleans No.  
16, and Nos. 18, 18 and 24 malt,  
concentrated and distilled.

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

**I. S. WOTHERSPOON,**

204 Board of Trade Building,

MONTREAL, P. Q.



# "COW'S HEAD" Brand Condensed Swiss Milk

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

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

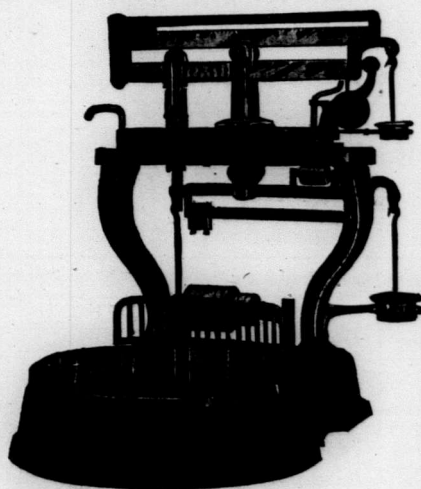
AGENTS.

**C. E. COLSON & SON, - Montreal.**

## THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



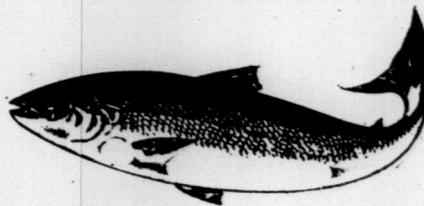
**The Computing Scale Co.  
of Canada, Limited**

164 King Street West, Toronto, Canada.

Manufacturers of...

**DAYTON COMPUTING SCALES.  
MONEY-WEIGHT SCALES.**

## SOCKEYE SALMON



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

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

## Paid For Itself.

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

HAMILTON, MAR. 19th, 1903.

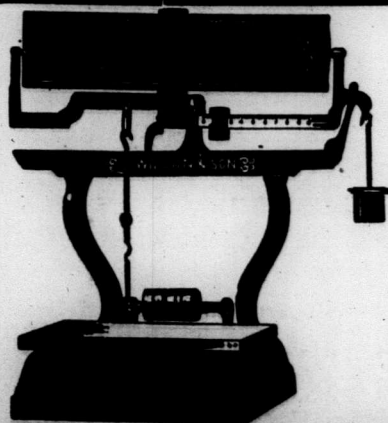
DEAR SIRS:—

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

Yours truly,

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

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



# JAPAN TEAS

Volumes might be written on the subject of the superiority of the teas of

## JAPAN

over those of other lands.

You, as busy merchants, would not have the time to wade through them, but you **do** have time to try them in the cup.

If you have trade you wish to please, send them a sample of **Japan Tea**. It will please them and pay you.

## F. C. CALVERT & CO.

Manchester, England,

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

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

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

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

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

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

**807 Dorchester St., Montreal.**

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.



The best, always the best, and never anything but the best, is

## Cow Brand

## Baking Soda

Sold only in packages with the picture of a cow as trade-mark.

**JOHN DWIGHT & CO., Manufacturers**  
TORONTO.

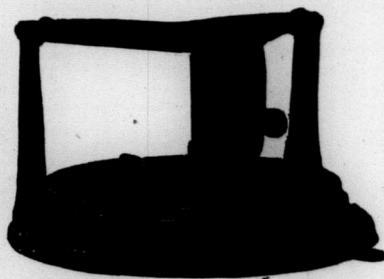
# SMOKE and ASHES.

Such is the condition in which the great conflagration of April 19th left our Toronto stock of Corks. But our Montreal stock is complete, and no delay was experienced in filling orders. A NEW stock is now in our new Toronto warehouse, 59 and 61 Front St. E.

## S. H. EWING & SONS,

HEAD OFFICE: 96-104 King St., Montreal.  
Bell Tel., Main 65. Merchants 522.

BRANCH: 59-61 Front St. E., Toronto.  
Phone Main 1961.



We have recently taken up the manufacture and sale of the

## Templeton Cheese Knife

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

**KEEPS CHEESE FRESH  
SAVES FROM WASTE**

Sold on easy terms.

**EASY TO OPERATE  
PLEASES EVERY CUSTOMER**

Write us for particulars.

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

## TEA ROSE DRIPS

THE  
VERY  
FACT

that once your customers try Tea Rose Drips they will have no other sugar syrup is *prima facie* proof of the pre-eminent excellence of our product.

A pure cane sugar syrup.

ROSE & LAFLAMME, Agents,

MONTREAL.



## ON TOP.

The grocer who comes out on top in the gamble of business is usually a pretty shrewd sort of a man. He doesn't "run out" of goods that give him a good profit. How's your stock of

Paterson's  
Camp Coffee  
Essence?

ROSE & LAFLAMME,  
Agents, Montreal.



## Facts About Ceylon

At one time coffee-growing was the great industry of the Island of Ceylon, but of recent years the cultivation of the tea-plant has been found more profitable, and has consequently ousted the kindred industry.

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Ceylon Teas have a flavor and strength found in no other teas. Their excellence is being steadily impressed on tea users the world over. This is a reason why the grocer should promote their sale as against the poorer teas of other countries.

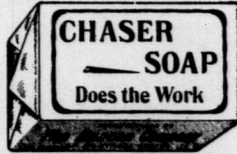
Can be had in Black and Green.

June 10, 1904

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

### Two Good Reasons

Why You Should Sell



BETTER VALUE TO YOUR CUSTOMERS AND MORE PROFIT FOR YOURSELF. ORDER A SAMPLE CASE DELIVERED. P. O. Box 292.

The Duncan Company of Montreal.



### IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WILL KNOW

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

### If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in dribblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:



### IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.  
C. O. BEAUCHEMIN & FILS, MONTREAL.  
ALLISON COUPON CO., Manufacturers  
Indianapolis, Indiana.

### THE CANADIAN GROCER

## TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,

88 Fleet Street E.C. London, Eng

## COX'S

### SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—

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

### Why Don't You?

Others have found out that the Burlington Canned Tomatoes are infinitely better than tomatoes prepared in the common way. The Burlington way removes seeds, skin and fibre.

The price is low, - \$1.00 per doz. (F.O.B. Burlington.)

SEND FOR A SAMPLE LOT.

The Burlington Canning Co.

BURLINGTON, ONT. Limited

### "Royal" Salad Dressing

Every detail of manufacture, all materials used and the circumstances governing the production of "ROYAL" SALAD DRESSING, combine to make it the most popular salad dressing sold.

A carload of "ROYAL" SALAD DRESSING went through Buffalo on Saturday, en route for New York City.

New Yorkers know good stuff. Made only by

The Horton-Cato Mfg. Co.,

DETROIT, MICH., - WINDSOR, ONT.



### OUR OUT-DOOR CABINET FOR OIL OR GASOLINE

Cabinet extends up over tank so as to entirely enclose the pump. It is fitted with metal roof and double swing doors provided with "staple and strap" for padlock.

BOY AND THIEF PROOF

### SAFETY ACCURACY AND ECONOMY

ARE COMBINED IN THE

### BOWSER OUT-DOOR CABINET

FOR

### OIL OR GASOLINE

IT IS FITTED WITH OUR LATEST IMPROVED COMPUTING

### SELF MEASURING PUMP

BUILT ENTIRELY OF METAL AND MEASURES AN ACCURATE GALLON, HALF GALLON OR QUART AT A STROKE

### GUARANTEED EVAPORATION PROOF

LET US GIVE YOU FULL INFORMATION. IT'S FREE.

WRITE TO-DAY FOR CATALOG "B"

S. F. BOWSER & CO. FORT WAYNE, IND.

**BRUNNER, MOND & CO.'S**

**SODAS**

Bicarb  
Sal  
Concentrated Sal  
Caustic

**EVERYWHERE KNOWN TO BE THE BEST.**

**WINN & HOLLAND, Sole Agents for Canada, MONTREAL**



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

**MATCHES**

**BEST and CHEAPEST on the market.**

**The Walkerville Match Co.**

LIMITED

**WALKERVILLE, ONT.**

**D. RATTRAY & SONS**

**Commission Merchants**

**MONTREAL: 110 Coristine Bldg.**

**QUEBEC: 110 Dalhousie St.**

**REPRESENTING**

John Walker & Co., Greenock, Scotland, Sugar Refiners

Armour & Co., Chicago, Ill., Packing House Products

Juan Merle, Denia, Spain, Valencia Raisins

Jose Reira, Denia, Spain, Valencia Raisins

A. T. Zini, Patras, Greece, Currants

Juan Llopis, Reus, Spain, Tarragona Almonds

Ag. Russo & Co., Catania, Sicily Filberts, Etc.

Dezerner & Van Raalt, Holland, Holland Herring

Albert Dickinson Co., Chicago, Ill., Grass Seeds

Da Costa & Co., Barbadoes, W.E.I., Sugar and Molasses

A. K. Vemian, Smyrna, Turkey, Turkish Produce

Austrian and Belgian Sugars,

Newfoundland and Gaspé Cod, Seal, Whale and Porpoise Oils,

Rangoon and Patna Rice, etc., etc., etc.

# DON'T GAMBLE

with your trade by giving them inferior goods. Take no chance, handle the best every time. It will pay you to do this.

## JAMES' DOME BLACK LEAD

without doubt the best black lead on the market.

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

# LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

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

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

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

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

AGENTS IN TORONTO—**Canada Grocers, Limited,** and all wholesale grocers

**THOMAS J. LIPTON,** 39 Pearl Street, New York City.

## THE W. H. WILSON CO., LIMITED

MANUFACTURERS OF

HIGH-GRADE VINEGAR, REFINED CIDER AND  
EVAPORATED APPLES.

Tillsonburg, - - Canada.

## Purnell's English Malt Vinegar

In Bottles and Bulk

**Brewery, Bristol, England.**

ESTABLISHED 1750.

AGENTS

Charlottetown, P.E.I., HORACE HASZARD, South Side Queen Square.  
Halifax, N.S., J. PETERS & CO., 40 Upper Water Street.  
St. John, N.B., ROBERT JARDINE.

Montreal, Que., J. M. KIRK, 25 McGill College Ave.  
Toronto, Ont., J. WESTREN & CO., 637 Ontario Street.  
Winnipeg, Man., A. STRANG & CO., 233 Fort Street.

Vancouver, B.C., C. E. JARVIS & Co., Room 8, Flack Block.

# AURORA CORN SYRUP

A Pure Golden Syrup Made from Golden Grain. A Great Spread for Daily Bread.

Better in flavor and purity than any other.  
Good for everybody. A pleasant surprise to all.

2-lb. tins, cases, each	24 tins,	\$1.90	per case.
5	" " " 12	2.35	"
10	" " " 6	2.25	"
20	" " " 3	2.10	"

Freight paid on 5-case lots.

Price subject to change without notice.

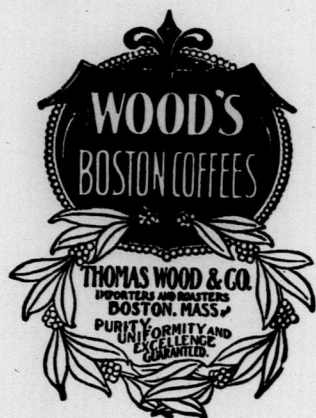
Ask our travellers about our Pure Maple Syrup.



**W. H. GILLARD & CO., Wholesale Grocers,**

**HAMILTON.**

Branch CANADA GROCERS LIMITED.



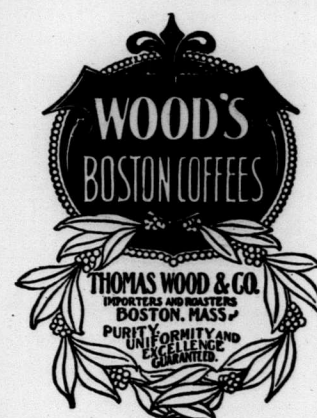
It is not a simple matter of buying and selling that makes the successful merchant. We know that.

Experience and judgment must decide when and what to buy.

WOOD'S COFFEES hold their front rank because the Grocer and the public find that every pound, like the gold dollar, has its intrinsic value.

There is no trick about it; it has been work, intelligent, progressive work, for many years, and the Grocer who now begins to handle these goods reaps the benefits that follow their good name.

Canadian Factory and Salesroom,  
No. 428 St. Paul St., MONTREAL.



## PORK AND BEANS

WHY NOT GET THE BEST?

“RED CROSS”

“LITTLE CHIEF”

“AYLMER”

“LOG CABIN”

“DELHI”

“SIMCOE”

ARE THE BEST.

PRICE LOWEST.

QUALITY HIGHEST.

Write your wholesale house TO-DAY for prices on any of the above brands.  
They will interest you.

# DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

**John C. Kirkwood,**

TORONTO.

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

## ENLARGING ONE'S BUSINESS.

ONE might reasonably expect a retail merchant to know the names and addresses of all the people in the community he serves with whom he could trade. As a matter of fact most merchants know only a mere fraction of

this form of advertising carries impressions are made that are enduring; impressions are succeeded by convictions; convictions by business. It may take a twelvemonth, it may take two or three years, to get the desired returns from the outlays of time and money made in thus going after new business, but what is it in comparison with the reward? Most men would esteem \$100 or \$500 a small price to pay for an annual business increase of \$5,000 or \$10,000.

Who is there that will say he is doing everything possible to get the maximum trade which his district can yield him? And how many there are who are

with "Just a Little Talk First," dealing with suggestions as to how to advertise groceries; mediums to use; display; types, and proof-reading. This section is of large value to the man seeking to be an intelligent and well-equipped writer of advertisements. The information given is not readily obtainable elsewhere, and is the gathered fruit of much study on the part of the author.

"A Batch of Good Business-Bringing Schemes for Grocers," is likewise helpful and stimulating. "Some Odd Show Cards" constitutes a suggestive chapter. "Some Short Sayings" will be consulted freely by the man who seeks a good introduction to his advertisements. The last section of the book closes with examples of bright advertisements, many of them "displayed." A unique idea is their division under such headings as general; delivery; cash; beverages; tea; cocoa, chocolate, etc.; canned goods; biscuits and confectionery; dairy products; pickles, preserves and relishes; cereals; cooking necessities; miscellaneous; fresh fruits and vegetables; packed fruits. An index is a commendable conclusion to a book that should prove of much service to those

### CRACKERS.

The very latest dainties.

- Fig Dips**—Fig delicacy dipped in chocolate, a lb ..... **17c**
- Oxfords**—Lemon jumbos with marshmallows, a lb ..... **12c**
- Pretzelettes**—Hand-made, a package ..... **9c**
- Cracker Meal**—A package.. **5c**

the buyers in any given district. An acquaintance begins only when a buyer comes to the retailer's store. Thus the possibilities of the community are not exhausted,—indeed, far from being exhausted. They are not even exploited by the average retailer. That all this inertia on the part of the dealer is costing him in lost business a heavy sum must be conceded. A firm couldn't double its business in a few months by doubled effort, but such effort persistently and intelligently kept up will result in due time in an immensely increased turnover. Newspaper advertising alone won't accomplish the desired result. However good this form of effort may be, it is not personal enough to break through the conservatism of the general public. What is required is the direct appeal—the mailed letter or circular.

Before anything can be mailed there must be provided a mailing list. Names and addresses are readily obtained from a voters' list, or from a directory. The card index system—a card for each name—is best to use for this purpose. Having names, typewritten or printed letters or circulars can be mailed. It is hard to permanently refuse the invita-

### BACON.

The Famous "Eagle Brand," Boneless, sugar cured, lean and tender strip, alb..... **13c**

### Picnic Hams,

Mild sugar cured, lean, tender and savory, about 5 lbs. each, a lb ..... **9c**

forced to admit that they could do a much greater business did they really strive to get more.

#### Valuable Book for Grocers.

"GROCERY Advertising"—A Book of Business—Making Ideas and Ready-Made Ads. for Retail Grocers—Such is the designation of a new book compiled and published by W. Arthur Lydiatt, Toronto. It is what he styles "Bait for Retailers, No. 2." His former book, "100 Good Ads. for a Grocery Store," is practically out of print, there remaining only a few copies in the hands of The Grocer, by whom the book was published.

Mr. Lydiatt's second book is a much more ambitious and comprehensive volume than his first one. It opens

### Fard Dates.

"Blue Ribbon" Quality. Rich, tender and meaty; price cut in half; in 1-lb. packages, each..... **5c**

### Basket Figs.

Thoroughly washed, large, sweet, meaty, fresh packed in baskets; regular price 25c. each; our price..... **12c**

grocers who are striving to make interesting and effective announcements to their constituency. The price is \$2.00.

#### Notes.

There are reproduced three small advertisements which commend themselves



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.**

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

for their simplicity, clearness, brevity, and strength. They illustrate what can be accomplished with a small space.

Forsyth, Jr., is an enterprising merchant in Dartmouth, N. S., if one is to judge by samples of circulars sent out by him, copies of several of which have found their way to The Canadian Grocer. The text is better than the printer's work; that is, the display is poor. However, as examples of "dodgers" they are very fair, and I should judge are good trade bringers.

#### THE TOURIST TRADE.

THE Summer tourist trade is becoming every year of greater importance to many Canadian districts, and if properly developed should become an important factor almost everywhere throughout the rural districts of the Dominion.

The Summer exodus from the hot and crowded cities of the United States and Canada becomes more noticeable every year. Tired of the grimy atmosphere and glary streets, city people are eager to get away from it all, out among the trees and the hills, along the water ways or the country roads, any place where their tired eyes and wracked nerves can enjoy the soothing balm of green turf and country quiet.

Heretofore they have had to be content for the most part with the popular resort, with its more than urban glare and excitement, because no better facilities have been offered them.

Here lies the opportunity of our Canadian rural districts. It is safe to say that there are few Canadian villages that have not some charm in their vicinity that, if known, would make them attractive to the "Summerer" from the city. These people are used to paying handsome prices for meagre accommodation, and if they could be brought to the village or its neighbor-

hood would spend their money freely to the advantage of the farmer or villager who accommodated them, and to the merchant who supplied their wants.

To work up this trade requires only a little organization, a little advertising. Some one must take hold, find out exactly what accommodation can be given, what attractions are offered; then let it be known to the people of the city, through the press or other means.

An instance of what may be done in this way comes to hand in the form of a handsome little booklet, attractively bound in a dark red paper, and illustrated with cuts of local scenery. It is from the pen of David Russell Jack, and is entitled "Summer Tourists; a Manual for the New Brunswick Farmer." With the permission of the author we take pleasure in re-producing it, as follows:

#### Forespeech.

It has been the lot of the writer of the following pages either in the pursuit of business or pleasure, or both, to travel much over this, his native Province of New Brunswick. But few villages have escaped his peregrinations, and in many a farm house and hamlet he would be no stranger.

By a knowledge born of experience, he is, therefore, in a position to realize something at least of the difficulties and trials which beset the path of the traveler, who, coming either from a sister province or from the neighboring republic, seeks to spend a few days or weeks in comfort in some country retreat, in quiet forgetfulness of the busy turmoil of an active life in a great city.

The farming people of New Brunswick are, as a rule, honest, industrious, hospitable, cheerful and open hearted. If any stranger comes among them, seeking their hospitality, they will doubtless do their utmost in a rough and hearty sort of way to make him comfortable. But in the country districts

particularly, owing doubtless to lack of experience, much has yet to be learned in the art of catering to the wants and tastes of people from older communities.

Many of the New Brunswick farmers, or their forefathers, in order to keep the wolf from the door, have been obliged to combine lumbering and fishing with farming, and in the rough and ready life they have led, have perhaps formed habits and fallen into ways of living not altogether in keeping with the ideas of the more fastidious traveler, who would fain partake of their hospitality for a season.

For the latter class of individuals, some allowance should be made by the farmer, for the reason that many sights and sounds to which he has by daily contact become accustomed, are to the visitor from the city, startling, and perhaps repulsive.

New Brunswick has made great forward strides during the past decade in the development of agricultural pursuits, and gives promise of even greater progress during the earlier years of the century of which we are at present almost upon the threshold.

We have many men of education and refinement among our farmers, but this is not as a rule the class of men who take to the keeping of Summer boarders, as a partial means of livelihood.

It is to the poorer and less educated class, that the following pages are addressed.

As a member of the Executive Committee of the New Brunswick Tourist Association, an organization composed of business men and women who voluntarily give of their time and ability, in promoting the interest of tourist travel throughout this province, the writer has given much thought and consideration

**WHEN YOU BUY** **BOSTON CODFISH BALLS** in Cans, **BOSTON MACKEREL** soured and in Tomato Sauce, **you buy the best.**

**BUY**

See our Travellers' Samples.

We have the following Soups, packed by the celebrated **Dold Packing Co., of Buffalo:**

**MOCK TURTLE, BEEF, CHICKEN, OX TAIL,**  
**CONSOMME, TOMATO, MULLIGATAWNY.**

▲ **\$1.00 per dozen.**

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.**  
**THE ORIGINAL QUICK SHIPPERS.**

The leading tobacco  
of the world is

**TADDY'S**  
**Premier**  
**Navy and**  
**Orbit Cut**

All civilized smokers on the three continents, who enjoy a good cool smoke, back up this strong assertion by smoking

**TADDY'S**  
**OLD ENGLISH**  
**TOBACCO**

Are you selling this brand? If not, write for prices and be in the swim.

WHOLESALE AGENTS:

**James Turner & Co., Hamilton**

**"HOT SCOTCH"**

The public have a perfect right to be particular about what they drink. It is most important therefore to insist that the universal beverage should be most carefully

selected. The best "Hot Scotch" in the world is "Tartan" Tea.

Selected by specialists.  
Blended by experts.  
Sold on honor.

—SOLE AGENTS—

**BALFOUR & CO., Hamilton, Canada.**

LEAD PACKETS— $\frac{1}{2}$ -lbs. and lbs., 3-lbs. and 5-lbs.

GREEN, MIXED and BLACK—25c., 30., 40c., 50c. per lb.

The only place to buy "Tartan" goods—

The best that is—"TARTAN" TEA, "TARTAN" CANNED GOODS.

**BALFOUR & CO.,** Branch Canada Grocers Limited, **HAMILTON.**  
Wholesale Grocers . . . . .

LONG DISTANCE ONLY, 596.



# TEAS

We are offering exceptional value in all grades of Tea—

INDIAHYSONCEYLONJAPAN

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered.

Communicate with us or see our travellers before buying. It will pay you.

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

## For Camp or Cottage

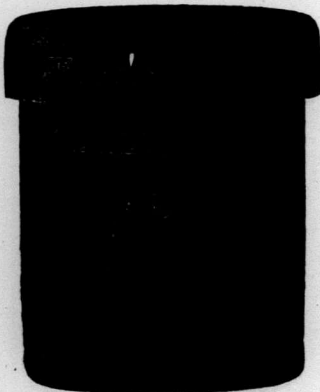
Two delicacies which should not be forgotten when laying in the stock of summer provisions are

**MacLaren's Imperial**

and

**MacLaren's Roquefort**

Don't let your customers forget them.

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

to the solution of the various problems which are continually encountered.

Not the least difficult of these problems, is the provision of accommodation, where the tourist of moderate means may enjoy the beauties of climate and scenery which our province affords, in a style of comfort and refinement, in some degree akin to that which he might reasonably expect.

The writer has penned the following lines in the modest hope that they may prove of some little assistance in helping to smooth away some of the rough edges of country life, and make the way, perchance, a trifle easier for the Summer tourist.

### New Brunswick Farmers.

Of all the various branches of industry which the farmer can and does combine with farming, pure and simple, in this Province of New Brunswick, there is probably nothing so profitable, and which can be so advantageously carried on, as the keeping of Summer boarders. It is a spot cash trade, with good profits and quick returns.

This allied branch is as yet, however, with us practically undeveloped, and is capable of almost unlimited expansion.

In the sister Provinces of New Brunswick and Nova Scotia, we have people of kindred race, language, customs and occupation, but in the matter of catering to the wants and tastes of the Summer tourist, the New Brunswicker is by comparison to the wily Nova Scotian, as the mild mannered Doukhobor to the crafty Chinese, only more so. In Nova Scotia the tourist business has been carefully studied and developed, and the attractions of the country widely advertised for years, while with us it is as yet but in embryo.

By selling your milk, butter and eggs, your vegetables, fruits and poultry at first hand to the Summer tourist, you can make a much greater profit than by hauling them ten or fifteen miles to the

# PICKLES

We offer a special value in 2-gallon and 5-gallon pails. First quality stock and vinegar.

**PRICE AWAY DOWN.**

**THE DAVIDSON & HAY LIMITED**  
WHOLESALE GROCERS, TORONTO

nearest town or railway station, only perhaps to be euchred out of your proper returns by some unscrupulous middle man.

The Tourist Association of New Brunswick have been making strenuous efforts for the past few years to increase the tide of Summer travel which yearly flows this way, but in order to obtain the best results they must have your active help. If you can house and feed in good shape, the ever increasing throng which each succeeding Summer brings us, you will have done much to assist us in carrying on our work.

Before you can expect any very beneficial results, it is necessary that you should bring your establishment up to a certain standard at least, and the more you can improve upon that standard the better for yourselves. If you earnestly try to do so, be sure that there is a good harvest in store for you.

If your house has been built for some years and is beginning to look a little shabby, buy a few pounds of paint and give it two coats all over when your other work is slack. It will make your property look much more attractive, and will greatly improve its wearing qualities. If you have not a verandah to your house, build one and make it not less than six feet wide, so that you can sling a hammock in it in which the Summer tourist may enjoy the Summer breezes. If you can make it eight or ten feet wide, so much the better.

If your house stands upon a bare spot by itself, plant a few trees about it which will give it an appearance of beauty, and lend rest to the eye and shelter from the hot rays of the Summer sun.

If you have any feather beds that your mother made, for goodness sake don't try to persuade the Summer visitor to sleep on them. They are a hideous abomination to the average tourist. Buy a wire spring or two with a cheap mattress. They are nice and cool to

sleep upon, and are not apt to get stuffy. Don't burn your feather beds, though, but buy a few remnants of cheap, bright chintz, and have your daughter make them up into those lovely large soft pillows which are so delightful to the back-bone of the lazy tourist.

If you get your tourist into a good hammock, with one of those lovely pillows under his head, the chances are ten to one that he or she will want to stay there.

Make the windows of your house to open wide, so as to let in the pure sweet air of heaven, which is as the balm of Gilead to the weary sojourner from the great city.

If the paper on your walls is the same that was there when you were born, tear it off and send to town for a few rolls of pretty light colored stuff, which you can buy for eight or ten cents a roll, and have your family put it on before the busy time in the spring.

Most farmers keep a horse or two. If you have one, teach that boy of yours to drive. Give your wagon a coat of paint and send your boarders out to enjoy the air whenever they feel so inclined. It keeps them out of the way and gives your wife a chance to tidy up the house.

Cleanliness is next to Godliness.

If you have an old clock that belonged to your grandfather, an old piece of mahogany furniture that is heavy to lift around, an odd shaped chair, or any other old thing, don't sell it for your life's sake. The wily tourist generally knows just about what such things are worth while you do not. If you sell them you will likely get stuck, and the chances are that your visitor will tire of his purchase before he gets it home. If you don't sell them to him, he will want them all the more, and will rave about them to his friends when he goes home. Perhaps next Summer his friends



## Upton's

**Pure Fruit  
Jams, Jellies and  
Orange  
Marmalade**

are what you want. You can live without them, but not as well.

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

will come down to see them, and try to soften your heart with the persuasive tongue.

If your house is near a river or a lake, buy a good canoe, or a strong boat and pair of oars, so that people will have something to amuse themselves with. If there is any good fishing or shooting in your neighborhood, find out all about it, so as to be able to tell your visitors.

Don't put a colored cloth on your dining table, on any account. A colored table cloth sometimes covers a multitude of things, and is apt to be looked upon with suspicion by the average tourist. A white table cloth, no matter how coarse, if it is clean, gives a good appearance to your table. Tell your daughter to go out into the grove, and dig up a small fern or two, and set them on the table. They give an air of daintiness and refinement which is most seductive, particularly to the female mind. The male mind is not always above such trifles either.

Don't put too many kinds of cake upon the table at once. Good bread and good butter are more esteemed by tourists than a multitude of cakes.

Do the butter up into little dainty rolls and set them upon a plate with a small lump of ice. Ice is a cheap commodity in this province if you gather your harvest at the right season.

A clean napkin is a necessity. Tell the Indians to make you a few napkin rings of wicker work and sweet hay, and of different designs, so that each guest may know his own. Put a fresh napkin in the ring every day at dinner time.

If you have any hooked mats, put them up in the attic before your visitors arrive, and keep them there until after they have departed.

Paint the floor of your dining room a nice light color all over, then lay a cheap square in the centre. You can buy these squares for from \$2 apiece, upwards.

Roast chickens are very nice occasionally, but don't chop the chickens' heads off about breakfast time, and leave them to hop around on the front lawn until your wife is ready to pluck them. Do all your butchering early in the morning, while the visitors' eyelids are still heavy with sleep.

If you have not a poultry yard, buy a roll of six foot wire netting and build one. Keep your hens and chickens in it, at least while your visitors are with you.

Don't throw your slops and dish-water out of the back door. The soap suds act on any fatty matter, and send poisonous gases into the air, breeding pestilence and disease. This endangers not only the health of your own family

but that of the tourist. One of them might die, and that would give your house a bad name.

Keep your troubles to yourself and don't talk the ear off your visitors by telling them all about the petty foibles of your neighbors, or how much trouble you had with that heifer. We all have troubles of our own in this world, and people as a rule don't go to the country to be bored. Keep yourself and your family in the background as much as possible—feel assured that if your visitors want your company they will soon let you know it. It isn't pleasant to be snubbed, and by giving no cause for such treatment you will keep up your self-respect.

Should there be any children about, buy a good stout rope, and put up a swing. Children love to swing. Men and women are but grown up children.

Tourists are strange animals and have many peculiarities. Some of them like to smoke, some to read novels, some to work embroidery, some to flirt, and some to meditate upon religion. If they want to, let them.

Buy a few yards of wire gauze and make screen doors, back and front, to keep the flies out, also a few screens for the principal windows. They are easily made, and a wipe of green paint will make them look as if they came from the shop. When the Summer is over put them away carefully in a dry place.

Sow a few poppies in your hayfield. They look enchanting to the eye and won't hurt the hay.

Give the tourist all the milk and cream he wants. It pays better to feed the cream to tourists than make it into butter and feed the skim milk to the pigs.

If there are any Indians about, don't drive them away, but let them camp along the river bank where they won't do any harm. Indians are always a great source of interest to tourists. Besides, the Indian has a lien upon your land by right of priority of possession. A little kindness to this unfortunate class of beings will mean a good mark for you in the book of the Kingdom of Heaven.

When you have put your house in order, tell your daughter to write to the secretary of the New Brunswick Tourist Association, Canterbury street, St. John, N. B., giving him full particulars as to the number of rooms you have to let, the number of guests you can accommodate, the best way of reaching your place, the distance from your house to the nearest railway station or steamboat landing, and the prices you propose to charge. He will do all he can to help you. If you start at \$5.00 per week for each adult and please your

visitors, you can then increase your charge to \$7.00 a week. A small amount at a time to new patrons as your reputation becomes established. Your Nova Scotia rival frequently obtains \$10.00 per week for moderate accommodation. Don't try to jump prices up too suddenly to old customers, as they are your best advertisers.

All this cannot be accomplished in one year, but it is astonishing what good results you can show in two or three years if you try hard enough. Then the golden harvest will begin, and you may safely look forward to years of increasing prosperity, and be able to keep your children about you as they grow up, instead of having to send them abroad to seek a means of livelihood. It is a good thing for your country to have them at home, to take up their share of the burthen of life, and allow you to take matters a little easier in your declining years, in the old home you love so well.

#### COMPANIES INCORPORATED, ETC.

The J. D. Abraham Co., Delhi, Ont., have been granted a charter to carry on a general merchandise business. The capital of the company is to be \$25,000, and the provisional directors are: J. D. Abraham and May C. Abraham, both of Delhi; and A. R. Abraham, of Hamilton.

The New Century Refrigerator & Mfg. Co., Dundas, Ont., has been granted a charter to manufacture and deal in refrigerators and refrigerating appliances. The share capital of the company is to be \$75,000, and the provisional directors are: J. D. Pennington and F. Enright, both of Dundas; and R. B. Baker, S. H. Kent and J. Crawford, all of Hamilton.

The charter of incorporation of the Walkerton Sugar Co., of Walkerton, Ont., has been surrendered, and the date of dissolution fixed for June 10, 1904.

The Kingston Milling Co., of Kingston, Ont., have been granted a charter to manufacture and deal in grain and produce. The capital is to be \$60,000, and the directors are: J. G. Campbell, of Perth; and E. C. Gildersleeve and J. M. Campbell, both of Kingston.

#### CANADIAN EXHIBIT AT WORLD'S FAIR.

In the fine exhibit made by the Dominion Government at the World's Fair, in St. Louis, Mo., goods made by E. W. Gillett Co., of Toronto, Ont., are quite prominent. The Government officials, realizing that Magic Baking Powder, Gillett's Lye, Royal Yeast, etc., are the standard Canadian articles, purchased from the firm a large quantity of the various goods to form part of the exhibit referred to. All Canadians visiting the World's Fair will be sure to be impressed with the display.



# GILLETT'S GOODS ARE THE BEST!

One of the best proofs that GILLETT'S  
GOODS are STANDARD ARTICLES

in their class, is evidenced by the fact that about three months ago, the Dominion Government purchased a LARGE quantity of the various articles, and these now form part of the . . .

**Canadian Exhibit at the WORLD'S FAIR in ST. LOUIS, Mo.**

ALL Canadians, and especially GROCERS visiting the Fair, will be interested in the display.

## GILLETT'S GOODS

have received HIGHEST MEDALS and AWARDS AT ALL EXPOSITIONS

FOR MANY YEARS PAST.

---

**E. W. GILLETT COMPANY LIMITED**

**TORONTO, ONT.**

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# DAIRY PRODUCE AND PROVISIONS

## and Cold Storage News.

### Alberta Creameries.

**T**HE Department of Agriculture continues to manage a number of creameries in the Northwest Territories. During the season of 1903, there were eighteen in operation, located at the following places: Edmonton, Wetaskiwin, Lacombe, Blackfalds, Red Deer, Innisfail, Tindastoll, Olds, Calgary, Moosejaw, Regina, Prince Albert, Qu'Appelle, Grenfell, Whitewood, Moosomin, Churchbridge and Saltcoats—being nine in northern Alberta, eight in Assiniboia and one in Saskatchewan.

Owing partly to the favorable conditions for wheat growing and partly to the high price paid by local merchants for dairy butter, the creameries in Assiniboia have shown a somewhat decreased output over the previous year, while those in Alberta have made 61 per cent. more butter than they did in 1902.

Three more of these creameries have, as a result of the season's operations, repaid all indebtedness to the department, making thirteen in all now in this position.

During 1902 it was found necessary to ship five carloads of the butter manufactured in these creameries to England, in 1903, although the total output was increased by 130,599 pounds, the whole of it was disposed of in the western, northern and oriental markets, at an average of about 20 cents a pound. A much larger quantity was sold for the Yukon trade, and several new and important accounts were opened in Japan as a direct result of the Canadian exhibit at the Osaka Exhibition and the good work done there by the exhibition staff. Regular shipments are now made to the Orient by every steamer, and we seem to be in a fair way to capture the bulk of this trade. The butter for the Oriental trade is largely put up in tins.

The experiment has been tried, and proved successful, of collecting eggs from the patrons of the creameries. The eggs were placed in the creamery cold storages and shipped regularly to Calgary with the butter, where they were disposed of at prices which net the patrons 15 to 19 cents a dozen according to locality, after deducting all expenses.

There is likely to be considerable growth of the creamery industry in northern Alberta.

### Canadian Hams for France.

It is reported that representatives of the Davies Pork Packing Co., of Toronto, are endeavoring to obtain, through the colonial and foreign offices, a minimum tariff treatment for the admission of Canadian hams into France. At present there is a duty of ten shillings, which packers wish to see removed. The products of hogs are not included in the articles arranged for by the Franco-Canadian treaty of 1893.

### Lard Statistics.

**T**HE following cable advices, giving estimates of stocks of lard held in Europe and afloat on June 1, have been received from the N. K. Fairbank Co., Chicago. To these estimates are added estimates of former years:

	1904. June 1.	1904. May 1.	1903. June 1.	1902. June 1.	1901. June 1.	1900. June 1.
Liverpool and Manchester .....	25,500	21,500	13,000	11,500	15,000	29,000
Other British ports .....	13,000	6,000	4,500	2,000	5,000	7,000
Hamburg .....	16,000	10,000	15,000	11,000	3,500	11,500
Bremen .....	1,000	1,000	1,000	1,000	1,000	3,000
Berlin .....	3,000	2,000	12,000	9,500	7,500	7,000
Baltic ports .....	13,000	13,500	1,500	2,000	1,500	2,500
Amsterdam } .....	4,000	4,000	500	3,500	1,000	3,500
Rotterdam } .....						
Mannheim } .....						
Antwerp .....	4,000	4,000	4,000	1,000	3,000	2,500
French ports .....	2,500	2,500	900	2,100	2,500	6,000
Italian and Spanish ports .....	500	500	500	1,000	1,000	1,000
Total in Europe .....	82,500	65,000	52,900	44,600	41,000	73,000
Afloat for Europe .....	40,000	55,000	45,000	43,000	66,000	45,000
Total in Europe and afloat .....	122,500	120,000	97,900	87,600	107,000	118,000

### Armours to Open in Toronto

Toronto is to have a branch of the Armour Packing Co., of Chicago. The Canadian agent of the firm is in the city hunting for premises in which to set up a plant for the manufacture of extract of beef. He is after 5,000 feet of floor space, but has as yet been unsuccessful in getting the desired area.

The company has decided to establish their Canadian headquarters here, and will build if the required room cannot be secured.

The reason for this move is that the duty on the finished product is so high as to give Canadian-made extract too great an advantage. The powder will

be made at first in Chicago, and will be prepared for use and bottled here. While the plant at first will be a small one, it may ultimately develop into a large killing and packing concern.

### Powdered Milk Industry.

J. Grant, of Montreal, has been exploiting Stratford, Ont., recently with the object of forming a company for the manufacture of powdered milk. Mr. Grant is endeavoring to interest a number of the leading business men of Stratford in the enterprise, and hopes to form a company largely of local capital. If the scheme proves successful a factory will be built without delay. The promoter is confident in the success of the industry, and says its expansion is bound to be great as soon as the product, which is comparatively new in Canada, becomes known.

### A Change of Note.

A change of importance in the Montreal commercial community took place recently when A. Jones, of the firm of Marshall, Rutherford & Co., joined the staff of Gunn-Langlois Co. Mr. Jones will join J. A. Gunn in the supervision of the export department, and certainly a strong combination should be the result. Mr. Jones is considered an expert in his special line, being acquainted with the English markets almost as well as with the Canadian. Mr. Jones and Mr. Gunn should work strongly together for the further promotion of an already well established firm.

Telegraphic Address,  
"DOMINO,"  
Charlottetown.

# The Dominion Packing Company

LIMITED.

Codes Used  
A.B.C.  
LIEBERS  
PRIVATE.

*Charlottetown, P.E.I. Canada*



## HAMS AND BACON

If you want the **BEST**  
Buy our

### BEECHNUT BRAND

of Mild-Cured, Full-Flavored  
HAMS and BONELESS BREAKFAST BACON.

UNEQUALLED IN QUALITY.

We can fill your require-  
ments promptly from our  
warehouses in Halifax,  
Sydney, Pictou or Charlot-  
tewtown.

Special prices for quantities.

Write us for quotations.

**THE DOMINION PACKING COMPANY, Limited.**

### Hot Weather Meats.

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

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

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

## LONG CLEAR BACON.

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

**Write us for Special Prices.**

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

# MATTHEWS'

## Cooked and Jellied Meats

are readily distinguished from other brands by their fresh wholesome appearance and fine qualities. Fresh every day, in 18 varieties.

The George Matthews Co., Limited

ESTABLISHED 1868.

Peterborough Hull Brantford

### MAGIC BAKING POWDER



every wide - awake merchant handles **MAGIC BAKING POWDER**

the best advertised, most popular, most profitable Baking Powder to handle—

makes friends and customers for you—

Ask your jobber for it.

**E. W. GILLETT COMPANY LIMITED**

London, Eng.

**TORONTO, ONT.**

Chicago, Ill.

We are buyers of

# Poultry, Butter AND Eggs.

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

**The J. A. McLean Produce Co., Limited**

73-75-77 Colborne Street

Telephone Main 2491.

**Toronto.**

PROVISION AND DAIRY MARKETS.

Toronto.

**Provisions**—The provision market has continued dull through the week, although a few dealers say that they are doing almost as much as at this time last year. Prices are practically the same as last week, with the exception of lard, which is quoted 1-8c lower. Killing is more extensive just now, and the supply of lard is increasing. The fresh meat market is quiet, without change in prices. We quote this week:

Long clear bacon, per lb.	\$ 0 08	00 08 1/2
Smoked breakfast bacon, per lb.	0 12	0 13
Roll bacon, per lb.	0 09	0 10
Small hams, per lb.	0 12	0 13
Medium hams, per lb.	0 11	0 12
Large hams, per lb.	0 11	0 11 1/2
Shoulder hams, per lb.	0 09	0 09 1/2
Beefs, per lb.	0 13	0 14
Heavy mess pork, per bbl.	16 50	17 00
Short out, per bbl.	18 00	18 50
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 07 1/2	0 07 3/4
" tubs	0 07 1/2	0 07 3/4
" pails	0 07 1/2	0 08 1/4
" compounds, per lb.	0 07 1/2	0 07 3/4
Plate beef, per 200-lb. bbl.	8 00	11 00
Beef, hind quarters	8 00	10 00
" front quarters	4 50	5 50
" choice carcasses	6 50	7 50
" medium	6 00	7 00
" common	6 00	6 50
Mutton	7 00	9 00
Lamb, yearling	10 50	11 50
" spring	10 00	14 00
Veal	6 00	8 50

**Butter**—Butter is coming in very freely, and prices remain low. There is considerable range of price in creamery solids, due to the fact that there is never any local demand for them, the outlet being entirely of an export nature. There is still some fodder offering, but it is growing less and less, and by the middle of June grass butter will make the market more busy. Until that time, business will be dull. There is no demand for tubs. Our quotations for this week are:

Creamery prints	Per lb.	0 17	0 18
" solids, fresh	0 16	0 17	
Dairy rolls, large	0 11	0 13	
" prints	0 13	0 15	
" in tubs	0 12	0 13	

**Cheese**—A big slump in board prices has occurred in the last board sales. Prices ran as low as 7 7-8c, and never above 8 1-8c. The high prices of the preceding week were unwarranted, and were caused in all probability by the desire to squeeze short sellers. At the price offered very little was sold on the board, although curb selling afterwards was no doubt holding back a large part of their make, as comparatively little was offered. The sales on the various boards of last week are as follows:

Board.	Boxes.	Price
Campbellford	1,370	0 06 1/2
Stirling	920	0 08 1/2
Woodstock	4,000 (only 100 boxes sold)	0 08 1/2
Brockville		0 08 1/2
Madoc	1,055 (only 60 boxes sold)	0 08
Kingston	1,345 (none sold)	0 08
Pictou	*1,755	0 08 1-16
Tweed	540	0 08
Winchester	1,183 (none sold)	0 08
Vankleek Hill	1,427	0 08
Perth	2,100	0 08
Iroquois	1,164 (none sold)	0 08
Ottawa	1,856 (half sold)	0 07 1/2
Brantford	918	0 08 0 08 1/2
Napanee	2,197	0 08
South Finch	1,811 (none sold)	0 07 1/2
London	1,975 (half sold)	0 08 0 08 1/2
Belleville	4,340	0 08 1-16
Cornwall	2,242	0 08 0 08 1-16
Kemptville	1,588	0 08

\*Colored Cheeses.

Montreal.

Old cheese is quoted a half cent stronger, but new twins a quarter cent lower. Prices are:

Cheese, large, old	Per lb.	0 10 1/2
" new	0 08 1/2	0 09
" twins	0 09	0 09 1/2

**Provisions**—An easy feeling was noted in the provision market this week, owing chiefly to the large supplies which have been arriving. Sales of live hogs were made at from \$5.25 to \$5.50 a hundred. Other prices have not changed, and the demand has not been good for fresh killed abattoir stock. Local and country buyers have demanded good quantities of hams, bacon and lard. We quote:

Canadian short out mess pork	\$17 50	\$18 00
American short out clear	16 50	17 00
American fat back		17 50
Bacon, per lb.	0 12 1/2	0 13 1/2
Hams	0 11	0 13
Extra plate beef, per bbl.	11 50	12 00
Lard—"Boar's Head" brand, tierce basis		0 07 1/2
Carloads, less		0 00 1/2
20-lb. tin pails, tierce basis		0 00 1/2
Half-bbls., over tierce		0 00 1/2
60-lb. tubs		0 00 1/2
20-lb. wood pails		0 00 1/2
10-lb. tins		0 00 1/2
5-lb. tins		0 00 1/2
3-lb. tins		0 01
Wood net, tin gross weight		
Pure lard, pails	1 57	1 70
" tubs	0 07 1/2	0 08 1/2
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08 1/2	0 09 1/2
" cases (24 3-lb. tins)	0 08 1/2	0 09 1/2

**Butter**—Factory butter men report having received one-quarter to one-half a cent per pound above the regular spot market price. On Monday morning at the wharf, over 500 boxes were offered at a price of 16 3-4c, and in one case a local jobber paid 17c. Wholesalers declare that it would be impossible to turn over these purchases with any profit. This fact is verified by the demand for creamery being slow at 16 1-2c. Even English importers, who know exactly the salable price of butter in the Old Country, decline to operate at this low figure. The high price being paid to factory men is interfering with dealers who have orders in hand. There is plenty of butter in stock, and it is believed generally that before any clearance can be made, concessions will have to be made. From abroad reports state that there are heavy arrivals, and the demand is for choice goods only. Some of the stock recently brought to market was very inferior, and there is little hope of an immediate buoyancy in the market.

**Cheese**—The irregularity of the cheese market is exciting most of the large exporters. Prices are reported from country points that are simply past understanding, except that the buying is being done by speculators, with the hope of turning it over in future at a profit. One large dealer stated that it was his belief that some attempt would be made to sell June cheese short, for forward shipment. He based this on the fact that there was a large make going on in the country, and that would pile up

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Egg Cases

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PRATTS ASTRAL  
LAMP OIL

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Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

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stocks locally. Some contracts were put out at 40s last week, or at the equivalent of 8c here, and only on Monday it was learned that these offers were reduced to 39s 6d, or 7 7/8c. No doubt the English importer is watching this market, and perhaps might surprise some of the local cheese men by getting sharply after some of this 8c June cheese. The short seller would then awaken to his loss, and competitors may step in and give further surprises. The whole situation is, therefore, very irregular and unsatisfactory. At the wharf Monday morning, factory men realized 7 3/4c, and a fraction more in some cases, for about 4,000 boxes of cheese. In Ontario and Townships makes little as doing on spot, so that prices are nominal at 8 3/8c to 8 1-2c for the former, and 8 1-8 to 8 1-4c for the latter. From England there is a great deal more hopeful news regarding consumption, and cheese men are rather more cheerful than they have been for some time. The exporters are hopeful that prices will not be advanced unjustly, so as to interfere with the good feeling abroad.

**Cheese and Butter Exports**—There has been a decided shortage in the shipment of cheese from this port for the season of 1904 so far. The receipts for last week were 57,811 boxes, being about 10,000 boxes short of the same week last year. Since the opening of navigation the arrivals have been only 150,659 boxes, being over 30 per cent. less than last year. The exports of cheese last week were 48,757 boxes, being nearly one-half less than for the same period of last year. The total exports for the season show a falling off of over 40 per cent. The aggregate exports were 151,498 boxes, against 211,972 boxes for the same period in 1903. The arrivals of butter this season have been slightly heavier than they were for the same period of last year, the total figures being 23,028, an increase of 10 per cent. The exports last week were nearly three times what they were a year ago, and since the opening of navigation the aggregate of butter shipped has been 10,580 boxes, against 6,771 in 1903, an increase of nearly 60 per cent. Of these, butter shipments for this year, the local shipments amounted to 9,199, and the through shipments 1,381 boxes. Regarding the total cheese shipments, it may be stated that out of the exports of 151,498, the local export amounted to 116,242 boxes, and the through export 35,256. The largest quantity of all these shipments went to London, as many as 20,942 boxes being carried on one steamer, the "Hurona," which sailed June 4th.

St. John, N.B.

**Provisions**—There is very little of interest to the trade; both pork and beef are rather easier; fair stock is held, but sales are very slow. The market is without doubt in buyers' favor. In smoked meats, business is quiet, and

prices are at least no higher. In pure lard there is quite a large stock held here, much of which was bought at higher prices than now rule. During last week some western shippers have quoted particularly low prices. It is thought the market cannot hold at the present low values. In fresh meats the market this week is a little firmer; there is, however, a fair supply of both western and domestic beef. In veal and mutton, receipts are not large, and prices are firmly held. Lamb continues to come to hand slowly, and of but fair quality; price is still high, but tending lower. In pork there is limited sale and prices are quite low.

Mess pork, per bbl.	\$16 00	\$17 00
Clear pork "	17 00	19 00
Plate beef "	12 60	14 00
Mess beef "	10 00	12 00
Domestic beef, per lb.	0 08	0 07
Western beef "	0 08	0 09
Mutton "	0 08	0 09
Veal "	0 08	0 09
Lamb, each "	3 00	3 50
Pork "	0 06 1/2	0 07 1/2
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08 1/2	0 09
" pails "	0 09	0 09 1/2
Refined lard, tubs "	0 08 1/2	0 09 1/2
" pails "	0 08 1/2	0 09

**Butter**—Large stocks are held; some western print butter has been received, and is offered at very low prices; sales are dull and quality must be the best to insure at all either prompt sale or fair price.

Creamery butter	0 20	0 21
Best dairy butter	0 17	0 18
Good dairy tubs	0 16	0 17
Fair	0 14	0 15

**Eggs**—Eggs continue to come to hand slowly; so far the quality continues good; the higher prices quoted last week are held firm, but with improved weather conditions rather lower prices will rule.

Eggs, hennery	0 18	0 20
case stock	0 14	0 15

**Cheese**—Domestic cheese are now freely offered; prices are rather firmer in the west, so our local cheese makers have not been required to sell at the low prices which ruled for a short time. The local demand is entirely for twins. It is early to say anything about the approaching season, but to judge from the last two years, quite full values are likely to rule:

Cheese, per lb.	0 10 1/2	0 11
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Winnipeg.

**Lard**—The market is firm, and quotations are as follows:

Lard, 50-lb. pails	4 80
" 20 " "	2 00
" 10 " in cases	6 05
" 5 " "	6 15
" 3 " "	6 25
" Compound, in 20-lb pails	1 75

**Cured Meats**—The market continues firm. Our quotations are as follows:

Hams, per lb	0 13 1/2
Shoulders, per lb	0 08 1/2
Picnic hams per lb	0 09
Breakfast bellies, per lb	0 13 1/2
Breakfast backs, per lb	0 11 1/2
Large spice rolls, per lb	0 10 1/2
Long dry clear, per lb	0 09

Provision Notes.

The Eden Bank Creamery Co., of British Columbia, has been incorporated, with a capital of \$10,000.

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TRADE as it is packed in 1 and 2-lb. sealed  
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*June 11*  
**RETURNED**  
*JUN 10 1904*  
*R.P. Cur Book 20*  
*Page 27*  
*AM*

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NO more refreshing drink than lime fruit juice can be prepared for the thirsty man in Summer time. Like many a good thing lime fruit juice is imitated and many deleterious acid mixtures, concentrated lemonades and other doubtful compounds are offered, which are calculated to create a prejudice against the true lime fruit juice. This is to be deplored as the genuine article is one of nature's germicides, and in typhoid fever sections it is said to be both a preventive and a cure. Not only is it valuable in fevers, but it cools and purifies the blood, aids digestion, relieves sea sickness and has great curative powers in rheumatism, gout and dyspepsia. At the same time, it forms when diluted with water a most wholesome, delicious and refreshing beverage. It is entirely free from alcohol, and should be an adjunct of every soda fountain during the season. The Montserrat Company early realized the importance of producing a perfectly pure juice free from all contamination. This company was the first organization to cultivate the lime tree on their plantations in Montserrat, expressing the juice from the fruit on scientific principles, and as a result of their labors for the past 35 years they can offer the finest product on the market, which is sure to give satisfaction. Being the best, the "Montserrat" brand sells easily, and is a profitable line, as it brings trade.

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trying  
your patience and  
wearing out your life  
with that old mill

THROW IT OUT

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remember, when you buy  
the new one, be sure it's

## THE "National"

if you don't—you'll  
regret it.

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We hope to make further interesting announcements very shortly in regard to lines of special interest, and meantime would only say that "ORIENT" quality and "WHITE SWAN" quality will be synonymous with all that is good in Coffees, Spices and kindred lines.

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The Only Date Wine Vinegar <sup>in</sup> <sub>the</sub> World

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Agent wanted for Canada. Terms and full particulars on application.

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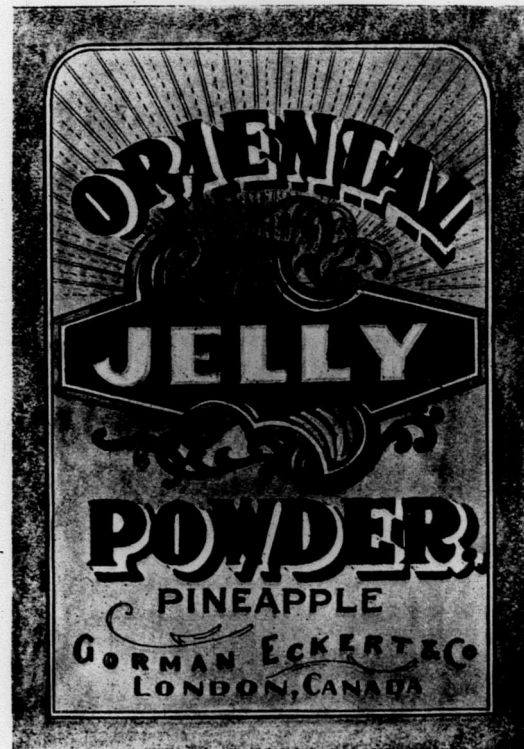
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When poured into the moulds a firm, rich, clear jelly is quickly formed and the making takes only a very few minutes.

Complete directions in both French and English are printed on every package.

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  - Merson, Geo. O., Toronto.
  - Williamson, T. G., Toronto.
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- ### Baking Powder.
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  - National Licorice Co., Brooklyn, N.Y.
  - Natural Food Co., Toronto.
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  - Canadian Cannery Limited, Hamilton.
- ### Cheese Cutter.
- Computing Scale Co. of Canada, Toronto.
- ### Chewing Gum.
- Row & Co., Brockville, Ont.
- ### Cigars, Tobaccos, Etc.
- American Tobacco Co., Montreal.
  - Empire Tobacco Co., Montreal.
  - Erie Tobacco Co., Windsor, Ont.
  - Fortier, J. M., Montreal.
  - Horrocks, T. J., Toronto.
  - McAlpin Consumers Tobacco Co., Toronto.
  - McDougall, D., & Co., Glasgow, Scot.
  - Payne, J. Bruce, Granby, Que.
  - Reid, W. B. & Co., Toronto.
  - Tuckett, Geo. E., & Son Co., Hamilton.
  - Turner, James, & Co., Hamilton.
- ### Cocacant.
- Downey, W. P., Montreal.
  - Greig, Robt., Co., Toronto.
- ### Cocacas and Chocolates.
- Baker, Walter, & Co., Dorchester, Mass.
  - Canadian Swiss Trading Co., Montreal.
  - Cowan Co., Toronto.
  - Dutch Chemical Works, Amsterdam, Holland.
  - Epps, James, Co., London, Eng.
  - Lowney, Walter M. Co., Boston, Mass.
  - Mott, John P., & Co., Halifax, N.S.
  - VanHouten's—J. L. Watt & Scott, Toronto

### Commission Merchants.

- Dawson Commission Co., Toronto.
- Dingle & Stewart, Winnipeg.
- Dunn, Wm. H., Montreal and Toronto.
- Hopkins, John, St. John, N.B.
- Lambe, W. G. A., & Co., Toronto.
- Millman, W. H., & Sons, Toronto.
- Nicholson & Bain, Winnipeg.
- Nicholson, Bain & Johnston, Calgary.
- Price, Chambers & Co., Winnipeg Man.
- Rattray, D., & Sons, Montreal.
- Rutherford, Marshall Co., Toronto.
- Ryan, Wm., Co., Toronto.
- Watt, J. L., & Scott, Toronto.
- Wilson Commission Co., Brandon, Man.

### Computing Scales.

- Computing Scale Co. of Canada, Toronto.
  - Wilson, C., & Son, Toronto.
- ### Concentrated Lye.
- Gillett, E. W., Co., Toronto.
- ### Condensed Milk and Cream.
- Borden's—Wm. H. Dunn, Montreal and Toronto.
  - Colson, C. E. & Son, Montreal.

### Corks.

- Ewing, S. H., & Sons, Montreal.
- ### Crockery and Glassware.
- Gowans, Kent & Co., Toronto.
- ### Dairy Produce and Provisions.
- Clark, Wm., Montreal.
  - Dominion Packing Co., Charlottetown.
  - Eby, Blain Co., Toronto.
  - Fearman, F. W., Co., Hamilton.
  - Matthews, Geo. Co., Brantford, Hull, Peterboro'.
  - McLaren, A. F., Imperial Cheese Co., Toronto.
  - McLean, J. A., Produce Co., Toronto.
  - Park, Blackwell Co., Toronto.

### Educational.

- Belleville Business College, Belleville.
- Canadian Corr. College, Toronto.
- St. Margaret's College, Toronto.
- Western Business College, Toronto.
- Willis Business College, Ottawa.

### Engravers.

- Smith, Geo. J., New York.
- ### Finance and Insurance.
- Bradstreet Co.

### Fish.

- Black Bros. & Co., Halifax.
  - James, F. T., Co., Toronto.
- ### Fly Paper.
- Kay Bros., Stockport, Eng.
  - Thum, O. & W., Co., Grand Rapids, Mich.
  - Wilson, Archdale, Hamilton, Ont.

### Fruits—Dried, Green, and Nuts.

- Adams, E. E., Leamington, Ont.
- Davidson & Hay, Toronto.
- Gibb, W. A., & Co., Hamilton.
- Husband Bros. & Co., Toronto.
- McDougall & Lemon, Owen Sound, Ont.
- McWilliam & Everist, Toronto.
- Tippet, A. P., & Co., Montreal.
- Walker, Hugh, & Son, Guelph.
- White & Co., Toronto.

### Gelatine.

- Canadian Gelatine Co., Toronto.
  - Cox, G. & J.
- ### Grain, Flours and Cereals.
- Carter, G., Son & Co., St. Mary's, Ont.
  - Frontenac Cereal Co., Toronto.
  - Greig, Robt., Toronto.
  - McCann, Wm., & Co., Toronto.

### Grocers—Wholesale.

- Balfour & Co., Hamilton.
- Davidson & Hay, Toronto.
- Eckardt, H. P., & Co., Toronto.
- Eby, Blain Co., Toronto.
- Gorman, Eckert & Co., London, Ont.
- Kinnear, T., & Co., Toronto.
- Lucas, Steele & Bristol, Hamilton.
- "Ozo" Co., Montreal.
- Provost & Allard, Ottawa, Ont.
- Simpson, R. & J. H. Co., Guelph.
- Turner, James, & Co., Hamilton.
- Warren Bros. & Co., Toronto.

### Grocers' Grinding and Packing Machinery.

- Adamson, J. T., & Co., Montreal.
- Coles Mfg. Co., Philadelphia, Pa.
- Eby, Blain Co., Toronto.
- Enter, rise Mfg. Co., Philadelphia, Pa.

### Hides.

- Page, C. S., Hyde Park, Vt.
- ### Infants' Foods.
- Keen, Robinson & Co., London, Eng.

### Interior Store Fixtures, Trucks, Etc.

- Auer Light Co., Montreal.
- ### Jams, Jellies, Etc.
- Chivers & Sons, Histon, Cambridge, Eng.
  - "Ozo" Co., Montreal.
  - Southwell's—Frank Magor & Co., Montreal.
  - Upton's—A. F. McLaren Imperial Cheese Co., Toronto.

### Jelly Powder.

- Gorman, Eckert & Co., London, Ont.
- ### Ledgers and Office Systems.
- Briggs Ledger System Co., Toronto.
  - Dominion Office Supply Co., Walkerville, Ont.
  - Hart & Riddell, Toronto.
  - Weese, G. A., & Son, Toronto.

### Lubricant.

- Cole, G. W. Co., New York.
- ### Macaroni.
- Napoli Macaroni Co., Toronto.
  - Tippet, A. P., & Co., Montreal.

### Matches.

- Walkerville Match Co., Walkerville, Ont.
- ### Mince Meat.
- Wethey, J. H., St. Catharines.

### Oil Tanks.

- Bowser, S. F., & Co., Fort Wayne, Ind.
- ### Pass Books, Etc.
- Allison Coupon Co., Indianapolis, Ind.

### Patent Solicitor.

- Cullen, Orlan Clyde, Washington, D.C.
- ### Peels.
- Colson, C. E., & Son, Montreal.

### Pickles, Sauces, Relishes, Etc.

- American Coffee & Spice Co., Toronto.
- Capstan Mfg. Co., Toronto.
- Colson, C. E., & Son, Montreal.
- Davidson & Hay, Toronto.
- Downey, W. P., Montreal.
- Eby, Blain & Co., Toronto.
- Flett's—Rose & Lafamme, Montreal.
- Horton-Cato Mfg. Co., Windsor, Ont.
- Lytle, T. A., Co., Toronto.
- "Ozo" Co., Montreal.
- Patterson's—Rose & Lafamme, Montreal.
- Snowdon, Forbes & Co., Montreal.

### Pottery.

- Foster Pottery Co., Hamilton, Ont.
- ### Refrigerators.
- Fabien, C. P., Montreal.

### Safes.

- Taylor, J. & J., Toronto.
- ### Salt.
- Canadian Salt Co., Windsor, Ont.
  - Toronto Salt Works, Toronto.

### Soap.

- Calvert, F. C., & Co., Manchester, Eng.
- Duncan Company, Montreal.
- Metropolitan Soap Co., Toronto.

### Sodas—All Kinds.

- Winn & Holland, Montreal.
- ### Soda—Baking.
- Dwight, John, & Co., Toronto.

### Starch.

- Brantford Starch Works, Brantford.
- Edwardsburg Starch Co., Cardinal, Ont.
- Ocean Mills, Montreal.
- St. Lawrence Starch Co., Port Credit.

### Steel Shingles.

- Metallic Roofing Co., Toronto.
- ### Sugars, Syrups and Molasses.
- Canada Maple Exchange, Montreal.
  - Castle, F. J., Co., Ottawa.
  - Dominion Molasses Co., Halifax, N.S.
  - Edwardsburg Starch Co., Cardinal, Ont.
  - Tea Rose Drips—Rose & Lafamme, Montreal.

### Summer Beverages.

- Batger's—Rose & Lafamme, Montreal.
- Chivers & Sons, Histon, Cambridge, Eng.
- Downey, W. P., Montreal.
- Simson Bros. Co., Halifax.

### Teas, Coffees, and Spices.

- Balfour & Co., Hamilton.
- Blue Ribbon Tea Co., Toronto.
- Ceylon Tea Traders Ass'n.
- Chase & Sanborn, Montreal.
- "Commissioner" Tea, London, England.
- Dutch Chemical Works, Amsterdam, Holland.
- Ewing, S. H. & A. S., Montreal.
- Gillard, W. H., & Co., Hamilton.
- Japan Tea Traders Ass'n.
- Kinnear, T., & Co., Toronto.
- Lipton, Thomas J., New York.
- "Ozo" Co., Montreal.
- Provost & Allard, Ottawa.
- Rutherford, Jas., & Co., Montreal.
- Salada Tea Co., Montreal and Toronto.
- Turner, James, & Co., Hamilton.
- Warren Bros. & Co., Toronto.
- Wood, Thos., & Co., Montreal.

### Typewriters.

- Canadian Oliver Typewriter Co., Montreal
- ### Vinegars.
- Canadian Vinegar Co., Montreal.
  - Goossens, Franz, Brussels, Belgium.
  - Grimble & Co., London, Eng.
  - Hill, Evans & Co., Worcester, Eng.
  - "Ozo" Co., Montreal.
  - Purnell, Webb & Co., Bristol, Eng.
  - Wilson, W. H., Co., Tillsonburg.

### Washing Compound.

- Fairbank, N. K., Co., Montreal.
  - Keen's—Frank Magor & Co., Montreal.
- ### Woodenware.
- Woods, Walter, & Co., Hamilton.

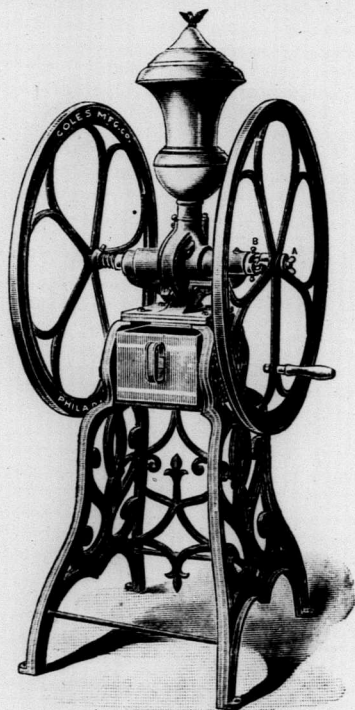
### Wrapping Paper, Etc.

- Canada Paper Co., Toronto.
- ### Yeast.
- Gillett, E. W., Co., Toronto.

When we urge you to promote the sale of **Blue Ribbon Tea**, we are sincere in believing that your tea trade will be permanently and appreciably improved. The cup quality and its evenness, together with the generous value given, warrant you in always commending

# Blue Ribbon Ceylon Tea

The RED LABEL, 40 cents, is Equal to most Fifty Cent Teas.



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## Goles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

**A GREAT  
LABOR-SAVER.**

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DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

**Coles Manufacturing Co.**  
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The best temperance drink on sale—

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W. P. Downey

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**THE TEA SITUATION.**

THE most absorbing topic of interest in the tea trade at the present time is, "What immediate and ultimate effect the additional duty of two pence per pound on all tea entering Great Britain is going to have on the trade generally?"

The general impression is that ultimately the result will be prejudicial to the producer. If, as seems likely, an increased duty means the curtailment of tea consumption in Great Britain, and a relatively increased demand for lower grade teas, such will undoubtedly be the case. The British grower in India and Ceylon will of necessity devote his attention more and more to the growing of common teas in order to meet the requirements of buyers who will need cheap teas to meet the demand of the consumer, since medium priced teas will quickly advance beyond his reach. A disturbing factor in the situation is the

likelihood that China will be benefited at the expense of British growers. The working classes, who are the principal consumers of tea in the United Kingdom, are not likely to pay the additional two pence per pound duty. The tea trade will have no alternative but to sell their stocks on a much narrower margin, to the detriment of the Ceylon and Indian grower, or to introduce the cheapest China grades for blending purposes, to the displacement of the Ceylon and Indian article.

British growers in India and Ceylon fear they will again have to bear the burden of the extra tea duty, as in 1900, when the average price of tea dropped one penny and declined farther in the two years following. Vigorous protests are being raised from these quarters against the Budget, which as a matter of fact was passed by a very

**APPRECIATION.**

Little & Long, general merchants, Orono, Ont., write acknowledging the help that "The Canadian Grocer" has been to them in business. They say they "would be lost entirely without it for reference from week to week."

small majority. The outcome may be a striking out of the clauses relating to tea.

The following item from a recent issue of Indian Planting and Gardening, Ceylon reflects the general sentiment prevailing among tea growers in Ceylon and India, concerning the recent addition to the duty on tea:

"It is a trite saying that England lost America over a pound of tea. It is becoming increasingly evident that the British Chancellor of the Exchequer is going the right way to raise a big 'storm in a tea cup' in India, for we scarcely think the Indian Tea Association will allow this excessive burden to remain where it is without a very vigorous protest. This is a matter in which India and Ceylon should make common cause, and make their voices heard in no uncertain key. When England had a big war on hand, tea growers submitted to the raising of the duty 2d.; but with no reason beyond a gen-

eral falling off in revenues, to tax a British-grown product 133 per cent. of its market value, is to add the proverbial straw to an already heavily burdened commodity, groaning under a heavy tax."

The grocery trade in Great Britain, moreover, have taken up the cudgels in so far as at a recent meeting of the Metropolitan Grocers and Provision Dealers' Association, London, official protest was made against the action of the chancellor of the exchequer in making the addition to the tea duty of 2d. per lb. The opinion was expressed that such an addition to the tea duty must be attended by considerable hardship to the working and poorer classes especially. It must also cause great difficulty to the retail trade, as they not only have to change the extra duty but to find the capital necessary for the payment of that duty upon which they receive no profit whatever.

The immediate effect of the Budget has been to increase enormously the demand for common tea, and latest London advices say the strong position in low priced tea has been such as to almost precipitate a panic.

**HORSE SHOE BRAND SALMON.**

IN the export number of The Canadian Grocer, in an article on the British Columbia salmon industry, there appeared this sentence: "The building up of the reputation of the Maple Leaf and Horse Shoe brands of canned salmon has largely been under the care and attention of Mr. Ker, who managed the canneries in which these brands are manufactured."

In as far as the reference to the Horse Shoe brand is concerned, the statement was incorrect, and it was entirely due to an inadvertence. It is known by everybody in the grocery trade that Horse Shoe brand is packed by J. H. Todd & Sons, whose head office is at Victoria, B. C., but at the same time The Canadian Grocer feels called upon to point out the inaccuracy which occurred in its issue of May 20.



## THE CANNERS AND THEIR SELLING TERMS.

THE Canadian Cannery, Limited, have issued their selling terms for the 1904 pack, and it is to be regretted that the objectionable clause 5 in the conditions in regard to the trade discount has been retained. This particular clause provides that no trade discount on canned vegetables and canned fruits is to be allowed wholesale dealers unless they confine their purchases to the goods of the Canadian Cannery, Limited, and furthermore, that the wholesaler must make a statutory declaration that he has neither purchased from any other firm nor has sold below the stipulated price set by the packers.

This particular clause last year was the cause of a great deal of dissatisfaction. From one end of Canada to the other wholesalers were up in arms against the innovation, and were it not for the fact that the consolidated company largely controlled the output of canned vegetables and fruits in Canada their sales would have been very small indeed. In view of this fact, we cannot understand why the Canadian Cannery, Limited, have been so short-sighted as to continue last year's policy in this particular.

One thing is certain: they will not be able always to retain this objectionable clause and hold their trade. It is true that at present they control about 95 per cent. of the canned fruit and vegetable output of Canada, having recently taken in four additional canneries, but it must be remembered that the selling conditions as they remain to-day will increase the dissatisfaction as time goes on and must eventually create competition, which will gradually become more and more formidable. It is quite true that since last year the Cannery Limited have bought up firms which last year were independent, but, on the other hand, new companies have come into existence which promise to be more formidable than those which have recently sunk their identity in the consolidation. Consolidations cannot, any more than individual firms, succeed if they are perpetually displeasing their customers. The latter may be for a time

compelled to buy from them, but it will only be for a time.

The policy of the Canadian Cannery, Limited, should be to remove all irksome conditions. In this way they would satisfy their customers and ultimately strengthen their position. They are big and strong enough to do this.

For several years before the packers brought about the present consolidation The Canadian Grocer urged upon them the necessity, in order that the canned goods trade of Canada might be properly developed, of forming themselves into a joint stock company. This they have done, and we are still of the opinion that they have done the proper thing.

They have already done a good deal toward developing the canned goods industry, and particularly the export branch of it, and we are sorry indeed to see that they have, by an unreasonable and unbusiness-like provision in their selling terms, caused a great deal of dissatisfaction in the home trade. We trust that they will, for their own good and for the benefit of the canned goods industry in general, eliminate the objectionable Clause 5 from their selling conditions.

### FRUIT TERMINALS AND TRANSPORTATIONS.

WHOLESALE fruit dealers, without exception, unite in condemnation of the fruit terminals provided by the railroads entering Toronto, as well as the unsatisfactory transportation provided for perishable fruit and produce.

At the present time fruit cars are dropped off indiscriminately at a siding near Simcoe street, fully half a mile away from the fruit auction rooms. The sorting has generally to be done afterwards, and when it is remembered that there are often as many as one hundred and fifty cars bunched up together it can easily be seen that more or less delay is bound to occur in sorting out single cars. This is needlessly aggravated because of the shortage of fruit siding and scarcity of yard engines. We are told that at the present time only

one engine is available for shifting all the fruit cars entering the city of Toronto. With such a large percentage of perishable fruit arriving daily, any unnecessary delay cannot help but result disastrously to the fruit and vegetable importer in as far as consignments are apt to waste, and in a busy market season fruit and vegetables are thrown late in reaching the retailer.

Another thing for which the railroads are blamed is the slow time made in the transportation of freight from the border to Toronto, and in particular via G. T. R. from Fort Erie. As a matter of fact a fruit car will travel from Baltimore to Buffalo as quickly as from Fort Erie to Toronto. It is said there is not sufficient power to run the trains, and the G. T. R. authorities are honest enough to acknowledge the truth of this statement, pleading in self-defence the enormous increase in traffic during the past few months, with which they are not yet in a position to cope successfully. Toronto fruit and commission men hope the Grand Trunk will be successful in their efforts to secure additional sidings south of the Esplanade, as the fruit sidings will thus be brought almost to the door of the various distributing warehouses. Another factor which will tend to improve conditions at the Toronto fruit terminals is the possibility of the C. P. R. making arrangements in the near future for handling fruit on a large scale.

Another difficulty Toronto fruit dealers have to face is in connection with the delivery of fruit by the express companies. The facilities provided are so poor that dealers find it more satisfactory to unload goods from incoming trains themselves. This inconvenience is of several years standing, although up to the present time the express companies have not seen fit to comply with the demands of the fruit men for a more efficient service.

The situation has become so aggravated as to be almost a nuisance. Fruit men are of the opinion that interference on the part of the public authorities is justifiable. Meanwhile they are entirely at the mercy of the railroads. With the fruit trade becoming such an increasingly important item in Toronto freight, it is surely time the railroads and express companies recognized their obligations to those whose goods they handle. Such a flagrant exhibition of one of the seven deadly sins is reprehensible, to say the least, in a young country where trade and industrial development are making such rapid strides as they are in Canada.

## Gleaned from the Travelers

PASCOE, of the firm of Pascoe Bros., general merchants, Oakwood, Ontario, is at present away on his wedding trip.

Mr. Peters, of Cunliffe & Peters, Stouffville, has just returned from St. Louis, where he had been on his wedding trip.

M. C. Lowrey, of Queenston, has gone to Guelph on a holiday.

H. J. Barnesdale, of the Barnesdale Trading Co., Limited, Stratford, has moved to a larger and more prominent business site the past week.

R. G. Holland, of Penville, has decided to retire from business, and is trying to sell out.

Hewitt & Daly, of Hagersville, have dissolved partnership, and the business will be continued by Mrs. Hewitt.

On the 10th ult. Mr. A. Fisher, head clerk in the grocery department of H. E. Maddock & Co., Uxbridge, and Miss Muriel St. John, of that town, were married by the Rev. T. Cowan.

Mr. Hayden, of the firm of John Sloan & Co., reports business for the section of the country traveled by him as being very good.

J. H. Macdonald, of Listowel, grain and produce merchant, speaks of business as being first-class. He has laid in a larger stock than ever, to be able to cope with the demands of his customers.

James Clark, of Bolton, is highly pleased with the business outlook in that town. He is also well pleased with a certain new arrival in his family.

Wallace Bros., of Woodbridge, report business there better than ever, and only hope that it may continue so all Summer.

J. Lindsey, of Orangeville, speaks of business there as being good, despite the bad weather. He has handled more grain this season than ever before.

E. Murphy, of Mount Forest, has just returned from the west, where he has been on a business trip, which proved very successful.

L. H. Yeomans, Mount Forest, has returned from an extended pleasure trip to Jamaica, New York, and other business centres.

J. S. Ireland, of Mount Forest, speaks of business as being very good, and is looking for improvement in the near future.

### TORONTO RETAIL GROCERS MEET.

The regular monthly meeting of the Toronto Retail Grocers' Association was held in St. George's Hall, Toronto,

on June 6. The principal item of interest was the completion of the plans of the association for their annual excursion, which takes place to Niagara Falls and Buffalo, on July 27. A committee was appointed to close with the Niagara Navigation Co. and the railroad lines extending to Niagara Falls and Buffalo, but at the time of going to press no further particulars than those stated have come to hand.

The association decided to dispense with the guessing contests, which have proved such an attraction in former years. In their place, however, new features will be introduced which promise to make this year's excursion the most successful in the history of the association.

It was decided unanimously to have the secretary write the Force Food Co., of Buffalo, in order to see if they would be agreeable to providing some entertainment on the occasion of the visit of the members of the association to Buffalo. A notice of motion was given that an appropriation of \$50 be voted to the Retail Merchants' Association of Toronto, by the retail grocers of Toronto, in recognition of valuable services in the past. The association also decided to send their fellow grocer, J. Burns, a resolution of condolence on the occasion of the sudden death of his brother by drowning in Collingwood.

### DEATH OF AN OLD GROCER.

On Monday last, there passed away in Toronto a gentleman long and favorably known to the grocery trade of the Dominion—Mr. Jacob Wilson. The deceased had been ailing for some months, though he kept to his office until about two weeks ago. On Saturday last an operation on his throat was performed at the Toronto General Hospital, which, however, proved ineffectual. He was buried at Cobourg on Tuesday.

### PERSONAL MENTION.

The pleasant face of Mr. Frank D. Cockburn, eastern representative of "Comfort" Soap, was seen among the Montreal trade this week.

Captain Alex. Anderson, one of the best known tea brokers of Montreal, has just returned from a trip to his old home in Scotland. He is looking well and should profit greatly by his two months' rest.

Mr. Charles Holland, of the provision house of W. P. Sinclair & Co., of Liverpool, Eng., was on the Montreal 'Change last week, and has visited several large exporters. Mr. Holland is sanguine as to the future of butter and cheese.

Mr. Samuel D. McTrustrey, a member of the importing firm of Samuel D. McTrustrey, of Liverpool, England, is in Montreal, and will occupy rooms at 404

Board of Trade Building temporarily. He is here chiefly looking after the new crop of hay, but is widely interested in other Canadian products.

Mr. C. H. Colson, of C. E. Colson & Son, Montreal, has been confined to his house during the past few weeks with an attack of typhoid fever. The Grocer learns that he is progressing towards recovery and expects to see him out again shortly.

Mr. C. W. Gregory, of Snowdon, Forbes & Co., Montreal, has returned from his trip through the eastern provinces. "Bee" brand goods was the gospel Mr. Gregory was preaching to the trade, and the same was acceptably received.

Mr. and Mrs. Estabrooks have been making a tour of the United States and Canada, and visited Montreal and Toronto last week. Mr. Estabrooks is the proprietor of Red Rose Tea, which has made such a name for itself all over Canada. He has been calling on his Canadian representatives.

Mr. William Meldrum, of the firm of W. Meldrum & Co., has been seriously ill for some time with typhoid-pneumonia, and for a time his life was despaired of. The good news has been announced that he is now likely to recover. The firm is one of the best known in the produce business of Montreal.

Mr. A. C. Wieland, Montreal manager of the Co-operative Wholesale Society of England, has returned from his annual trip to the Old Country. He is of the opinion that the cheese and butter trade in England will survive, and that before the season is over an encouraging volume of business will evolve from the present discouraging situation.

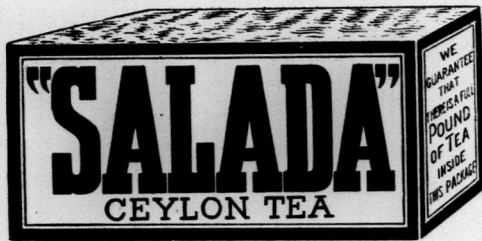
Among the notable visitors at the Windsor Hotel, Montreal, this week, were Mr. and Mrs. Felix Minaldi, accompanied by Mrs. Antonio Minaldi, of New York, and formerly connected with large fruit houses in Italy. They have been in Montreal in connection with the large fruit cargoes which have been landed here from the steamers Fremona, Jaona and Bellona, of the Thomson line.

Mr. J. N. Christie, one of the oldest and most highly respected of the commercial travelers of the Dominion, who has represented Carter Galbraith for the last quarter of a century, has decided to take a holiday. He sailed on Wednesday, 8th inst., for his former home, and will spend the Summer with his wife and family at Dee Side, Scotland, his native heath.

Mr. H. Hardy, sample room manager of the Eby-Blain Co., wholesale grocers, Toronto, was married on June 7, to Miss M. Sanderson, of Shanty Bay, Ont. On the occasion of the happy event the staff of the Eby-Blain Co. seized the opportunity of presenting Mrs. Hardy with a solid silver tea service, as a slight mark of esteem in which Mr. Hardy is held by his fellow employees.

### WILL APPOINT AGENT.

A European firm manufacturing date wine vinegar, is seeking Canadian business, and will appoint agent. Parties interested may be put in touch by writing the business manager of The Canadian Grocer.



# 23 A MINUTE

So great has become the demand for "SALADA" Ceylon Tea that the sale now equals 23 packets for every minute of our lives, or equivalent to 12,500,000 packets annually.

BRANCHES and AGENCIES

- Toronto.
- Montreal.
- St. John.
- Halifax.
- Winnipeg.
- Vancouver.
- New York.
- Boston.
- Chicago.
- Buffalo.
- Detroit.
- Pittsburgh.
- Cleveland.
- Philadelphia.
- Washington.
- Indianapolis.
- Hartford.
- Duluth, Min.
- Jersey City.
- Milwaukee.
- St. Paul, Min.
- Richmond, Va.
- Jacksonville, Fla.
- Rochester.
- Norfolk, Va.
- Scranton, Pa.
- Portland, Me.
- Baltimore, Md.
- San Francisco.
- St. Louis.
- Minneapolis.

Mark Twain says: "It's Foolish to Oppose a Success."

Some dealers (not you, of course) waste a good deal of time in worrying, planning and scheming out acceptable reasons (to themselves) as to why they should *not* handle "SALADA" Ceylon Tea, while their more progressive neighbors are readily grasping their opportunities, and pushing the sale with pleasure and profit.

A dealer can, of course, get along without "SALADA" if he is so inclined, but t'will be to the injury of his trade and reputation—this is as sure as "night follows day."

A sample case will readily dispel a doubter's doubts.

BLACK, MIXED OR } Sealed Packets Only  
 NATURAL GREEN } Retailing 25c., 30c., 40c., 50c., 60c. per pound.

## B. O. Beland

Importer and Depositor in

Wines, Liquors, Alimentary Products, Castile Soap, etc., etc., etc.

1684 Notre Dame Street

### Montreal

Begs his customers to be kind enough to read his advertisement in the "Grocer" prepared for the 24th of this month.

An agreeable surprise is promised to them.



We are drumming up trade for you by giving you the best quality starch in the handsomest packages.

### Lily White Gloss Starch

is known by your customers to be good starch, and our handsome drum and trunk packages attract attention to it. You had better have some in stock.

8 drums to a case, each containing 6 lbs., a pair of drum sticks for each drum.

8 trunks to a case, each containing 6 lbs.

**THE BRANTFORD STARCH WORKS, LIMITED,**  
 BRANTFORD, CANADA.



has dropped in the estimation of the trade to-day. We quote the following prices unchanged from last week:

Congou—half-chests, Kaisow Moning	0 12	0 60
caddies, Paking	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	0 25
China Greens—Gumpowder, cases, extra first	0 42	0 50
half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
cases, small leaf, firsts	0 35	0 40
half-chests, ordinary firsts	0 28	0 38
seconds	0 16	0 23
thirds	0 15	0 15
common	0 28	0 32
Pingsueya—Young Hyson, 1/2-chests, firsts	0 18	0 11
seconds	0 28	0 32
half-boxes, firsts	0 38	0 40
Japan—1/2-chests, finesta May pickings	0 33	0 37
Choice	0 30	0 32
Finest	0 27	0 30
Fine	0 25	0 28
Good medium	0 21	0 23
Medium	0 20	0 20
Good common	0 19	0 19
Common		

COFFEES.

In mild coffees the tendency during the week has been upward. Locally, very little business in coffees is reported on the street. Rios are uncertain; brokers, however, say there will be definite news from Brazil within the next fortnight, and predict a distinct rise in prices during the next three or four months, basing their predictions on the prospects for a small crop. Samples received, however, indicate fine quality. It is said that many plantations in the interior of Brazil have been abandoned.

In New York a dragging market has been experienced during the week under review, and prices show a slight decline. The statistical position of coffee, many of the trade express themselves as believing, is now at its relatively worst period. On June 1 the supply of coffee in sight in the world was 814,000 bags larger than on the same date last year. As the coming season progresses, it is believed this difference will be more than lost, calculating that the out-turn of the coming Brazil crop will be about the same to possibly slightly smaller, and that the mild crops will be at least 1,000,000 bags less than the present crop year.

The decrease in the world's visible supply during the month just closed of only 89,000 bags was a distinct disappointment to the trade. The unusual smallness of the deliveries, amounting to only a few thousand bags over 1,000,000 bags in Europe and the United States for May, being the smallest deliveries recorded for a number of years past, was the principal cause of the small decrease.

The Brazil markets during the week have held fairly steady. Only a limited amount of coffee has been sold to local importers, as the prices for which the Rio and Santos markets held were generally at prices above the parity of values ruling locally. The crop movement for June is not expected to be full, as new crop coffee, it is now understood, will not begin to arrive with any degree of freedom before the latter part of the month. We quote the following prices:

Green Rios, No. 7	Per lb.	0 08
"    No. 6	0 08	
"    No. 5	0 08	
"    No. 4	0 08	

"    "    No. 3	0 09	0 09
"    Mocha	0 21	0 25
"    Java	0 22	0 35
"    Santos	0 10	0 12
"    Plantation Ceylon	0 26	0 35
"    Porto Rico	0 22	0 25
"    Guatemala	0 22	0 25
"    Jamaica	0 15	0 20
"    Maracaibo	0 16	0 23

SPICES.

No changes in spices are reported during the week under review. Advices received from the east report that the Zanzibar crop is only one-third of the average crop. Cloves and nutmegs are reported in limited supply. We quote the following prices:

Peppers, blk	Per lb.	0 18	0 19	Cloves, whole	0 25	0 35
"    white	0 23	0 27	Cream of tartar	0 25	0 30	
Ginger	0 18	0 25	Allspice	0 14	0 17	

RICE AND TAPIOCA

A steady trade continues in rice and tapioca, at firm prices. Rice shows an upward tendency, and tapioca is 1-4c easier. Our quotations are as follows:

Rice, stand. B.	Per lb.	0 03	Tapioca, staple	0 03	0 03
Patna	0 05	0 05	"    double goat	0 04	
Japan	0 06	0 07	Carolina rice	0 10	
Sago	0 03	0 04			

Foreign Dried Fruits.

There is nothing new to report in foreign dried fruits; a fair trade has been doing at firm prices. We quote the following prices:

PRUNES.

100-110s	Per lb.	0 04	0 04	60-70s	0 06	0 07
90-100s	0 05	0 05	50-60s	0 07	0 07	
80-90s	0 05	0 05	40-50s	0 07	0 08	
70-80s	0 06	0 06	30-40s	0 08	0 08	

CANDIED PEELS.

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

FIGS.

Tapnets	Per lb.	0 03	0 03	Elemes	0 09	0 20
Naturals	0 06	0 09				

APRICOTS.

Californian evaporated	Per lb.	0 12	0 15
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PEACHES

Californian evaporated	Per lb.	0 08	0 12
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CURRENTS.

Fine Filiatras	Per lb.	0 04	up	Vostizzas	0 07	0 08
Patras	0 06	0 06				

RAISINS.

Valencia, fine off-stalk	Per lb.	0 06	0 06
"    selected	0 07	0 07	
"    selected layers	0 07	0 09	
Sultana	0 06	0 10	
Californian seeded, 12-oz.	0 08	0 09	
"    1-lb. boxes	0 10	0 11	
"    unseeded, 2-crown	0 08	0 07	
"    "    3-crown	0 08	0 08	
"    "    4-crown	0 09	0 10	

DATES.

Hallowees	Per lb.	0 03	0 04	Fards	0 08	0 09
Sairs	0 03	0 03				

FOREIGN NUTS.

The only items of interest in foreign nuts during the week under review are the reports concerning the coming filbert crop, which is estimated at from one-fifth to one-half its usual volume. Reports received from the south say that farmers' stocks of peanuts have been cleaned up in North Carolina. The acreage in Spanish peanuts in North Carolina has been reduced a-third from

that of last season. We quote the following prices:

Peanuts, green, per lb.	0 10	0 11
"    roasted	0 11	0 12
"    Spanish, green, per lb.	0 09	0 09
"    "    roasted	0 10	0 10
Almonds, Taragona, per lb.	0 12	0 12
Walnuts, Grenoble, " "	0 12	0 12
"    Bordeaux, " "	0 12	0 12
Filberts, per lb.	0 09	0 09
Brazils	0 15	0 15
Cocoanuts, Jamaica, per sack	4 25	

Country Produce.

EGGS.

The price of eggs has not come down a fraction during the week, and some dealers quote a-half cent higher. Great dissatisfaction is expressed with the level that is maintained, although dealers speak quite confidently of lower quotations next week. Receipts for this week have fallen off considerably, due not so much to the short supplies, as to the fact that city dealers are not combatting the prices set by outside dealers. Many of the city houses are limiting their acceptances. They keep sufficient supplies to provide for customers' demands, but are steering clear of heavy buying for pickling. They do not actually refuse offerings, but are not encouraging them. There are evidences that this increase of offerings to the outside dealers is searing them a little. An informal meeting of a few western houses was held this week to consider the situation. Nothing definite was done, as far as can be ascertained, but there are signs of dissatisfaction with the state of affairs created by them. Local demand decreases largely when a retailer must ask 17 to 20c, and this reacts on the dealers. We quote this week a range of 15 to 16c.

APPLES.

Trade in evaporated apples is surprisingly dull for this time of year. Usually as soon as green apples are off the market, a demand springs up for evaporated. This year canned apples seem to be used largely as a substitute. We quote the following:

Evaporated apples, per lb.	0 06
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BEANS.

There is nothing new in beans, and the market continues quiet at quotation prices. We quote the following prices:

Beans, mixed, per bush.	1 40
"    prime	1 50
"    handpicked, per bush.	1 65
"    water-stained	1 00
"    Lima, per lb.	0 05

HONEY

The honey market has been featureless during the week under review. Very little actual trade is doing, and the provision men continue to lay up supplies for the coming season. The general feeling is that honey is going to be scarce and high. Our quotations are as follows:

Honey, extracted clover, per lb.	0 06	0 07
"    sections, per doz.	1 50	2 00

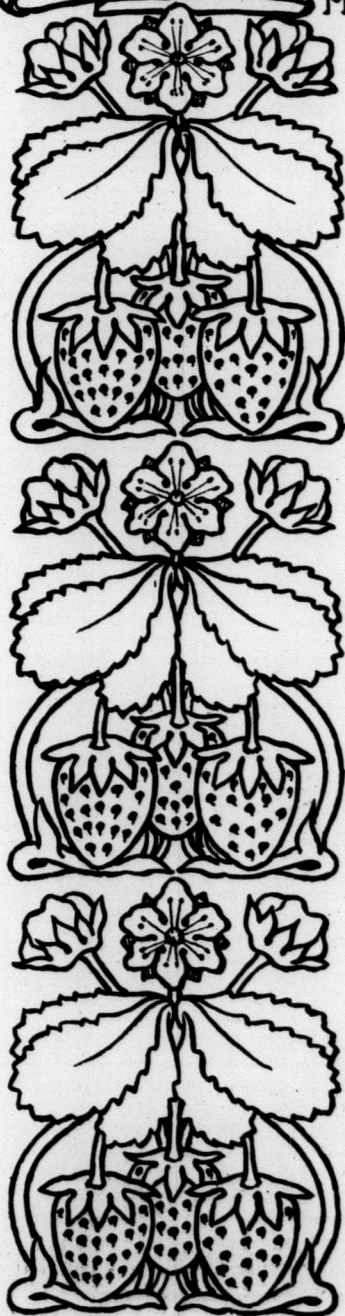
Fish.

A fair trade is doing in fish, with prices unchanged from last week. Dealers are not getting in large stocks at present on account of the uncertainty of the market, due to price cutting on



# AL · IN · A · GARDEN · FAIR

M.FABIAN.



## CHIVERS' FIRST PRIZE

### COUNTRY-MADE JAMS

ROYAL COMMISSION ON AGRICULTURE, 1895.

"Messrs. Chivers' Factory at Histon, where Jams, Jellies, etc., are made has been established about 21 years, and is now well known throughout the country for the excellence of its manufactures."—Extract from Royal Commissioner's Report.

## CHIVERS' GOLD MEDAL

### HOME-GROWN FRUIT JAMS

DIRECT from the ORCHARD to the HOME.

*The News, (Eng.):* "Our readers will agree that it is far better to buy preserves manufactured from freshly gathered fruit amid fresh and beautiful surroundings, as at Histon, than those manufactured in close proximity to London slums, and after the fruit itself has travelled miles by railway to reach the factory."

## CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Growers' Jam Factory.

# CHIVERS'

ATTRACTIVE PRICES

ARTISTIC PACKAGES

A GOOD PROFIT

**FLAVOURED WITH RIPE FRUIT JUICES**

"Grocers' Review" says:

"The highest possible state of perfection."

CHIVERS & SONS, Ltd.,  
HISTON, CAMBRIDGE, ENG.

First English Fruit Growers' Jam Factory.

# JELLIES.

**A GROCER WRITES:**—"The Cambridge Lemonade is far and away the best I have sold yet. . . . A customer to whom I introduced it has, within the last six weeks used four dozen. She said she had used every other lemonade she could get, but **CAMBRIDGE BEATS ALL.**"

## CAMBRIDGE



## LEMONADE

**A QUICK LINE TO SELL, THEREFORE, A SAFE LINE TO STOCK**

**CHIVERS & SONS, LTD., HISTON, CAMBRIDGE, ENG.**

# CHIVERS'

MADE BY THE ADDITION  
OF MILK ONLY, NO SUGAR

PATENT

# CUSTARDS

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Growers' Jam Factory.

"Very nourishing and digestible."  
*Family Doctor.*

"With Chivers' Powder the success  
of a custard is a foregone conclusion."  
*Ladies' Field.*

"Chivers' Patent Custards contain  
all the elements necessary to the nutri-  
ment of the body."  
*Analyst.*

# CHIVERS'

NO SUGAR  
REQUIRED.

PATENT

SUBSTANTIAL  
RETAILERS'  
PROFITS.

# BLANC-MANGES

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.

First English Fruit Frowers' Jam Factory.

# CHIVERS'

FREE FROM ALUM

ABSOLUTELY  
PURE.

# BAKING POWDER

This is a preparation of great digestive and dietetic value. Absolutely free from alum and any injurious ingredients.  
It has won the highest commendation of analysts and the good opinion of all who have adopted it in cookery.

CHIVERS & SONS, Ltd., Histon, Cambridge, Eng.



# STUPENDOUS

IN DEPARTMENTAL STORE LANGUAGE.

## Condensed Milk

Manufactured at Antigonish, in Nova Scotia's Famous Dairy County, by **The Canada Milk Condensing Co., Limited.**

193 Cases of 4-doz. Owl Brand 16-oz. tins, - - \$1.00 per doz.

211 Cases of 4-doz. Pheasant Brand, 16-oz. tins, - .95 "

114 Cases of 4-doz. Royal Brand, 12-oz. tins, - .90 "

## Empire Brand Baking Soda

Packed by **Brunner, Mond & Co., Limited, Northwich, England.**

92 Cases, 120 x 8-oz. packages—60 lbs. - - \$1.75 per box.

81 Cases, 96 x 10-oz. packages—60 lbs. - - 1.75 "

## Berkshire Brand Tomato Catsup

Put up by **Van Camp Packing Co.**

340 Cases of 2-doz. 14-ounce screw top bottles, - \$1.00 per doz.

TERMS: F.O.B. Montreal, Net 30 days or 1 per cent. 10 days.

# HUDON, HEBERT & CIE,

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.



**Special Announcement!**

**McGREGOR'S MARMALADE**

"ABSOLUTELY PURE."

A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.

PRICES—Doolittle Quarts, \$3.25; pound jars, \$1.50; tumblers, \$1.00 per doz. F.O.B. Toronto; Quaker Marmalade, \$1.70 per doz.

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

**TOBLER'S**  
**SWISS MILK CHOCOLATE**  
is delicious. Try it.

**BROWNE & WELLS, Limited, TORONTO**  
CANADIAN AGENTS.

**FISH AND OYSTERS**  
WHOLESALE.

**The F. T. JAMES CO., Limited**  
76 Colborne Street, TORONTO.

**EGGS**

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

CORRESPONDENCE SOLICITED.

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

**BUTTER and EGGS**  
— WE ARE —  
**BUYERS and SELLERS**

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

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

goon is slightly dearer. The holder of the apple "corner" is evidently getting his end of the affair now, for the evaporated goods have gone up to 7 1-2c. A certain cable published in a daily paper, to the effect that molasses had declined at the islands, has not been heard of from Barbadoes. In fact, molasses, while still low in price, has not declined, to the knowledge of the trade, this week. Green fruits are still indifferent in tone, but in a couple of weeks the California stock is expected, and certainly the low state of the lemon and orange market must change at an early date. Oranges, it is expected, may continue in moderate supply until July. Coffee continues firm and in good demand. Planting Opinion of recent date states that with the world's consumption of coffee two million bags in excess of the total production, and prices on the ascendant, coffee plantations look like a more satisfactory investment than "ship building trusts." Finer qualities of coffee continue to be reported scarce. From abroad it is learned that the amount of coffee coming forward is much less than it was at this time last year.

SUGAR.

The recent advances in sugar were evidently unwarranted, for a drop took place of five cents all round this week, taking effect in Ontario and Quebec, as well as in the Maritime Provinces. The future prospects of sugar are therefore interesting. The production in Cuba has now almost entirely ceased, and as the crop is likely to be 200,000 tons less than the earlier estimates, it is easily seen that the statistical position of the sugar market is still strong. The early closing of the Cuban crop, the anxiety of the West Indian planter, and the favorable prospects of green fruit all over the American continent, tends to strengthen Old Country holders of sugar. In fact, it has been stated in the Old Country that unless the value of beet sugar should further increase, the parity of American and European values might possibly very nearly assimilate. Grocery sugars are in steady demand, and raw sugar still holds a strong market. From France it is reported that the sowings have been finished, and the sprouting, as well as the developing of young plants, has suffered no serious damage. News from other continental countries seems satisfactory, as the sowings are everywhere ended, and the plants are coming up well.

Granulated, bbls.	.....	\$4 40
" 1/2-bbls.	.....	4 55
Paris lump, boxes and bbls.	.....	4 30
Extra ground, bbls.	.....	4 90
" " 50-lb. boxes	.....	4 90
" " 25-lb. boxes	.....	4 75
Powdered, bbls.	.....	4 95
" 50-lb. boxes	.....	5 05
Phoenix	.....	4 55
Bright coffee	.....	4 75
yellow	.....	4 30
No. 3 yellow	.....	4 15
No. 2	.....	4 10
No. 1 " bbls.	.....	3 90
No. 1 " bags	.....	3 80
Raw Trinidad	.....	3 70
Trinidad crystals	.....	3 20
		3 30

SYRUPS AND MOLASSES.

The report that molasses had dropped at Barbadoes has not been confirmed, and no quotable change has taken place in the price; molasses is still cheap, but large dealers do not anticipate further decline for some little time yet. Even future estimates are indefinite regarding the price of molasses; it will be easier to determine prices when some of the early schooners come in July. We quote:

Barbadoes, in puncheons	.....	0 26
" in barrels	.....	0 28
" in half-barrels	.....	0 29
New Orleans	.....	0 22 0 35
Antigua	.....	0 37
Porto Rico	.....	0 45 0 48
Corn syrups, bbls.	.....	0 02 1/2
" 1/2-bbls.	.....	0 03
" 3/4-bbls.	.....	0 03
" 25-lb. pails	.....	1 30
" 50-lb. pails	.....	0 90
Bbls., per 100 lb.	.....	2 75
1/2-bbls.	.....	2 75
Kegs	.....	3 00
Cases, 2-lb. tins, 2 doz. per case	.....	1 90
" 5-lb. " 1 doz.	.....	2 35
" 10-lb. " 1/2 doz.	.....	2 25
" 20-lb. " 1/4 doz.	.....	2 10

COFFEE.

Coffee still maintains a strong position. Receipts seem to be falling off abroad. Reports come to hand that the new crop will be late, and also that frost and bad weather have been experienced in Brazil, which might have a remote influence upon the tone of the market. Some estimates in the Old Land are to the effect that the coffee crop will turn out somewhere between a million and a million and a half bags less than last year. We quote:

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

TEA.

Tea remains the same as it was last week, with no marked change in price. The first new Japan is selling freely, from 30 to 35c. Firms who were fortunate enough to get the early shipments have found ready sale. Congou teas continue to hold their strong position, and prices are high. Common grades have especially realized good prices. The demand for green tea is light. The market for fancy teas is quiet also. Ceylon teas continue to hold their own. No quotable change has taken place in the market. Planting Opinion, from New York, states that it is reported that Ceylon tea tasters are complaining of their experience with rubbishy teas. This, however, has not come to any local dealer's notice, and might have been an accident. The first sale of Indian tea opened May 20. Rain is reported to have interfered with the leaf. Best teas have not come forward. We quote:

Good to medium Japans	.....	0 18 0 24
Fine to choice Japans	.....	0 25 0 35
Ceylon greens	.....	0 16 0 20
Indian greens	.....	0 10 0 10
Japan style China congou	.....	0 23 0 40
Peaseaf and Pinhead Gunpowders	.....	0 13 0 22
Coarse to good Gunpowders	.....	0 14 0 30
Ceylon blacks	.....	0 12 0 20
Indian "	.....	0 12 0 20

CANNED GOODS.

Canned goods are very interesting, although comparatively quiet. Tomatoes

have maintained the strong position of last week. Sardines hold high prices. According to news from the French packers, there is likely to be another season of high prices. The trade would be well advised if they prevented their stocks from running too low, and to buy from existing parcels, which are likely to be more salable than newly-packed fish. The shipments of pine-apples have been reported light by many thousand cases, in comparison with the corresponding period of last year, which has tended towards a firmer market. Canned meats and tongue have been very quiet, and if anything are slightly easier. There seems to be a good demand for California fruits, especially in lower grades. Pears and apricots do not seem to be plentiful. Salmon is moving steadily, the chief inquiry being for best grades of Alaska, which are the cheapest grades offered. Corn and other vegetables are still maintaining their strong position. We quote:

Tomatoes	1 15
Corn	1 15
Peas	0 87 1 50
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 47 1 47
Lawtenberries, 2s	1 57 1 57
Raspberries, black	1 42 1 42
Gooseberries	1 43 1 43
Pears, 2s	1 52 1 97
3s	2 00 2 20
Peaches, 2s	1 63 1 77
3s	2 57 2 72
Plums, Lombard 2s	1 35
Green Gage, 2s	1 47 1 47
Cherries, red pitted, 2s	2 30
Baked beans, 3s	1 03 1 03
3-lb. apples	0 90
Gallon apples	2 30
2-lb sliced pineapples	2 00
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
spring	1 40
Rivers Inlet red sockeye	1 50
Fraser River red sockeye	1 50
Lobsters, tall	3 45
1-lb. flats	4 00
1-lb. flats	2 25
Canadian Sardines, 1s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

Foreign Dried Fruits.

The market is very quiet for dried fruits. The lower quality of currants is becoming more neglected, when compared with those better sorts which show so much advantage to the purchaser. Sultanas, although quiet, maintain a steadily advancing price, with what few sales do take place. Holders seem to feel that a steady advance will take place ultimately, and are playing a waiting game. Crop news continues unsatisfactory. The demand for Valencia raisins has improved slightly, but the market is really unchanged. We quote:

VALENCIA RAISINS,	
New, finest off-stalk, per lb	0 06 0 06 1/2
Selected, per lb	0 07 0 07 1/2
Layers	0 07 1/2 0 07 1/2

FIGS.	
Comadrea, per tapnet	1 00 1 10
Elmes, per box, new	0 90

DATES.	
Dates, Hallowes, per lb	0 03 1/2 0 03 1/2

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

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

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

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

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

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

Green Fruits.

The green fruit market is decidedly dull. The immense supply of oranges and lemons has glutted the market to such an extent that no relief is expected for some little time yet. However, in about a couple of weeks California fruit is expected, and the market may change a little then. Lemons are a little higher in sympathy with the advance in the New York market. Strawberries took a notable drop to 10 and 12 1-2c. Egyptian onions dropped from \$2.30 to \$1.75 per bag, owing to copious supplies of last of the season's shipments. Cabbages have dropped from 50 to 75c a crate. Cherries are now in stock, and are selling at \$2.50 per ten-lb. box. Pineapples are a little firmer. We quote:

Cocoanuts, per bag of 100	4 00
Canadian apples, in bbls	2 75 4 50
Pineapples, 24 to case	3 75 4 00
30 to case	3 50
Bananas	1 50 3 25
Egyptian onions, per bag	1 75
Bermuda onions, crates	1 00
New Messina lemons 300s	2 75
360s	2 50
California navels	3 00 2 25
Florida tomatoes, per crate	2 70 3 00
Cucumbers, per doz	0 50
Spinach, bbl	3 25
Asparagus, per basket	1 00
Radishes, per doz	0 45
Strawberries, qts	0 10 0 12 1/2
Peanuts, Bon Tons	0 12
Sun brand	0 11
Diamond G brand	0 09 1/2
Coon brand	0 07 1/2
New Brazils	0 13 1/2
New potatoes, per bbl	7 50
Cabbage, per crate	2 00 2 75
Mushrooms, per lb	0 60

Fish.

All kinds of fish are selling freely, except brook trout, which is very scarce, and is selling at 80c. Gaspé salmon has dropped to 19c, and British Columbia salmon to 15c, and all kinds of fish are easy in price. Lake trout maintains its firmness at 8c. Fresh boiled lobsters have dropped to 10c. The arrivals are plentiful, and the demand is generally good. One large dealer stated that it was many years since he had noted such a strong demand for fish. We quote:

Haddies	0 07 1/2
Smoked herring, per box	0 18
Fresh haddock, per lb	0 04
Pike, round and dressed	0 06

Halibut, fresh, per lb	0 10
Gaspé salmon, fresh per lb	0 19
Fresh B. C. salmon	0 15
Fresh steak cod	0 05
Lake trout, per lb	0 08
Whitefish	0 08
Dore	0 08
Fresh mackerel	0 08
Lobsters	0 10
Dressed bullheads	0 08
No. 1 Labrador herring in 20-lb. pails	0 75 0 85
No. 1 Herring, Labrador, per bbl	4 75
half bbl	2 75 3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring	6 50
per keg	0 85
Holland herring, per keg	0 65 0 75
No. 2 green cod bbls, 200	5 00
Salt mackerel, pail of 20 lbs	1 60
Boneless cod, 1 and 2-lb. blocks, per lb	0 06 1/2
fish	0 05
loose, in 25 lb. boxes	0 04 1/2
Boneless fish, in crates 12 1/2-lb. boxes	0 05
Pure Georges cod, 40 lbs	0 73
Skinless cod, cases 100 lbs	4 75
B. C. salmon, choice red, per bbl	15 00
B. C. salmon, 1-bbl	8 00
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian 1/2 sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz	1 30
Canned cove oysters, No. 2 size, per doz	2 25
Standard bulk oysters, per gal	1 50
Selects	1 75

Country Produce.

EGGS.

The steadiness of the egg market has been well maintained, with a good demand. The receipts were 1,604 cases on Monday, being nearly double those of Saturday, while no quotable change took place in the market on spot. Buyers state that they lowered their price to 14c for points east of Toronto. Sales were made in Montreal at 15 to 15 1-2c, and seconds at 14 to 14 1-2c per dozen.

BEANS.

The bean market is absolutely featureless, choice primes were sold at \$1.40 to \$1.45, and primes at \$1.35 per bushel, while choice primes sold in car lots at \$1.35 and primes at \$1.30 per bushel.

HONEY.

Honey remains in the same position. White clover is quoted at 13 1-2 to 14c. Extracted white clover remains at 8 1-2 to 9c in 10 lb. tins, and 7 to 7 1-2c in 500 lb. kegs. Buckwheat remains at 6 and 7c.

MAPLE PRODUCTS.

Little business is doing in maple products at this time of the year, only small lots being sold. We quote:

Maple syrup, in wood, per lb	0 05 1/2 0 06
Maple syrup, in large tins	0 80 0 85
Pure sugar, per lb	0 07 0 07 1/2
Pure Beauce sugar, per lb	0 08 1/2 0 09

POTATOES.

A quiet tone has marked the potato market, owing to the fact that buyers are well supplied. Sound stock sold 65 to 75c a bag, ex track. Some sprouted stock was offered at 60c, ex track. Some jobbers sold ex store at 85 to 90c a bag.

Flour and Feed.

FLOUR.

Flour is still low in price, with no immediate hope of an advance; in fact, one large manufacturer spoke very discouragingly of the future of flour. We quote:

Manitoba spring wheat patents	4 90
strong bakers'	4 60
Winter wheat patents	5 10 5 25
Straight rollers	4 85 5 00
Extra	3 80 3 90
Straight rollers, bags	2 30 2 35

# SPECIAL NOTICE

## TO THE TRADE

Retail merchants in placing orders for futures in "Quaker" Canned Goods have little to fear that their orders will not be fully taken care of. Every year since we commenced business five years ago we have made large additions to the plant to try and keep up with the demand for "Quaker" Goods. While with these past improvements we have not been quite able to keep up with the demand, this year with an increased acreage of forty per cent. and an outlay of eighteen thousand dollars in addition to the plant, we fully expect to be able to cope with all business offered us. In reference to labels, for this year we have made some very handsome additions. Sample books of these labels will shortly be in the hands of the travellers representing wholesale houses who are handling "Quaker" Goods.

The following is a list of the firms throughout the Dominion handling "Quaker" Canned Goods:

H. P. Eckardt & Co., Toronto.  
 Randall & Roos, Berlin.  
 George Watt & Sons, Brantford.  
 John Garvey, London, Ont.  
 Kelly, Douglas & Co., Vancouver, B.C.  
 W. H. Malkin Co., Vancouver, B.C.  
 R. P. Rithet & Co., Victoria, B.C.  
 Geo. Robertson & Son, Kingston, Ont.

J. A. Mathewson & Co., Montreal.  
 Dearborn & Co., St. John, N. B.  
 Codville & Co., Winnipeg.  
 Hudson's Bay Co., Vancouver, B.C.  
 Baker, Leeson & Co., Vancouver, B.C.  
 W. J. McMillan & Co., Vancouver, B.C.  
 Alex. McDonald & Co., Vancouver, B.C.

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## *Bloomfield Packing Co.*

LIMITED

*Bloomfield, June 6th, 1904.*

*Bloomfield, Ont.*

904  
T  
June 10, 1904

### BUSINESS CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of THE CANADIAN GROCER

Vancouver, B. C., June 3, 1904.

**A** HEAVY movement of beef and general freight for Dawson and the north has begun. For the next fifteen days there will be large consignments of beef, cattle, sheep, hogs, etc., sent north by various freighters. The steamer Venture, chartered by the MacKenzie Bros. Co., Limited, last night sailed from this port with no less than 600 head of live stock, including cattle, sheep, hogs and horses, the cattle predominating. The hulk Henriette, formerly a French sailing ship, but now used as a cargo carrier, towed by the tug Escort No. II, will leave next week with a similar large cargo of live stock. The Venture carried, in addition, some large consignments of general merchandise, 500 tons in all. In addition her bunkers were filled with two or three hundred tons of coal at Union before the vessel loaded her cargo here.

\* \* \*

The Seattle business men who are standing aside and seeing the regular trade of the Yukon being done by Canadian houses now, which was formerly practically monopolized by the merchants of the Sound cities, are getting anxious. The latest from Seattle showing their attitude is a discussion of the difficulties set in the way of the contractors for supplying the Alaskan army posts. The reason the Seattleites object is that the trade goes by way of Skagway to White Horse, and then down the Yukon past Dawson to the posts in U. S. territory. The War Department has even sent some soldiers that way, but to even this objection is taken. The U. S. transportation people object to making business for the White Pass road, which is partly in Canadian territory. The river steamers from White Horse down to Dawson must be Canadian vessels, and so the larger part of the carrying falls into the hands of the White Pass people. The United States companies can only carry via St. Michaels and the Lower Yukon, but it would be a bad handicap if all the supplies for the United States posts had to be sent that way. In fact, some supplies could not be sent at all. The United States law is that goods cannot be shipped between two United States points except in American vessels or on American roads. This is physically impossible for shipments via White Horse and Dawson. The regulation of the Customs' Department in Canada is that the Dominion Government will not allow American steamers to engage in trade on the Yukon between White Horse and Dawson. The difficulty so far is confined to the United States War Department and the United States transportation companies, which are making strong representations to forbid the carrying of goods by the upper river.

\* \* \*

Market matters in British Columbia this week are fairly active. Northern shipments, as noted above, are beginning to move rapidly. In produce there is some tendency to hold the quotations on eastern butter up. One commission man notified his customers in the wholesale trade that since last quotation on which they had bought the price east

### THE MARKETS

## THE GREATEST BARGAINS

are those which appeal so strongly to customers that they sell on sight.

The extraordinary sale of

## Clark's Pork and Beans in Chili Sauce

proves this line one of the

### GREATEST BARGAINS ON RECORD.



## CAPSTAN BRAND High-grade Tomato Catsup

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

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

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

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

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

# COCOA



This design a guarantee of quality.

## WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH  
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

Samples and  
Prices for  
the Asking.

CANADA PAPER CO.  
TORONTO LIMITED MONTREAL

## BLACK JACK

TRY A  
3 DOZ. CASE

A BIG WINNER



ASK YOUR  
JOBBER FOR IT

SELLS ON SIGHT

# FIRST NEW JAPAN

NOW IN STORE

We have the first New Season Japan to arrive in Canada this year. Also special values in last season's Japans. Write for samples. Best values offered anywhere.

**James Rutherford & Co.**

DIRECT IMPORTERS OF TEAS AND COFFEES

27 St. Sacramento St

MONTREAL.

## CEYLON TEA BLACK and GREEN.

Just received direct from the gardens—

76 boxes Fine Golden Tipped Pekoe.

115 boxes Fine Young Hyson, Green.

SEND US YOUR NAME. WE WILL BE HAPPY TO SEND YOU SAMPLES AND PRICES.

**PROVOST & ALLARD, Wholesale Grocers, OTTAWA.**

Picnic Season is at Hand.

## Rowat's Pickles

10-oz. Bottle

is a picnic favorite. Just the right size to take along. Sells at 10c. retail. Every one of your customers should have it. Larger bottle for larger parties.

**ROWAT'S and RELIABILITY are synonymous terms.**

ORDER THROUGH YOUR JOBBER

**Snowdon, Forbes & Co., - Montreal**


F. H. Tippet  
St. John, N.B.

F. K. Warren  
Halifax, N.S.

C. E. Jarvis & Co.  
Vancouver, B.C.

**OUR METALLIC  
CEILING AND WALLS**

Are both artistic and serviceable.  
Popularly used by practical people  
everywhere.



Easily applied—most moderate in cost—fire-proof, sanitary and wonderfully durable—with countless designs to select from.

Write us for booklet telling all about them.

**METALLIC ROOFING CO., Limited**  
Wholesale Mfrs. TORONTO, CANADA.

**Merchants Who Buy Hides**

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

**CARROLL S. PAGE, - HYDE PARK, VT.**

**Orlan Clyde Cullen, C.E.L.L.M.**

Counsellor at Law U.S. Supreme Court.  
Registered Attorney U.S. Patent Office.

U. S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

**Box 264, Station G., Washington, D. C.**

**GUN SHOP and MODEL SHOP,**  
Warren White Sulphur Springs,  
Totten P. O. Virginia.

"I Want Brock's."

**IT DIED.**

Poor bird seed—no other reason. And the grocer was blamed.

SELL A SAFE SEED.  
SAMPLES ON REQUEST.

**NICOLSON & BROCK, - TORONTO**

had advanced 1½c. As a consequence eastern Canadian butter, which last week jobbed at 20c and shaded for larger quantities, is now held stiff at 20½c. The local creameries are still selling at 25c, but as noted last week, that price will be held firm and may rise again. Eggs are still firm at 22½c, and not very plentiful. Local egg supplies are much less liberal than for a while when the Spring first opened. Importations are practically all from Ontario. Facilities for gathering and packing uniform cars are wanting in the Northwest, and the trade here apparently is willing to pay for the good article from Ontario.

Cheese has been bobbing round a good deal in sympathy with changing quotations from the east. Prices are, however, fairly average at 11½c to 12c. The only stock now on hand is some early fodder cheese from the east

In groceries there is to be noted the same abnormal condition in the tinned vegetables which has always marked this market. Corn can be bought here by retailers in small lots at 3c less per dozen than it now costs to lay it down, at present eastern quotations. The price east to retailers is \$1.25. Here it is \$1.15 per doz., and apparently not likely to change, though there has been some effort to get it up to \$1.25. Other vegetables are about as last quoted, \$1.15 for peas and beans, \$1.50 for tomatoes.

In dried fruits, there are some very cheap prunes in boxes quoted from California. As low as 4c, and from that up, is asked. California figs, also in boxes, are quoted from California as low as 4c. Apricots are scarce and high. So are peaches, while dried pears are very scarce and a good article can hardly be got at all.

In fruits, the newest line is fresh apricots,—very good quality, too, for first of the season. They are \$2.75 per crate of 20 lbs. Royal Ann cherries, as well as Black Tartarians, are now plentiful. The price is \$1.65 to \$1.75.

Local strawberries are beginning to come in, and are practically going to head off the Hood River, Oregon, stock, which usually has a fortnight's run on this market after the Californians are out, and before the local berries come in. This year the Oregon and Washington fruit is so late that locals are beginning to arrive with them, and will, of course, shut them out. The price is still high, as the quantities are yet small. Next week there will be big supplies. Present figures run from \$1 to \$5 for the 24 box crate.

Oranges are quoted a little higher. Bananas are perhaps 25c per bunch lower, at \$3 to \$3.25, with extra large ones at a special figure. Pines from Mexico are \$3.50 up per doz.

In vegetables, potatoes have dropped way down. Ashcrofts can be bought for \$20, and locals at your own price, though \$12 per ton is asked and there is not enough demand to take up the offerings. New California potatoes are selling at 3½ to 4c per lb.

Wash beans, 14 and 15c per lb.; string beans, about the same; green peas, 5 and 6c per lb. Asparagus is selling at \$2 to \$2.25 per crate of 20 lbs. Celery is out of the market just now.

**CONDENSED OR "WANT" ADVERTISEMENTS**

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion. Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

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

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

**SITUATIONS WANTED.**

**AS** assistant miller; good stone dresser; good references; would take charge of small mill. Toronto Newspaper Agency, Guelph. f

**BY** young married man as grocery salesman; 10 years' experience; best of references. Address Edward Little, Galt, Ont. (24)

**SITUATIONS VACANT.**

**BAKER WANTED**—Young man; improver on bread and cakes; state wages. Box 466, Colingwood. f

**MILLER** wanted, with three or four years' experience; strong and active; immediate engagement. Apply to The Woodburn Milling Co., Limited, Glencoe. f

**SCOTCH** or Irish trained grocery salesman; young man, with at least five years' experience; for western town; permanent position. Apply Merchants' Mantle Manufacturing Co., 36 Wellington street east, Toronto. f

**BUSINESS CHANCES.**

**GROCERY** or general stock wanted in exchange for farm; value twenty-five hundred; can pay small cash difference. S., Box 303, Tilsenburgh. f

**GOOD** paying general store business, Northern Ontario; stock \$14,000; turnover \$45,000; small opposition; good reasons for selling; an excellent opportunity for one or two persons with capital; principals only. Box 138, CANADIAN GROCER, Toronto. (24)

**MANUFACTURERS** or packers of specialties suitable for Italian warehouses, grocers, etc., desirous of placing their goods on the Irish market should communicate with N. MORROW, 16 Kansas avenue, Belfast. (30)

**WANTED TO BUY**—Grocery, bakery, flour and feed, general store; British Columbia preferred. D, Globe Agency, London.

**FOR SALE.**

**BROKEN BISCUITS**—Sweet, ten pounds for a quarter, at 44 Duke street, Toronto. f

**BUTCHER** shop front, and grocers, with plate glass. Evenings, 158 St. Helens avenue, Toronto. f

**CHEAP** grain and flour bags, holding two bushels; sound; no patches. John H. Rowell, flour and grain merchant, Montreal. f

**FOR SALE**—A good refrigerator. Apply 34 Arthur street, Toronto. f

**FOR SALE**—Grocer's counters and shelving. Apply Geo. Pears, Grosvenor st., Toronto. f

**GROCERY STOCK** for sale; central; cash trade; established stand; \$176 cash or terms, rent \$12; five rooms, store and stable; immediate possession. Apply 210 Queen east, Toronto. f




EVERY GROCER DOES NOT SELL

# VAN HOUTEN'S COCOA

but nearly **All First-Class Grocers** do. And **Every Grocer** who has a single customer that drinks Cocoa should retain that customer by supplying **Van Houten's**. Custom is retained by supplying the best goods in any line. The best Cocoa is **Van Houten's**. **Best and goes farthest.**

Dominion Agents { J. L. WATT & SCOTT, TORONTO  
WATT, SCOTT & GOODACRE MONTREAL



**G**rand **T**runk **P**acific

is a comparatively recent issue,  
but

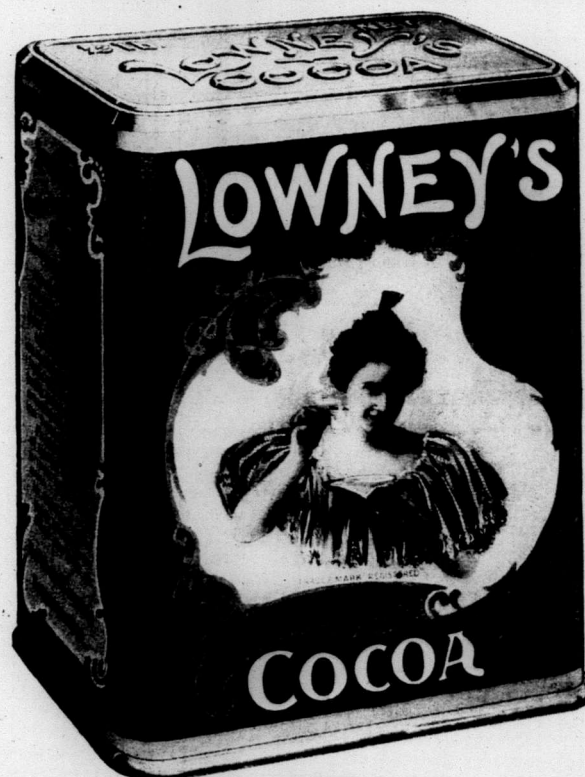
**G**ood **T**rade **P**olicy

has been **MOTT'S** method for  
**60 years.**

---

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

SELLING AGENTS:  
 J. A. TAYLOR, MONTREAL    R. S. MCINDOE, TORONTO    JOS. E. HUXLEY, WINNIPEG.  
 THORNE, BERRY & CO., VANCOUVER, B.C.



Received Highest Award **GOLD MEDAL** Pan-American Exposition  
 The full flavor, the delicious quality, the absolute purity of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.  
**THE WALTER M. LOWNEY COMPANY,** No. 447 COMMERCIAL STREET, BOSTON, MASS.

## New Crop Maple Syrup and Sugar

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

We feel quite sure the quality will please you.

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

**THE HANDLING, DISPLAYING AND SELLING OF FISH.**

IN no department of the grocery trade has more marked improvement been shown during the last few years than that given over to fish. Formerly the fish department was hardly worthy of the name. A barrel or two of salted fish, a few cases of dry salted stock, and perchance a dozen fresh fish, constituted the regulation supply. To-day many grocers make a specialty of their fish trade to the extent of having a distinct fish department. Instead of a few staples such as herring and finnan haddie, fish are now to be seen in almost any up-to-date grocery in great variety. Sea fish and fresh water fish have captured the market. Sea salmon and salmon trout, white fish, halibut, bass, cod, haddock, shad, perch, lobsters, oysters, shrimps, and numerous other kinds are all sold by the retail grocer.

**Fish Display.**

The methods of displaying fish nowadays would have been an eye-opener to the pioneer Canadian grocer of fifty years ago. Art in the display of fish was a thing unknown in those days. A customer was served direct from the fish barrel or disorderly pile of fresh fish. Now he is treated to a fine display of fresh water, sea and salted fish, arranged in the fish section of a store. The department will be finished perchance in white marble and glazed tile, with a large slanting marble table in the centre, on which are arranged the largest fish by themselves and the smaller ones in dozens or half dozens on platters, garnished with parsley, lettuce and fancy vegetables. The centre of this table will be surmounted by a pyramid of ferns and palms. An equally attractive display will be shown in the front window. During the Winter months, platters and marble slabs are utilized. Under no circumstances will there be any piling or bunching of the individual fish after the heterogeneous fashion of years ago. The utmost care is shown nowadays in the arrangement of a fish window. In all probability fillets of salmon or a dozen salmon steaks will have a place. In the Summer season when such a display is out of the question, the window will be turned into an aquarium, and the transient trade attracted by a collection of live gold fish, brook trout, etc.

A grocer need never fear the result of overscrupulousness in window display. One prominent Toronto grocer who has made a big success of his fish department had no hesitation in saying his window display had always been a big

drawing card. "Customers," said he, "like to see fish arranged in the most attractive manner possible, and in this, as in every other department, it is up to the grocer to give his customers just what they want. Success in the grocery trade depends largely upon the care that is exercised in catering to one's customers."

In handling fish there are marked peculiarities in the requirements of trade to-day. The up-to-date grocer scales, skins and cleans all his fish ready for the table. In nine out of ten households there is a prejudice against fish just because so much disagreeable labor and inconvenience has become associated with the operation of getting them ready for the table. The fastidious cook is now saved all this trouble, and the result to the grocer is increased sales and an enviable reputation. "Of course the extra trouble taken has to be paid for," says the grocer, "but as a rule customers appreciate the service and willingly pay the price."

A feature of the fish trade during the last two or three years has been the filleting of fish. Only one cook or chef in a hundred understands the work of boning, skinning and cutting. This difficulty is now solved and the grocer supplies the article for cooking. Lobsters are boiled alive and cooked by the grocer, never bought already cooked, as the flavor is impaired if the lobster is killed before cooking.

Without question a fish department carried on along somewhat similar lines to those mentioned above could be made a success in a city or a town grocery where there is sufficient first-class trade among which a demand may be created for high-class fish prepared in good style. One thing that is necessary, however, is that the town grocer shall have good facilities for obtaining first-class sea and lake fish at frequent intervals. With good cold storage fish can be kept perfectly for a week. Ice must always be fresh, however, and ordinary care exercised in keeping the fish clean and well aired.

City grocers who have made a feature of their fish department say their chief reason for following up the fish trade has been to complete the link in the chain of edibles which every grocer should carry in the same way that they have taken up the provision and fruit trade. The fish trade helps other business and vice versa. It always pays a grocer to supply everything a housewife requires for her table. These remarks are equally applicable to the grocery trade in the larger towns of Canada.

**SUCCESSFUL ADVERTISING**

What one of the largest and best grocers in Canada has to say:

"As per your advertisements in THE CANADIAN GROCER please send me 2 cases **PERFECTION CREAM SODAS** — 2 dozen 3-lb. cards and 2 dozen 3-lb. tins. I am willing to give them a trial, and you seem to have a good make. Yours truly, \_\_\_\_\_"

This man is a regular customer now. Here's a later letter from him:

"I must certainly say that your **PERFECTION CREAM SODAS** are better than I expected. I find my customers prefer them to any I can buy. Please send, etc."

Are YOU our customer?  
You ought to be.

**THE Mooney Biscuit & Candy Company, LIMITED, Stratford, - Canada.**

BRANCHES:  
**WINNIPEG** and **HAMILTON**  
Manitoba Ontario

**To Manufacturers' Agents**

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

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

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

ANY OLD SPICES may suit some people? BUT if you cater to discriminating people and want QUALITY and SATISFACTION, handle

# S. H. & A. S. EWING'S

## High-Grade SPICES

S. H. & A. S. EWING  
ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills  
55 Cote St., MONTREAL

During the summer, when Picnics, Excursions, Fishing and Tourist Parties are in full swing, every grocer will find it profitable to suggest

Borden's "EAGLE BRAND" Condensed Milk, and  
Borden's "PEERLESS BRAND" Evaporated Cream

Quality the Best, Price no Dearer than Inferior Goods—Think this Over!

SELLING AGENTS IN CANADA:

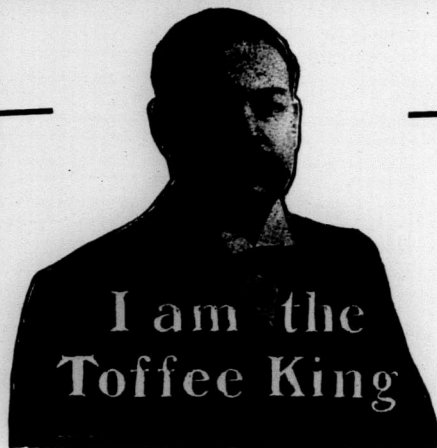
**WILLIAM H. DUNN, MONTREAL**

Erb & Rankin  
Halifax, N.S.

Scott, Bathgate & Co.  
Winnipeg, Man.

W. S. Clawson & Co.  
St. John, N.B.

Shallcross, Macaulay & Co.  
Victoria and Vancouver, B.C.



I am the  
Toffee King

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

## MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called THE TOFFEE KING OF ENGLAND because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, MONTREAL.

"MADE IN CANADA."

## In 60 Seconds

we can give you the main reasons why it will pay you to stock Sovereign Lime Juice.

It is 50 per cent. cheaper than imported brands of equal quality: by refining and bottling in Halifax we avoid the duty.

It is absolutely pure and always uniform.

It retains its bright natural color.

It has the full flavor of the ripe fruit juice, only two teaspoonfuls are required to each glassful.

It is stocked by the principal jobbers from Halifax to Vancouver, ensuring you prompt delivery.

And as we guarantee every bottle you cannot lose.

If you are a man of decision it will take you but 30 seconds longer to send a sample order to your jobber for the above facts are convincing.

## Sovereign Lime Juice

is refined and bottled by

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

**A SUMMER DESSERT**

GEL-O is ideal. A jelly powder, made by a Gelatine Specialty house. Better than any other similar preparation. Costs no more.

Write for Samples and Prices.

**THE CANADIAN GELATINE CO.**  
528-530 Front St. W.,  
TORONTO, CANADA.

**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**

An  
Irresistibly  
Delicious  
Confection



MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

Gives  
Eating  
Chocolate  
a New  
Meaning

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.  
**LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal**

Old established reputation  
**Grocers  
Attention!**  
Old established reputation

Swiss Milk Chocolates can't be made in Canada. Insist on having the only genuine

**IMPROVED  
Swiss Milk Chocolates**

Manufactured by

**F. KLAUS, Ltd.**

Le Locle, (Switzerland), the most nourishing and delicious chocolate ever made.

Highest Awards; 25 Gold Medals.  
Member of Jury of the Exhibitions in Amsterdam, 1887, and Paris, 1889.

Send for Sample.

Wholesale Depot for the Dominion of Canada:

**Canadian Swiss Trading Co.**  
17 ST. JOHN ST.,  
**MONTREAL.**

Our Chinaman is very much pleased with the manner in which the grocers of Ontario are receiving our representative, MR. J. A. COURTE-MANCHE. He cannot come himself, but the famous



**CHINESE STARCH**

will be thoroughly well explained by our traveller. It's easy talking and still easier selling Chinese Starch, and your customers will be your friends. Sell **Chinese Starch**—the best laundry starch ever made—pays you a good profit. Write us if your jobber doesn't handle it.

**Ocean Mills, Montreal.**

McWILLIAM  
**Mc. AND E.**  
 EVERIST

## Canada's Strawberries

They'll arrive about June 18th. We're glad,—they're so superior to foreign stock—seem to have a delicious flavor that's entirely lacking in Southern Berries. Then, after picking, it's such a short time until you have them in your store. They're in good shape. There's every reason why you should do a large and profitable trade in our "MADE IN CANADA" Berries. See we get your orders.

### Re Pines

Our advice is to CAN now. Our prices are some lower. The market changes daily and they may be up again next week.

"A bird in the hand is worth two in the bush."

Our price list will give cost.

The  
**DAWSON** Commission  
 Co., Limited  
 FRUIT, PRODUCE AND  
 COMMISSION MERCHANTS.

Cor. Market and  
 Colborne Streets. **TORONTO**

**WE BUY**

BRIGHT DRIED APPLES.  
 HIGHEST MARKET PRICES.

The W. A. GIBB CO.  
 5 and 7 Market St., **HAMILTON**

**Pineapples Tomatoes**

Fancy, well-colored Pines. Lowest Prices.  
 Florida Tomatoes. Elegant Stock.  
 Strawberries. Arriving Daily.  
 Oranges. Lemons. Bananas.

Give us your orders.  
 We can fill them to your satisfaction.

**HUSBAND** Bros. &  
 Co.

Wholesale Fruit and Commission Merchants.  
 82 Colborne St., **TORONTO**  
 Phones—Main 64, Main 8428.

## GREEN FRUITS

### Fruit Outlook.

EARLY forecasts have been upset regarding fruit. It will be remembered that early in the season it was reported, supposedly by an expert, that the Niagara District fruit crop would be a failure. Incident to this statement came the observation that mice had ravaged the tree trunks and that the severe Winter had killed all the buds. This notion has been dispelled by T. H. P. Carpenter, of Winona, Ont., one of the best known fruit exporters in Canada, who gave the following information regarding the fruit outlook in an interview with The Grocer last week:

The peach crop will be fair and the pear crop good. Plums are setting well in the buds; so are peaches and pears. There will be a falling off of about one-third in strawberries. Grapes are setting all right, and certainly the gloomy forebodings of the early kickers show no signs of being verified. Raspberries will show about 85 per cent. of the usual crop, and generally all fruits will turn out well, provided nothing unforeseen interfered.

Another interesting point raised by Mr. Carpenter was that the Government fruit reports, while given in the best of spirit and intention, are misleading. They are generally too extreme, owing to the wide technical knowledge of the man who makes the reports, and sometimes the lack of sufficient practical observation. Any report requires modification, and local conditions always enter into a report on fruit. More care should be paid to these reports on the part of the department controlling them.

### Fruit Crop of Canada.

A LARGE number of fruit crop reports from all parts of Canada have come to hand during the past two weeks. The estimates given therein are based chiefly upon the appearance of the fruit buds, and the general condition of the trees and plants, as at the time of writing there was in most cases little else by which to judge. In Prince Edward Island the season was not far enough advanced to report intelligently.

### APPLES.

Ontario—In the southwestern counties, or so-called "fruit belt," early, Fall and Winter apples all promise a medium to

full crop. Western Ontario, generally, is expected to give a medium to full crop of early varieties, a medium crop of the Fall apples, and at least an average yield of Russets, Greenings and Ben Davis. In the Georgian Bay District of Ontario Baldwins and Spies suffered badly from frost, and tender varieties are mostly killed. In Central Ontario, early varieties will probably yield a full crop; Fall varieties a medium crop, except Fameuse, which is very promising; Winter sorts a medium to full crop.

Quebec and Eastern Ontario—The varieties grown promise medium to good crops, largely Fameuse.

New Brunswick and Eastern Quebec—Not many apples grown, but a medium crop is expected.

Nova Scotia—Trees are reported in splendid condition nearly all over the province, with an abundance of fruit buds. Although growers do not expect two bumper crops in succession, they are very much pleased with the outlook. A medium to full crop is indicated everywhere.

British Columbia—The apple crop promises to be excellent, even better than last year.

### PEARS.

Ontario, Quebec and New Brunswick reports indicate severe injuries by frost. Early pears in these provinces are likely to be a fair crop, and the later varieties, though at first expected to be light are now showing heavy bloom. In Nova Scotia indications point to a full crop of early fruit, and a medium to full crop of the late varieties. A full crop is also expected in British Columbia.

### PEACHES.

Last Winter was a disastrous one to peach growers in all parts of Canada, as whole orchards have been wiped out by the extreme cold. The crop will be light this year, as the reports from all the provinces are uniformly unfavorable.

### PLUMS.

Plum trees also suffered from Winter killing, and even where the trees survived the fruit buds and spurs were frequently killed. There are prospects of a medium crop in western Ontario, but in the rest of the province, only native plums and such hardy varieties as the Burbank and Abundance will yield a

crop. Nova Scotia and British Columbia both report prospects fair for a medium crop.

GRAPES.

A fair crop of grapes seems to be expected in all sections where they are grown to any extent. Tender varieties, and in the more northerly latitudes nearly all varieties, were badly Winter killed.

CURRENTS AND CHERRIES.

Red currants are reported good everywhere. The black varieties are almost a failure in southwestern Ontario, and only fair in the Annapolis Valley, N. S.; other reports indicate an average.

Cherries are promising in western Ontario, but poor in eastern Ontario and Quebec. In Nova Scotia and British Columbia, medium crops are expected.

STRAWBERRIES AND RASPBERRIES.

Strawberries killed out badly, especially in the Niagara and Essex Districts. Raspberries also suffered, both from frost and from heavy snow, which broke the canes. Both raspberries and strawberries are likely to be light in the Ontario fruit belt and medium in the other provinces, except British Columbia, which promises nearly a full crop.

Adulterated Jellies in U. S.

The United States commission for the establishment of standards for pure foods, recently in session in New York, has declared that jellies and jams are generally adulterated. It is claimed that 60 per cent. of the "jellies" made in the United States are imitations composed of glucose and coloring matter, while some jellies contain no fruit at all. One witness before the commission stated that if the manufacture of compound jellies by mixing different fruits were forbidden, 75 per cent. of the factories in the States would have to close.

Story of the Apple.

The first apple trees planted in America were imported by the Dutch settlement at New York in 1614. Apple trees were also known to have been growing at Jamestown, Va., as early as 1622. Until within the last half century apples were grown almost solely for cider-making, as is the case to-day in France. As hard cider will produce drunkenness and a horrible katzenjammer, William Penn advised the colonists in Pennsylvania to cultivate indigenous fruits alone, as apples were then used almost exclusively for making cider or apple jack.

## TOMATOES

We are in receipt of our first car **Mississippi Tomatoes.** 4 Basket carriers. Fancy Stock. Prices are now more reasonable.

**Pineapples** Now is the time for preserving. Prices are lower and stock in prime condition.

Our Price List, issued weekly, explains fully.

## WHITE & CO.,

Wholesale Lemon Importers  
64 FRONT ST. EAST,  
TORONTO.

PHONE Main 4106.  
Private Branch Exchange connecting all departments.

Arriving Almost Daily-

Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.  
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

McDOUGAL & LEMON  
OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES



ROW'S GUM

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

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

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

Many of the orchards of the pioneers of the Middle Western States were grown from seeds obtained in a peculiar way. Some man whose full name has been forgotten, and who is remembered only by the appellation of "Apple-seed Johnny," traveled through the West and scattered among the settlers untold quantities of apple seeds. He gave them away free of charge, and he was given a hearty welcome at every cabin door.

Egyptian Onion Season Over.

A Montreal dealer has been informed from New York that the total shipments of Egyptian onions from Egypt were 1,500,000 sacks, 500,000 of which went

## Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,  
MONTREAL.

Tel. Main 778.

Ridge Hall Fruit Orchards.

Peaches, Plums, Cherries, Strawberries, Raspberries, Blackberries, Early Tomatoes, Cucumbers, Green Corn, Peas, Wax Beans, Etc.

CORRESPONDENCE SOLICITED.

E. E. ADAMS, Leamington, Ont

to Trieste and Hamburg. It was expected that 7,000 bags would arrive in New York this week, and this would probably wind up the season, which would be three weeks earlier than last year.

Vegetables in the Yukon.

Recent reports from Alaska and the Yukon Territory say the business of shipping in vegetables from Canada and the United States has seriously declined on account of the local production. It will interest readers of The Grocer to learn that truck gardening around Dawson is now a recognized business, carried on at a satisfactory profit.

	<b>Business Changes</b>	
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## ONTARIO.

THE stock of the estate of M. T. Cathcart, general merchant, Barwick, has been sold to M. C. Drew.

J. Keefer, grocer, West Lorne, has sold out to W. Meldrum.

Merritt's cigar store, London, has been sold to Cameron & Martell.

J. A. Denning, general merchant, Kerwood, has sold out to R. Parker.

J. Denning, general merchant, Kerwood, has sold out to C. Johnston.

A meeting of the creditors of D. Gillies, general merchant, Elmvalle, was called for June 7.

G. H. Hawker, grocer, Penetanguishene, has sold out to J. C. Lee, who takes possession June 10.

## QUEBEC.

W. Wilson, general merchant, St. Jude, is dead.

C. Guyon & Cie., grocers, Montreal, have registered.

Lafleche Bros., grocers, Hull, have succeeded I. Lafleche.

Hutton Bros., grocers, Montreal, have dissolved partnership.

M. L. Amyot & Co., grocers, Montreal, have registered.

The assets of A. Perrault, grocer, Montreal, have been sold.

J. O. Robitaille, grocer, Montreal, has been succeeded by I. Trudeau.

The assets of Patterson & Baird, grocers, Montreal, have been sold.

F. Gareau, general merchant, Rigaud, has assigned to Lamarche & Benoit.

Lord & Fournier, wholesale and retail grocers, St. Johns, have registered.

J. Tremblay, general merchant, Tremblay, has effected a compromise.

Bell Bros., general merchants, Kasubazua, have sold out to A. Pritchard.

E. Laliberte, general merchant, Lotbiniere, has assigned to V. E. Paradis.

Millette, Dubreuil & Cie., tea and coffee dealers, Montreal, have registered.

The assets of A. D'Anjou, general merchant, Riviere Ouelle, have been sold.

P. Morin, general merchant, Ste. Thuribe, has advertised his business for sale.

The assignment of J. Fisher, general merchant, Jonquieres, has been demanded.

J. L. Seguin, general merchant, St. Simon, is offering to compromise at 65c on the dollar.

The assets of E. E. St. Jean & Co., grocers, Hull, were advertised to be sold on June 6.

One of M. Nicholson's fruit stores, Montreal, has been damaged by smoke and water; no insurance.

Fire has destroyed the premises of O. Richard, general merchant, St. Valere De Bulstrode; loss partially covered by insurance.

## NEW BRUNSWICK.

D. N. Vanwart, of Vanwart Bros., grocers, St. John, is dead.

The premises of C. H. Peters & Sons, feed and grain dealers, have been damaged by fire.

## MANITOBA AND N.W.T.

J. Morrison, general merchant, Grand View, has sold out.

G. Johnston, grocer, Dauphin, has sold out to McLean Bros.

G. J. Robertson, grocer, Souris, has sold out to E. A. Brindle.

J. Dreidger, general merchant, Blumentfelt, is giving up business.

H. M. Aldous, general merchant, Lorie, has removed to Lemberg.

The stock of the estate of G. Lewis, grocer, Newdale, has been sold.

G. Adam, grocer, St. Rose Du Lac, has been succeeded by H. Houde.

M. Ateah, general merchant, Winnipeg Beach, has sold out to M. Tiron.

Smith & Wilson, general merchants, DeWinton, have sold out to R. Paling.

J. W. Heric & Co., general merchants, Wetaskiwin, have sold out to G. F. Carniel.

W. G. Fulford & Co., general merchants, Mathef, have sold out to Gordon & Hursell.

J. G. Struthers & Co., general merchants, Cartwright, have removed to Goose Lake.

F. G. Casey, general merchant, Tantallon, has admitted A. S. MacDonald to partnership.

## BRITISH COLUMBIA.

M. Naccrato's fruit store in Rossland has been destroyed by fire.

J. Oben, confectioner, Vancouver, has advertised his business for sale.

J. McLaren, tobacconist, Vancouver, has been succeeded by L. Levin.

Dale & Co., general merchants, Port Hammond, have dissolved partnership.

## INQUIRIES FOR CANADIAN TRADE.

The following inquiries relating to Canadian trade have been received by the High Commissioner for Canada in London, Eng.:

75. A Glasgow firm representing a number of provision merchants are seeking to do business with Canadian manufacturers turning out high-class table delicacies in glass bottle jars and in tins.

77. A Canadian gentleman resident in London is looking out for agencies on commission or otherwise for Canadian exporters.

The following inquiry relative to Canadian trade has been received at the Canadian section of the Imperial Institute, London, Eng.:

45. A tanning company in the North of England invites correspondence from Canadian shippers of hides.

The names of the firms making these inquiries, with their addresses, may be obtained from the Department of Trade and Commerce, Ottawa. Persons desiring such addresses will be careful to quote the office under which the inquiry appears and the number.

## TORONTO BOARD OF TRADE.

It is officially announced that the special committee appointed to deal with the finances of the board have so far met with gratifying success, a considerable number of citizens having already contributed liberally to the fund towards the liquidation of the debt due the New York Life Insurance Co. The managers of the fund are E. B. Osler, D. R. Wilkie, and A. Laird, all of Toronto.

**Canned Tomatoes:** Aylmer Brand. If interested, get our price.

**Canned Salmon:** We have a large quantity on hand and are quoting special prices to reduce our stock.

**Valencia Raisins:** You will be satisfied with our price.

**Sultana Raisins:** Choice quality 6½c. per pound. Are considered good value at 8c.

**New Orleans Molasses** in half-barrels: We are offering at much below the present market price as we purchased a large quantity previous to the advance.

It will pay you to get our prices before purchasing elsewhere.

If in a hurry for goods, telephone at our expense. We will use you right.

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

TEA IMPORTERS AND WHOLESALE GROCERS,

Geolph, Ont.

**Flett's**

**Pickle Curiosity.**

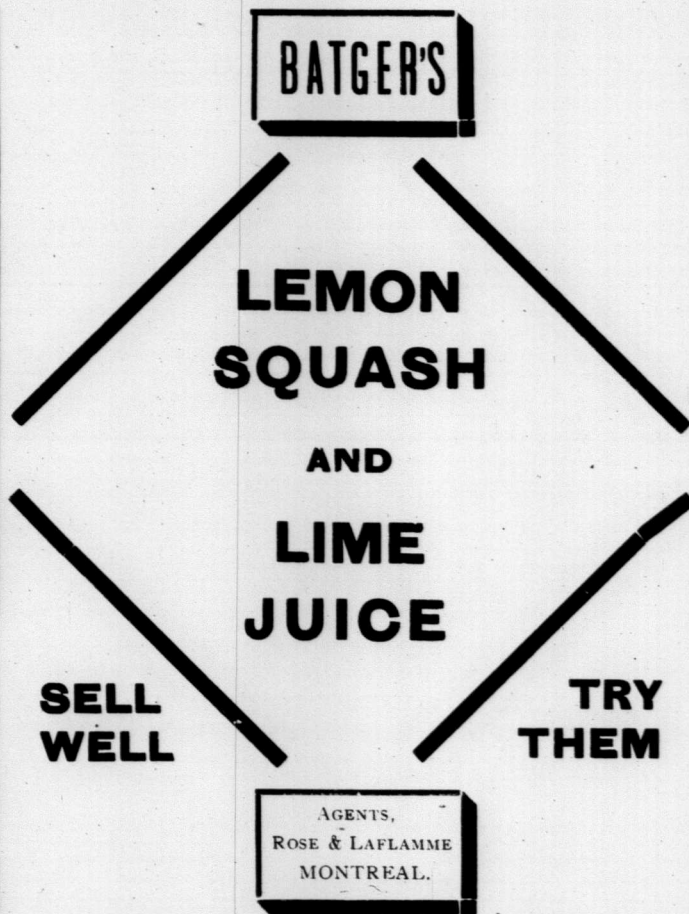
Just for curiosity's sake,  
try selling

**FLETT'S PICKLES**

The result will surprise  
you. It has others.

ROSE & LAFLAMME  
Agents, MONTREAL.

MHS



**The Grocer Can Influence  
His Customers**

This is one of the grocer's biggest business assets. It enables him to sell goods of superior quality, which knits his trade tighter, giving his customer more satisfaction and himself more profit. The grocer recommending Ozo Brands is sure of his ground, as they come to him guaranteed goods.

**THE OZO CO., Limited**  
**MONTREAL.**

JAMS  
JELLIES  
MARMALADES

PICKLES  
VINEGARS  
SPICES



# FLOUR AND CEREAL FOODS

## Where Will Manitoba Wheat be Milled?

**I**N a recent issue of the Toronto World appeared an interesting article by its western correspondent, to the effect that eastern Canada would become the manufacturing depot for the product of the grain fields of the Great West to the exclusion of the milling industry in the vicinity of Winnipeg.

A representative of The Grocer had the pleasure of interviewing a prominent Toronto flour exporter on some of the salient points of the above mentioned article, and the substance of the interview is reproduced in this week's issue of The Grocer.

In the first place, the gentleman interviewed pooh-pooed the whole thing as improbable, and substantiated his claim that western grain would continue to be milled in the country of production both for purposes of export and local consumption, by the observation that formerly Oswego, N. Y., was the premier milling centre in the United States. As the tide of immigration, however, swept westward, and grain growing was taken up on a large scale by farmers in the middle and western states, milling industries followed, and to-day the leading American milling centre was situated at Minneapolis. Surely no other direct proof of the growth of milling in the Canadian west was necessary than the evidence afforded by the building and equipping of two very large flour mills in the west during the present year.

If western grain for export were not milled at home it would be milled in foreign markets, but under no circumstances was it likely to be carried part way to its destination, unshipped, milled, and re-shipped for foreign markets.

With regard to the statement that the quality of flour manufactured from western wheat by large milling concerns situated at the door of the Canadian west was inferior to that produced by the smaller mills of Ontario, exception was taken at the outset. The article also urged that economic conditions were favorable to the milling of western flour in the east, namely, the high cost of fuel in the west, and in addition the relative cheapness of freight on grain in bulk via the lake and rail route, as

compared with that on the manufactured product. The scarcity and high price paid for labor in the west was another consideration. There were advantages, however, on the other side, such as the superior storage accommodation for grain in the west, which would go a long way to even things up.

There is no question but the high price of fuel and scarcity of labor are important items in the cost of milling in the west. The matter of freight, moreover, is not to be passed over lightly. Another factor is the comparative lack of water power west of Winnipeg. Apparently it will not be very long before Canadian millers will be face to face with an interesting problem. Meanwhile opinions are being hazarded on both sides. One man well conversant with the flour situation in Canada has gone so far as to say a mill with a capacity of 1,100 barrels daily could be located more profitably at Toronto than at any other point in Canada. The Grocer hopes to publish from time to time in succeeding issues the opinions of representative Canadian millers on this subject.

## Agricultural College Changes.

An important change has been decided upon in connection with the teaching department at the Ontario Agricultural College, Guelph. Instead of one professor of agriculture there will be in future a professor of field husbandry and a professor of animal husbandry. G. E. Day, now professor of agriculture, will be in charge of the department of animal husbandry. C. A. Zavitz will be professor of field husbandry.

## Canadian Flour in Jamaica.

**L**ATEST reports, dated April 30, from the commercial agent of the Canadian Government, stationed at Jamaica, state that within the last fortnight a shipment consisting of 350 barrels and 50 sacks flour, also 200 barrels corn meal arrived on the ss. Veritas from Halifax. Other shipments have also steadily been arriving, via New York, thus pointing to the fact that the Canadian article is at least

making some steady progress on lines of public favor. This result has been brought about, no doubt, by the respective millers concerned finding it both expedient and to their interest to effect development by forwarding initial shipments on consignments. It is to be hoped that all things being equal regarding freight and other charges, shippers will always avail themselves of direct bottom, by the regular sailings from Halifax or St. John.

## Grain Inspection.

The Montreal Board of Trade have advocated that grain inspection shall be done under their supervision. In fact at their last meeting the recent Government amendments met with their approval, provided the Board of Trade should have charge of the inspection. Should it happen, however, that the recommendation did not meet with the approval of the Government, the council of the Board of Trade will support the amendments to the bill suggested by the Montreal Corn Exchange Association, in so far as they relate to the making of the appeal of the survey board final. W. I. Gear and R. Munroe were deputed to see that the recommendations re grain and other matters were submitted to the Commission on Transportation, which was holding sessions in the board rooms on June 6 and 7. Word was received from George E. Drummond that he would sail for home on June 11.

## Elevators at Port Arthur.

The new Canadian Northern elevators at Port Arthur are ready for handling grain. The two new buildings give the C. N. R. a storage of seven million bushels, and the two working houses will be capable of handling two million bushels of grain daily. The storage houses are built of tile and steel, and are entirely fireproof.

## Cereal Notes.

At the annual meeting of the Woodstock Cereal Co., Woodstock, on June 3, the following officers were re-elected. President, D. R. Ross; vice-president, A. J. McIntosh; secretary-treasurer, J. M. Ross.

# YOU CAN SAY

To Your Customer

what a New York Analyst said of his own accord about

# SWISS FOOD

NAMELY :—

“Judged simply upon its own strong merits, and from the viewpoint of the trained hygienist ‘SWISS FOOD’ deserves the heartiest praise that any health publication can bestow upon a deserving food article, whose wholesomeness and nutritive value has been thoroughly proved by the most scientific tests. No better, purer, more appetising or more wholesome food product could be asked for than ‘SWISS FOOD.’ In every essential feature it is most excellent.”

In packages only.  
Never sold in bulk.

Has endured for many years.  
Worthy of every grocer's co-operation in its larger use.

## P. McINTOSH & SON

Millers and Manufacturers

TORONTO

## SHREDDED WHOLE WHEAT BISCUIT AND TRISCUIT

SCIENTIFICALLY-PREPARED FOOD  
MADE OF THE WHOLE WHEAT.

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

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

For information and prices address...

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

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

THE

## “VAMPIRE” Spiral Flycatcher



5 cts.  
each

Clears the house of flies.

THE “Vampire” Spiral Flycatcher consists of a small, closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end the Spiral is elongated and forms the most effective Flycatcher known.

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. No POISON. No LEAKAGE.

LABELS IN ENGLISH OR FRENCH.

SEND FOR FREE SAMPLE.

SOLE MAKERS :


**KAY BROS., Ltd., Stockport, England.**

SOLE AGENTS FOR CANADA :

**The LEEMING MILES CO, Limited, Montreal.**

STRONG DURABLE LIGHT

THE BEST MADE



POROUS AND CHEAP

FOSTER'S STANDARD POT

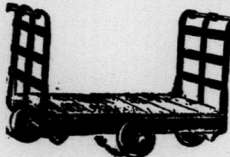
The FOSTER POTTERY CO. HAMILTON. ONT. Limited

New and Second-Hand Machinery, Engines, Belting, Pulleys, Factory Equipment, Etc.

Any readers of this paper wanting any of the above goods may have an advertisement inserted free in HARDWARE AND METAL, the machinery weekly newspaper of Canada, by enclosing this notice. Address—

**HARDWARE AND METAL**  
 Montreal Toronto Winnipeg

**TRUCKS**  
 for Warehouse and Factory.



Save You Money  
 Do Men's Work  
 Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.  
 Factory, Ontario Street, Temple Building, MONTREAL.

**FLOUR FEED CEREALS**

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

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents, Manitoba Blends, Pure Manitoba.

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

"Matchless" Feed.

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



**PENITENTIARY SUPPLIES.**

SEALED TENDERS addressed "Inspectors of Penitentiaries, Ottawa," and endorsed "Tenders for Supplies," will be received until Friday, 24th June, inclusive, from parties desirous of contracting for supplies, for the fiscal year 1904-1905, 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.

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 31, 1904. (25)

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.

**No Money in Soap**

Perhaps you are right—  
 but do you know

**Mrs. Dooley's Laundry Soap**  
 — The Borax Soap ?

No lost money in this soap. You sell your customers a Soap that will be asked for regularly afterwards, and each sale means 10 per cent. extra for you—worth having is 10 per cent.

Ask your wholesale grocer for Mrs. Dooley's Laundry Soap.

THE  
**Metropolitan Soap Co. LIMITED**  
 TORONTO.

HAVE you noted the newspaper advertising we are doing to help you sell

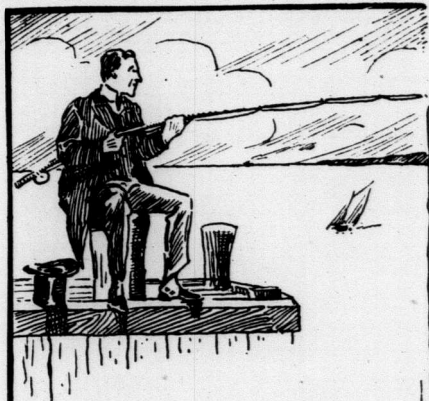
**Orange Meat?**

Give an order through your wholesaler.

Single cases, 36 15c.-pkgs., \$4.50.  
 5—10 cases . . . \$4.40.  
 Freight paid.

**THE FRONTENAC CEREAL CO., Limited**  
 43 Scott St., Toronto.

MANUFACTURERS' AGENTS AND BROKERS.



**Just like fishing**

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade cast your line where all the good grocers in Canada congregate every week—looking for bait to build up their businesses with—in THE CANADIAN GROCER. But

Suppose results don't come at fust  
What be yew goin' tur dew?  
Take out yewr ad, and kick yewrself,  
An' go ter feelin' blew?  
Uv course yew hain't; yew're goin' tew fish,  
An' bait an' bait again;  
Bimeby some nibbles 'n bites 'll come,  
Then yew 'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

**The Canadian Grocer,**

10 Front St. E.  
Toronto.

232 McGill St.  
Montreal



Department of Advertising Service

TORONTO.

**W. G. PATRICK & CO.,**

AGENTS AND IMPORTERS,  
29 Melinda St., - TORONTO

**W. G. A. LAMBE & CO.**

TORONTO.  
Grocery Brokers and  
Agents.

Established 1885

**W. H. Millman & Sons**

Grocery Brokers  
37 Yonge Street, - Toronto, Canada

Send us your Business

AGENTS FOR  
C. CERONI, Patras,  
INGERBOLL PACKING Co., Ingersoll,  
OLD HOMESTEAD CANNING Co., Picton,  
ONTARIO SUGAR Co., Berlin,  
ROYAL CROWN SOAP Co., Winni] eg,  
TILLSON Co., Tillsonburg.

Get our Prices for CHEESE, BEANS, etc.

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

CALGARY.

Are you  
**Represented in the West?**

If not, write us and get in

**ON THE GROUND FLOOR.**

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

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

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

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG

TELEPHONE { MAIN 125  
" " 467

**Wm. McCann  
Milling Co.**

MILLERS  
AND GRAIN DEALERS

192 King Street East  
TORONTO.

WINNIPEG.

**Dingle & Stewart**

WINNIPEG, - - CANADA.  
COMMISSION BROKERS.

Excellent Storage Accomodation.  
Consign Your Cars to Us.

**PRICE, CHAMBERS & CO.**

SUCCESSORS TO  
CAMERON, GORDON & CO.  
Wholesale Commission Agents  
WINNIPEG.

**EASTERN MANUFACTURERS**

-AND-  
**SHIPPERS.**

All **EYES** are  
turned on

**MANITOBA AND THE WEST.**

**WE**

Represent some of the leading houses in

**CANADA and the U.S.**

**INCREASE YOUR TRADE. WRITE US.**

**NICHOLSON & BAIN, WINNIPEG,**  
Wholesale Commission Merchants and Brokers.

BRANDON.

**THE WILSON COMMISSION CO., Limited**

BRANDON, MAN.

**Commission Brokers,  
Storage.**

Correspondence Solicited.

If you have any snaps let us hear from you.

**40 HIGHEST AWARDS  
In Europe and America**

**Walter Baker & Co. Ltd.**

The Oldest and  
Largest Manufacturers of

**PURE, HIGH GRADE**

**COCOAS**

AND

**CHOCOLATES**



Trade-mark.

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

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### Brazil Tobacco Industry.

IN Brazil tobacco is chiefly cultivated in the Provinces of Bahia, Minas, San Paulo and Para. The Town of Purificacao, in Bahia, is the centre of an important tobacco growing district. The cultivation is increasing, and greater care is taken in the curing.

The common up country method is to pick the leaves from the stalks, dry them under the hut roofs, remove the midribs, and spread them in layers, amounting to from two to eight pounds, for rolling together and binding with back strips.

These rolls are bound very tightly with a cord, and left for several days when the cord is replaced by strips of jacitara, the split stem of a climbing palm, and have a stick-like form one and one-half inch in diameter. They are sold in masas of four to six feet in length, but the tobacco is not considered good until it has fermented for five or six months, when it is hard and black, and shaved off as required for pipes, cigarettes and cigars, the last made with wrappers of tahari bark. The Tapayos tobacco is considered the finest in the Amazon Valley.

The cultivation of tobacco in Brazil began about the year 1600 in the Province of Bahia, and from thence extended to all the other districts along the coast. Among the localities earliest known for their tobacco production was the Lake District of Pernambuco, now the Province of Alagoas, where an excellent quality was produced, which commanded very high prices. During the following century the cultivation increased so rapidly in Alagoas and Bahia that at the commencement of the next century the average annual export had reached 2,857 tons from the latter and 285 tons from the former province. The earliest export statistics available for the whole of Brazil are for the year 1839-40, when the export amounted to 9,472,000 pounds, and the value exceeded \$325,000. In 1879-80 the export was 50,000,000 pounds, of the value of \$3,295,000; in 1880-81, 44,000,000 pounds, of the value of \$3,250,000, and in 1881-82, 52,000,000 pounds, of the value of \$3,400,000.

Though the principal tobacco producing province of Brazil is Bahia, tobacco

of good quality is grown in every part of Brazil, from the Amazon to the Rio Grande frontier.

The methods employed in the cultivation and preparation of the plant are very much the same as they were nearly two hundred years ago.

The land selected for tobacco growing is cleared and the surface worked with a hoe, after which it is marked off into parallel rows about three feet apart, according to locality and the size of the mature plants. In transplanting, the young plants are set from two to three feet apart, and are manured heavily in the pits opened for them.

In gathering the crops planters wait until the plants are fully matured, this being determined by doubling and breaking one of the top leaves. In Bahia and other Brazilian provinces the lower leaf is often picked by itself, and in a few days the next, and so on as long as the plant will develop the lower leaves into what is classed first quality. These leaves are hung up two and two, under cover and across poles, twenty-four hours after picking and sweating.

When it is intended to twist the leaves into ropes they are left hanging

about two days, when they are taken down, carefully freed from the heavy parts of the midrib, doubled in halves, and laid away for the rope twister. This operation requires considerable dexterity, and is generally entrusted to the best man on the plantation. The operation requires a rude windlass, which is slowly turned in winding the rope, which is twisted by hand. A boy is usually employed entirely to hand leaves to the twister. These ropes are unwound and re-wound once or twice a day for a

Each Caddy of

## "Currency" Plug Chewing Tobacco

contains a tag certificate, valuable for premiums, and which will be redeemed at the following addresses:

Premium Dept., No. 210 St. Lawrence St., Montreal  
 " " No. 167 Yonge Street, Toronto  
 " " Cor. Richelieu, St. Claire Sts., Quebec  
 " " No. 87 Bank Street, Ottawa  
 " " Oddfellows' Block (Cor. Princess St. and McDermott Ave.) Winnipeg

Popularize your store and  
make money by selling

# CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

# \$600 A YEAR.

Last week we showed how \$600 extra profit could be made by the grocer who had ambition to go after the cigar trade of his town. No straining of figures, either.

## Our Offer to Every Grocer.

*We send, express paid, 1,000 cigars, assorted as desired, on usual terms. At the end of three months we stand ready to buy back for cash at invoice price any unsold stock.*

It is well to include in any such order **Pebble** for a 5-center, and **Pharaoh** for a 10-center.

**J. BRUCE PAYNE, Limited, Mnfrs.**  
**GRANBY, QUE.**



# T & B

soothes the smoker  
as does a day in  
June.

The 10-cent size  
pleases most.

**GEO. E. TUCKETT  
& SON CO., Limited**

**HAMILTON,  
CANADA.**

**W. B. Reid & Co.**

Wholesale  
Tobacconists,

58 Yonge St., TORONTO.



**The Erie Tobacco Company**  
WINDSOR, ONTARIO.

T. J. HORROCKS, Wholesale Distributor, TORONTO

**RONTO**

**5c. Cigar**

A Success Everywhere

Send in your order by mail.  
Don't wait.

Manufactured by  
**T. J. Horrocks,**  
176 KING ST. EAST, TORONTO.

## The Chamberlain Cigar

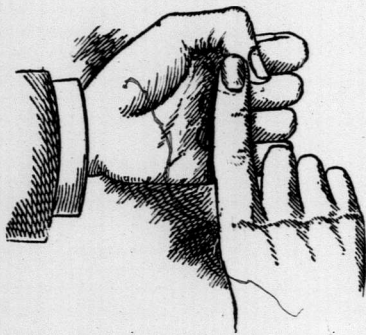
The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

**J. M. FORTIER, Limited**  
MONTREAL.

MANUFACTURERS OF

**Cigarettes and Cut Tobaccos**



### INSIST UPON PROFITS

**McALPIN TOBACCOS** pay the grocer an adequate profit.

Have you ever given our tobaccos a chance?

Perhaps you have not.

It is certainly worth your while, for many grocers once wedded to makes that seemed fixed permanently in popular favor, have found another line—ours—do better work for them, and at the same time, add to their profits.

**McAlpin Consumers Tobacco Co.,**  
TORONTO. Limited,

### BRANDS

#### Smoking—

Tonka,  
Solid Comfort,  
Pinchin's  
Hand-Made.

#### Chewing—

British Navy,  
King's Navy,  
Beaver,  
Apricot.

**UNION MADE**

period of ten to fifteen days, according to the weather, and are twisted a little harder each time. In curing the tobacco grows darker and darker, until it becomes jet black. The juices exuding from the rolls are carefully caught and preserved until the last winding, when, mixed with lard, syrup and various aromatic herbs, they are used to pass the rope through, previous to the final winding. The last step is to cut the cured ropes in certain lengths, and to re-wind them upon light wooden sticks, about two feet in length, the winding being very compact and regular. The rolls are then covered with leather or strong canvas, when they are ready for market. Formerly these rolls were made to weight eight arrobas, or 256 pounds, though rolls of three arrobas were made for the home markets. At the present time the weights vary according to the locality.

**Tobacco Crop of Canada.**

By Ernest Bailey, King-ville, Ont.

HAVING noticed an article in The Canadian Grocer of May 20th, under the heading, "The Tobacco-Growing Industry of Canada," I may say that, on the whole, the subject has been very accurately dealt with, with the exception of one or two statements. For instance, the article says that Ontario raised tobacco to the value of \$3,500,000 in 1900, while the Quebec crop for the following year was estimated at \$7,656,000. Now, so far as Ontario is concerned this would have required about 21,000,000 pounds, at 6c per pound, which was about the average price for that season's crop, while a closer estimate would have been about \$200,000 for about 3½ million pounds.

In this connection I beg to offer you some information concerning the prospects for the coming season. Owing to the short crops and consequent high prices during the past two or three years, it was expected that an enormous quantity of tobacco would be raised this year, in view of which nearly every farmer and many others, who could rent a few acres either for cash or on shares, intended raising a crop, and plant beds could be seen on every hand.

The extreme backwardness of the Spring, however, greatly changed the prospect, so that at the beginning of June, when transplanting should be commenced in order to ensure a heavy crop, there are no plants ready, and the greater portion will not be large enough for at least three or four weeks, even under the most favorable conditions. Unless the Fall proves favorable the season must necessarily be too short for the crop to mature properly.

Moreover, a large proportion of the seed sown failed to germinate, either through the lack of warm weather or the poor quality; so that, in all probability, the tobacco yield will not be any larger, if as large, as that of last year.

**Coloring a Meerschaum.**

THE Western Tobacco Journal offers the following advice on the art of coloring a meerschaum: Don't put a cover on your meerschaum pipe if you want it to color nicely. In smoking a meerschaum, a "top-bowl" should be placed in the pipe bowl proper. This prevents the fire from coming in contact with the bowl. If the fire touches the bowl, it is made "raw," and will not color. Clouded and clear amber "bits" are equally valuable.

Briar root pipes cost about three times as much as briar wood pipes, although many briar wood pipes are sold as the root, and everything, from apple wood up, is nowadays stamped "Real French Briar." All the briar root and wood comes from France. The meerschaum and amber from Germany, where all the good workmen on pipes came from originally, although there is now an American school of such artists.

The art of carving pipe bowls and bits is usually handed down from father to son, by this means the secrets being kept in the family. The carver, as a rule, has to know something of mechanics, too, as he usually has to forge his own delicate tools, with which the work is done. The average mechanic does not understand the work of forging these tools. Some carvers are never able to carve elaborate bowls. They must confine themselves to the smooth, rounded bowls, of which so many are seen. This applies as well to the briar root pipes as to meerschaum. Briar wood is seldom carved. It is not sufficiently valuable.

The art of pipe repairing is the source of considerable revenue, as a smoker reluctantly gives up his well colored bowl, even though to a non-smoker it looks a wreck. An artist in meerschaum will so modulate the curing of a bit of clay, that in the coloration ribbons and streamers of white will appear shining through the glossy brown of the rest of the bowl.

**Canadian Tobacco Standard.**

The report of J. B. Dugas, who went to Belgium in September, 1902, with samples of tobacco grown in the Counties of Montcalm, Joliette and L'Assomption, has been presented to the Provincial Government of Quebec. Mr. Dugas submitted the samples to prominent tobacco manufacturers and dealers both in Belgium and England, and he

Should be in the mouth of every smoker. What? a

**McDougall Scotch Clay Pipe**

Be sure and ask for it, and see that you get it.

**D. McDougall & Co., Glasgow, Scotland.**

quotes at length the criticisms of these gentlemen on the Canadian product. He summarizes the opinions of the experts by stating that they are agreed that with proper attention to the choice of suitable types, to proper sorting, to color, texture and size of the leaf, together with equal fermentation, there is no doubt that Canadian tobacco could be remuneratively shipped both to England and Belgium. In some respects the sorting of the samples was faulty and defective. Proper fermentation would double and treble its value. Mr. Dugas suggests that the Government should aid the tobacco-growers by furnishing them with seed, as at the present time nearly every farmer is raising his own tobacco seed and the quality is deteriorating.

**Italian Tobacco Regie.**

ACCORDING to the report of the Italian Tobacco Regie, which has just been published, the gross receipts for the year 1902-03 were 210,134,225 lire, or 1,548,695 lire more than for the previous year, the receipts for which were also 6,064,570 lire higher than the year before that. In Italy itself 204,594,531 lire worth of tobacco was sold, and 2,581,301 lire worth was exported. The expenditure of the Tobacco Regie amounted in the year 1902-03 to 52,255,251 lire, which, after deducting the amount of 2,601,959 lire still in hand on June 30, 1903, is reduced to 49,653,292 lire. If this is subtracted from the gross receipts in which is included the duty received from tobacco for private individuals, and which amounts to 210,134,225 lire, a net profit of 160,480,933 lire remains.

**Tobacco Riddle.**

Not all tobaccoists perhaps have read this riddle: To three-fourths of a cross add a circle complete. Then let two semi-circles perpendicular meet; Now, let a triangle stand on two feet— Then add two semi-circles and a circle complete.

The answer is:

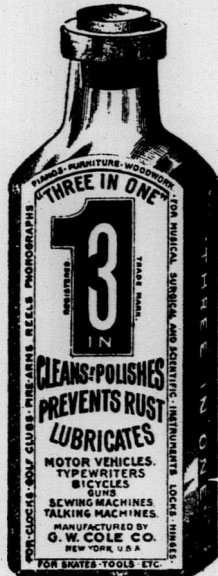
**TOBACCO**

**Tobacco Notes.**

J. A. McDermott is now covering the ground in western Ontario for T. J. Horrocks, and reports large sales for "Symbol" and "Ronto" cigars.



# 3 in One Does It All



CLEANS AND POLISHES  
LUBRICATES WITHOUT GUMMING.  
PREVENTS RUST.

And does each better than anything else.

Dealers make lasting customers by selling "3 in 1"

Sold by Jobbers in

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

## G. W. COLE CO.

141 Washington Life Bldg., New York.



### EVERYTHING FOR THE OFFICE

McCloud's Easily-Adjustable Spring Back Chairs for stenographers, bookkeepers and office men.  
The Perine & Mosely Company "Business System in the Sales Department." Their commercial Routing and Recording System keeps track of customers, agents, and their territory.  
Volkert's Interchangeable Leaf Ledgers. The most perfect perpetual interchangeable ledger system made.  
Gunn's Office Desks. The World's best.  
The Waggoner Watchman Clock. The latest and best saver of time, trouble and money.  
Triner's Automatic Office Scales. Indicate instantly the exact cost of postage.  
Keller's Inks, Sealing Wax, Mucilage and Syphon Ink Wells.  
Whitfield Carbon Paper and Typewriter Ribbons.

IF YOU NEED ANYTHING FOR THE OFFICE, WRITE US TO-DAY.  
THE DOMINION OFFICE SUPPLY CO., - Walkerville, Ont.

## A Store Run With System

is likely to include a

# HALLWOOD CASH REGISTER

The Hallwood depends for its sales upon the sound, independent judgment of the merchant. Of course, good salesmen present the merits of the machine, and if, after that, the merchant finds the Hallwood and the Hallwood System faulty, the matter has to drop.

Not many sales lost where inspection is granted.

WRITE FOR DESCRIPTIVE LITERATURE.

THE  
Hallwood Cash Register Co. of Canada

78-80 King St. E.,  
TORONTO.

1782 Notre Dame St.,  
MONTREAL.



## A DISTINCT TYPE

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

## The OLIVER Typewriter

The Standard VISIBLE Writer.

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

Works in a Whisper

Art Catalogue Free.

THE CANADIAN OLIVER  
TYPEWRITER CO.

156 8 St. Antoine St.  
MONTREAL.

Agents wanted in all unoccupied territory.

# THE OFFICE END

DEVOTED TO THE  
OFFICE STAFFS OF  
BUSINESS  
ESTABLISHMENTS

## CARDS VS. LEDGERS.

**B**EFORE the Birmingham Chartered Accountants' Students' Society, Mr. John Wilson, a director of a large English house, delivered a lecture dealing with bookkeeping by cards. A part of his lecture was as follows:

Permit me at the outset to clearly state I do not claim to be the originator of the card system, but of a card system of bookkeeping. For a layman to address a society of students who are daily in touch with the most expert and up-to-date accountants savors somewhat of egotism. I do not claim to be an accountant, but my long experience of counting-house work has educated me for account-keeping suitable for a large commercial house where there are continuous entries recurring, and with a view of advancing a greater interest in an important section of all commercial enterprise—namely, the “keeping of accounts,” I have always recognized its importance and pressed its claims.

In my opinion, it matters little whether accounts are kept in ledgers, on loose leaves, or on cards; the essential in account-keeping being accuracy, safety, simplicity. If without endangering these essentials I can obtain the same results more readily and so save labor and expense, I am sufficiently radical to try any labor-saving method, or, to use the hackneyed election cry, combine “economy with efficiency.”

1. As to Accuracy.—Because a leaf is loose, instead of being bound in a book, can make no possible difference as far as an actual record is concerned.

2. As to Safety.—I have proved that a leaf can be taken from a ledger and not missed for weeks, months, and perhaps not at all, unless wanted.

Now, a card cannot be taken from a cabinet without being instantly missed. Therefore, I claim that a cabinet of cards, properly managed, and subject to daily checks—only a glance—is quite as safe as a ledger.

3. Simplicity.—There can be no possible doubt that a card can be much easier found than a folio in a ledger, and the calling back from the card much quicker.

Pardon me for a moment taking you through an ordinary posting.

We have here the journal or day-book entry, and find on page 7-783:

Polley and Clarke, Limited,  
66 Corporation street,  
Birmingham, £19 17s 4 1-2d.

The old method is:

Refer to index page.

Find the name and folio, say 2823.

Find 2823 in ledger.

Make our entry: £19 17s 4 1-2d, 7-783 reference.

Turn to day-book, and fill in folio of ledger, 2823.

We have five transactions, and eight figures of reference.

By the introduction of the combination of my card system with the Library Bureau, Addressograph, and Barroughs' Adding Machine, I claim to have saved half the labor of posting, calling back, making statements, addressing the envelopes and balancing the ledgers.

Example:

Polley and Clarke, Limited,  
becomes 2823.

The spelling and address has been checked and approved, so once right always right. Get your addressograph link correct and the combination of links to suit your requirements and mistakes become almost impossible if ordinary care is used.

The Addressograph.—To set up a link takes three to five minutes. The first process for a new account seems a little waste of time. This, however, is not so when you consider the process of one transaction only.

For instance, the name repeats itself for index accounts, circulars index, ledger index, heading ledger, heading invoice and envelope, heading statement and envelope, label on parcel, consignment note—at least twelve repeats. If, therefore, you are getting the same customer constantly repeating, the saving is considerable. If you will time the boy at the addressograph you will see how quickly the addressing is done.

2823 Twenty repeats please.

The loose sheets, of course, represent the various stationery.

I think I am well within the mark in saying it takes a fast writer to address 100 envelopes in the hour, and then accuracy is not of necessity secured; this number can be produced from the addressograph in five minutes.

Shall we now consider the ledger?

Who has not longed to give a helping hand when a ledger was “out”? And several who could have helped were helpless because it was “one man, one book.” This difficulty is solved by using the card ledger. You can take it in sections, and put on as many clerks as there are sections, or a clerk to each card if you wish it.

On interviewing customers relative to the state of an account or a dispute, the old-fashioned order of “Bring in the ledger” has passed away. Instead of stopping the ledger clerk or sending him off for a holiday, or to pass perhaps half an hour in idleness while you have the ledger, or worse still, to find a clerk popping in and out like a jack-in-the-box to make a reference or two from his ledger, the new order of things is, “No. 101 ledger card, please!” You have the account you want, the clerk is free to follow his own sweet will—or rather, go on with his work, the customer can look over your shoulder while he discusses the account, without your fear of exposing his neighbor's account on the opposite page.

Early in the month I had the misfortune to be in bed for a few days; some dozen accounts or more re-

**Trade With England**

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

**"Commercial Intelligence"**

(The address is 165 Fleet St., London, England.)

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

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

**NEW TELEPHONE LINE**

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

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

The Bell Telephone Co. of Canada

**You never know**

how many mistakes you have made when you send out your accounts in the old way.

**THE BRIGGS LEDGER SYSTEM**

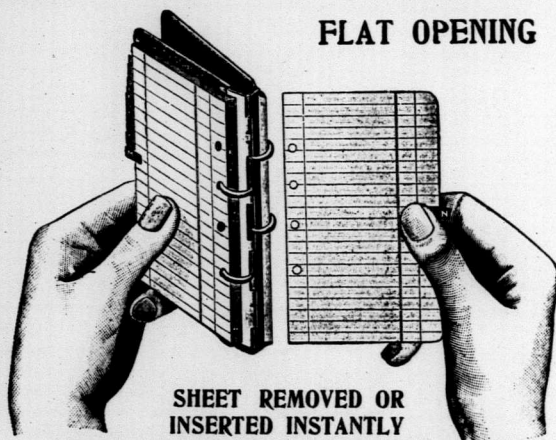
has a three-fold check on every account that is rendered. Your bills are always ready and balanced to date. Based on the English Banking System. Any one can be a book-keeper. Catalogue (illustrated) sent free upon request. Write to-day.

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

75 York St., - Toronto, Can.

**TENGWALL LOOSE LEAF PRICE BOOK**

FLAT OPENING



SHEET REMOVED OR  
INSERTED INSTANTLY

SEND FOR DESCRIPTIVE PRICE LIST.

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

quired dealing with as to immediate delivery of goods exceeding the high limit mark. Before a just decision could be given it was necessary to review the working of the account for twelve months or more. Let me give you the alternative under the old rule:

1. A clerk spending unlimited time taking copies of the accounts; or,
2. Loading up the ledgers and carting them to me! The poor invalid groans under the ledger on his bed! The work at the office ceases until the return of the cart!

This is now changed; we are under the dispensation of the card system. The clerk waltzes gaily into the room with a dozen or more ledger cards some few ounces in weight; the bed-stricken one, without even raising himself on his pillow, reviews the position of the account, gives a fair and wise decision, and so once more mind prevails over matter, or, in other words, cards triumph over ledgers. This, however, may be criticized as theory, and it has truly been said: "One ounce of fact is worth pounds of theory"; still, theory must come first, hence I have taken it in order. We will now take a few facts:

I have here a perforated sheet taken from a book, on the left-hand side of which are particulars of nineteen departments. Instead of posting from a book in which there are twenty-one pages of detail, I distribute the book by tearing out the perforated portion, so that the eight sections of the business can be posted at the same time. There are fifty-one postings to be done, and I will ask the ledger clerk and his junior to post fifty-one items—the actual transactions of a portion of a section for one day. Will you kindly time them during the work and I will go on talking. I make the time 7:12.

My past experience has been that to refer to a loose index, post and call back fifty postings, took twenty-five to thirty minutes, or say 1,500 postings and calling back was a good day's work for ledger clerk and junior, and then when ledgers came to be balanced you sometimes found a mistake—but where? Somewhere in the book, certainly, but where? Now with the cards you have the accounts disconnected with the other accounts, and know for a certainty that the error must be on the cards out of the cabinet, not those in the cabinet. In calling back a ledger you have to repeat the process of finding folio after folio; with the cards they are in order, and called back much more quickly. I admit the cards have to be put away again, but this is a small matter, as you will see when the junior comes to that process.

**COMMERCIAL LAW.**


**F**REQUENTLY business men have need of the services of lawyers in centres other than their own. Whether for legal representation, the organization of companies, searching titles to property, watching the interests of creditors or for the collection of accounts it is generally wise to be in close touch with a reliable legal firm who are "on the spot." For this reason, merchants should often refer to the legal cards on another page. The firms whose card are inserted are reliable and capable of any work required of them by readers of this paper.

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

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

<h2>Educational Department.</h2>		<p>The following institutions for the education of business men's sons and daughters are recommended by this paper:</p>	
<p>Learn the Law about <b>Joint Stock Companies</b></p> <p>To-day a large percentage of the world's business is done by joint stock companies. <b>Wouldn't it be worth while to know all about Joint Stock Company Law?</b> Nearly everyone needs the knowledge of it in business life. <b>We teach it by Mail at a small cost.</b> Write for information about our course in Joint Stock Company Law.</p> <p style="text-align: center;"><b>CANADIAN CORRESPONDENCE COLLEGE, Limited</b> TORONTO, CANADA.</p>		<p style="text-align: center;"><b>Western Business College</b></p> <p style="text-align: center;">Cor. College and Spadina avenue, <b>TORONTO.</b></p> <p>Thorough courses in Bookkeeping, Stenography, Typewriting and Penmanship; individual instruction. <b>A. J. HOARE, Principal.</b></p>	
<p style="text-align: center;"><i>Typewriting.</i></p> <p>Bookkeeping and Shorthand are sure stepping-stones to success. Teachers who have had practical business experience teach these branches in</p> <p style="text-align: center;"><b>THE WILLIS BUSINESS COLLEGE.</b> A school of genuine merit. Send for our beautiful catalogue. <b>S. T. Willis, Principal, Cor. Bank and Albert Sts., OTTAWA.</b></p>		<p style="text-align: center;">1889.</p> <p style="text-align: center;"><b>The Belleville Business College, Limited,</b></p> <p>Business firms get the best results by applying to us 10 days before vacancies occur in their employ. See Catalogue pages 21, 27, 33, 41.</p> <p><b>J. A. Tousaw,</b> Secretary. } <b>BELLEVILLE, ONTARIO.</b> } <b>J. Frith Jeffers, M.A.,</b> President.</p>	

**TORONTO'S QUICK AND SURE PRINTERS**



We do all kinds of good printing cheap. Let us handle your next order and you will be satisfied. Latest styles in Type and Borders. Everything up to date.

1,000 LINEN LETTERHEADS THIS MONTH, \$2.50.

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

**ADVERTISE YOUR BUSINESS**

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

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

## HOW A CASH BUSINESS WAS STARTED

CASH in the grocery store is the theme of an article by Fred Harris, of Mattoon, Ill., in which he explains how he introduced a cash system into his grocery store, and this is how he tells his story:

Our business is now strictly cash. Everything is paid for before it leaves the store or goes C. O. D. Our system in regard to checking C. O. D. orders is almost perfect. We have a place for everything and everything in its place. We believe in and practice system, always remembering the words, "Do it now"—not to-morrow or after awhile. Do it now and get it off your mind, so you will be ready for the next thing that comes up.

I worked for my father until I was twenty-one, at which time he retired from business in comfortable circumstances. I bought his stock, paying for it as I could with 7 per cent. interest on same till paid. When I took the store I didn't have a dollar, but I managed to pay for it all, \$2,200, in just thirteen months, and \$80 interest besides. I had worked for him for eight years. He conducted a credit business, and after taking the store I did a credit business for six years. Now I have done a strictly cash business four years, and can't begin to tell you how much better I like it. I made money in the credit business, but I had my losses, too, just as most all my brother grocers do.

### Days of Worry.

There were days I wished I had never seen a grocery store and worried, just as thousands of credit grocers are doing to-day. Then came a time when persons whom I considered my best friends began to take advantage of the bankruptcy law and get the better of me. That put me to thinking, and I decided to wind up the credit business at once and forever. My store was seven blocks from the heart of the City of Mattoon. I changed my system. I moved to the heart of the city, and have been at this location four years.

When I made the change I had some very fine credit trade, but I made up my mind to conduct a strictly cash business. I sent out a thousand letters telling people I was going to make the change, advertised largely in all the home papers in advance of my change,

and gave a swell opening by serving coffee free to everybody for three days. The opening was a grand success, and the store has been continuously successful ever since. When I made the move it made some of my old customers sore, and many predicted my failure on the cash plan in from two to six months. Some fairly laughed at me and said a strictly cash business in a credit railroad town was an impossibility.

As I had made up my mind to go ahead, I went ahead and I have to-day one of the finest stores in Illinois outside of Chicago. There are forty grocers in Mattoon, and I am the only one doing business strictly for cash. My sales exceed those of any other grocer. My store has been many times complimented, and is called one of the neatest, handsomest and best arranged stores in this section.

We do not solicit orders. We advertise largely and in many ways. We didn't move to this location with the view to sitting down and waiting for trade. We carry a large, complete stock, and every article is guaranteed or money back. Rich and poor are treated alike. A poor man's dollar is worth as much as the rich man's. We advertise in the home papers, send out bills by mail, give pretty calendars, send out sample packages of many foods we handle, give demonstrations in the store and adopt any other advertising plan which appears to possess merit.

### Farmers Can Pay Cash.

I am a strong believer in advertising, especially in a cash business. Good advertising always pays. We have a very heavy C. O. D. telephone business. The drivers always have change and collect at the house. This was new to the people at first, and some pretended to be offended when we refused them credit. These same people are now trading with us and think cash the only system. We make a strong pull for the farmers' trade and find that good advertising sent to the farmer brings better results than to any other class of trade. We show our appreciation of this trade and find it pleasant and profitable. They own their own farms and can pay cash the year round.

In all my advertising I use cuts as much as possible, and from 10 to 150

low prices in most every ad. I put out. Using good cuts makes the advertising much more attractive. We do not try to see how cheap we can sell, but we endeavor to sell the best guaranteed groceries cheaper than they have ever been sold in Mattoon before.

I am highly pleased with my change from credit to cash and never expect to do business in any other way. When the cash system is adopted and you live up to it, you have thrown aside the cares of the grocery business. Brothers who are doing a credit business, be frank—don't you worry and sometimes lay awake nights wondering how you are going to make ends meet? Profits are so small the grocer can't pay unless customers pay him.

I do not advise everybody to do a cash business, but I do advise grocers in cities of over 10,000 inhabitants who have nerve and are not afraid to push ahead to try it and see how much more pleasure, as well as profit, they will find in a cash business. If you can't say "No" to everybody, stay out of the cash business. If you are easily discouraged stay out of it. If you will not advertise never go into the cash business, for advertising is the life of a cash store.

### COFFEE CONSUMPTION.

The amount of coffee consumed per capita in the United States has increased from ten pounds in 1901 to twelve pounds in the present year. The United States is third country in the world in point of consumption of coffee per capita, Denmark being first, and Holland second. The Dutch control the Java trade, and consumed in 1900 seventeen pounds per capita. Great Britain consumes only three-quarters of a pound annually per individual, being a tea-drinking nation.

### WINE AGENCIES.

The president of the Chambre de Commerce in Montreal, A. Chouillou, informs The Grocer that he has received communications from some of the largest wine houses in France, who are desirous of communicating with suitable agents in Canada. The names of these firms will be gladly given to any legitimate applicant for them.



"When in doubt  
Play trumps."  
Sell **SOUTHWELL'S  
JAMS**

None Better—None so Good.

Our price list on request, if you haven't one.

**FRANK MAGOR & CO.,**

AGENTS FOR  
CANADA.

403 St. Paul St., MONTREAL.

# ONE MORE ADDITION

TO CANADA'S ALREADY  
**Enviably Reputation**  
FOR MANUFACTURED GOODS

## LEES & LANGLEY'S WORCESTERSHIRE SAUCE

No Doubt about it: every grocer should appreciate the opportunity to handle this sauce, it shows a big profit and is guaranteed to please.

Drop us a card to-day, or order from your wholesale house.

**AMERICAN COFFEE & SPICE CO.**  
TORONTO.

### Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 9, 1904.

#### JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	\$0 40
" 4 " " "	0 75
" 3 " " "	1 25
" 2 " " "	2 25

#### OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1 lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

#### ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal-Dime	\$ 1 00
" 1 lb.	1 60
" 6 oz.	2 25
" 1 lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

#### Cleveland's—Dime.

Sizes.	Per Doz.
Cleveland's—Dime	\$ 1 00
" 1 lb.	1 50
" 6 oz.	2 20
" 1 lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

#### "VIENNA" BAKING POWDER.

Sizes.	Per Doz.
"Vienna" Baking Powder	\$ 2 25
1-lb. tins, 4 doz. in box.	1 25
1-lb. tins, 4 doz. in box.	75

#### BEE BAKING POWDER.

1-lb. tins, cases 4 doz. per doz.	\$2 25
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#### HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case 1 lb.	\$2 40
1 " " 1 lb.	4 75
1 to 5 cases, 5 per cent.	
5 to 10 cases, 10 per cent.	



#### EAGLE BAKING POWDER

Per doz.	
Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

#### Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 15
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size.	0 02 0 10



#### J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.	per lb. 15c
"Sapphire"—14-lb. boxes, 1-lb. pkgs. per lb.	12 1/2
"Union"—14-lb. boxes, assorted, 1 & 1-lb. pkgs. per lb.	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.	



#### JAMES DOME BLACK LEAD.

Per gross	
6a size	\$2 40
2a size	2 50

#### Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" 10 oz., cases, 48 "	3 25
" 16 oz., cases, 48 "	4 25
EAGLE BORAX.	

Cases of 5-doz. 5c. packages	\$0 40
" 5-doz. 10c. "	0 85

#### Brooms.

UNITED FACTORIES, LIMITED.	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	\$4 70
" " " " B, 4 "	4 40
" " " " C, 3 strings	4 10
" " " " D, 3 "	3 85
" " " " F, 3 "	3 55
" " " " G, 3 "	3 20
" " " " I, 3 "	2 85

#### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 12 1/2
Quaker Oats, 2-lb. pkgs., per case.	3 00
Tillson's Oats, 2-lb. pkgs., per case.	00

#### Chocolates and Cocos.

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.	2 25

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

#### Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	\$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, 3 " "	2 40
5-lb. " " "	14 00

#### W. H. GILLARD & CO.

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

#### IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
4 " "	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 40
2 doz.	16-oz.	3 45
3 doz.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 40
1 doz.	5-lb.	19 50

#### MAGIC BAKING POWDER.

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



# MOLASSES

New Crop 1904  
Barbados.

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

## The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

# Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE  
**SPECIAL OFFERS**  
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

## "Butterfly Brands"

**COFFEE and CHICORY**      ¼-lb.    ½-lb.    1-lb.  
per doz. tins.....      2/3    4/-    7/-

**PURE DUTCH COCOA**  
per doz. tins. ....      4/3    8/-    15/-

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

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

SAMPLES FREE ON APPLICATION.

Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s.....	\$0 40
Mexican Vanilla, ¼'s and ½'s.....	0 35
Royal Navy Rock, " ".....	0 30
Diamond, " ".....	0 25
" " 8's.....	0 28
Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.....	\$1 75
Orange, white and almond, ½-lbs.....	1 00
Confections—	Per doz.
Cream bars, large boxes.....	\$2 25
" " small.....	1 35
Chocolate ginger, lbs.....	3 75
" " ½-lbs.....	2 25
" " wafers, ¼-lb. boxes.....	2 25
" " ½-lb. boxes.....	1 30
FRY'S.	
Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes.....	\$0 42
Vanilla, ¼'s.....	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb. boxes	0 24
Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box....	2 40
" " 1-lb. " ".....	4 50
" " ½-lb. " ".....	8 25
Homeopathic, ¼'s, 14-lb. boxes.....	.....
" " ½'s, 12-lb. boxes.....	.....
Epps's Cocoa, case of 14 lb., per lb. .	0 35
Smaller quantities.....	0 37½

BENSDFORF'S COCOA

A. F. MacLaren, Imperial Cheese Co.,  
Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case.....	per doz., \$ 90
" " 4 " " ".....	2 40
" " 2 " " ".....	4 75
" " 1 " " ".....	9 00

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



Mott's Broma.....	Per lb. \$0 30
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Mott's Prepared Cocoa, ½'s and ¼-boxes	Per lb. 0 28
Mott's Breakfast Cocoa, ½'s 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, ½'s in boxes....	0 27
Mott's Cocoa Nibbs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	1 00
Mott's Confectionery Chocolate.....	0 21
Mott's Sweet Chocolate Liquors.....	0 20
" ".....	0 36

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	Per lb. \$0 38
Vanilla chocolate, 6-lb. boxes.....	0 47
German sweet, 6-lb. boxes.....	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb. tins	0 43
Cracked cocoa, ¼-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's,	3 00
per box.....	.....
Soluble chocolate (hot or cold soda)	0 42
1-lb. cans.....	0 42
Vanilla chocolate wafers, 48 to box,	1 56
per box.....	.....

The above quotations are f.o.b. Montreal.

LOWNEY'S.

Breakfast cocoa—	Per lb.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.45c.	.....
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 42c.	.....
6-lb. boxes, 12 boxes in case, ½-lb. tins. 42c.	.....
Sweet chocolate powder—"Always Ready"	.....
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 32c.	.....

Premium chocolate—	Per lb.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 34c.	.....
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 34c.	.....
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 36c.	.....
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 36c.	.....
Medallion sweet chocolate—	.....
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 48c.	.....
Milk chocolate—	.....
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 40c.	.....
Tid-Bit chocolate—	.....
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 25c.	.....
Vanilla sweet chocolate—	.....
3-lb. bxs. 24 bxs. in case, ¼-lb. pkgs. 32c.	.....
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 32c.	.....
Diamond sweet chocolate—	.....
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs. 19c.	.....

Condensed Milk.

Anchor " brand, cases 4 doz., per case \$5 00	Per lb. \$0 30
" " evap. cream, cp. 4d. " " 4 65	.....



Borden's Condensed Milk Co.  
Eagle " brand..... \$1 50  
Gold Seal " brand..... 1 30  
Peerless " brand evaporated cream. 1 20



"Reindeer" Brand  
Case (4 doz) \$5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

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 25
Ambrosia.....	0 25
France 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 15

JAMES TURNER & CO.	Per lb.
Mecca.....	\$0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12½

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java.....	\$0 25
" " Mocha.....	0 25
"Condor" Java.....	0 30
" " Mocha.....	0 30

15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 31
" " 2-lb. tins.....	0 30

100 lb. delivered in Ontario and Quebec.	.....
Rio No. 1.....	0 15
Condor I. 40-lb. boxes.....	45c.
" " II. 40-lb. boxes.....	43c.
" " III. 80-lb. boxes.....	37c.
" " IV. 80-lb. boxes.....	35c.

S. H. & A. S. EWING'S.

Mocha and Java coffee, in 1-lb. tins, 30-lb. cases.....	32
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases.....	29

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- num bered.	Covers num bered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books.....	3½c.	4c.
100 to 1,000 books.....	3c.	3½c.

For this and every Summer

the safest Starch to sell to your trade is

**EDWARDSBURG "Silver Gloss."**

Every merchant in Canada has found it the standard of all Laundry Starches.

For Cooking **Benson's Prepared Corn**

stands at the head of all.

SEE THAT YOU HAVE IT IN STOCK FOR YOUR TRADE.

**EDWARDSBURG STARCH CO'Y, Limited**

ESTABLISHED 1858

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, P.Q.

**Allison's Coupon Pass Book.**

\$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

**Cane's Clothes Pins.**

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	\$0 62
doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

**Cleaner.**

BRUNSWICK'S EASYBRIGHT

4-oz. cans	\$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

WASHES AND  
CLEANS EVERYTHING.

Wholesale Agents.  
The Davidson & Hay, Limited, Toronto.

**Food.**

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " " 1-lb. tins	1 25
" " " 1-lb. tins	2 25

**Gelatine.**

Knox' No. 1 sparkling	Per gross \$15 00
" " " 6 doz., at \$1 50z.	Per doz. 2 00
" No. 3 acidulated, at \$1 50z.	Per doz. 1 50

**Jams and Jellies.**

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	1 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, 5 and 7 pails to crate	per lb. 0 06
7, 14 and 30-lb. wood pails,	" 0 06

**Pure Fruit Jellies—**

1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ... per lb.	0 06

**Home Made Jams—**

1-lb. glass jars (16-oz. gem.) 1 doz. in case	1 50
5 and 7-lb. tin pails ... per lb.	0 09
7, 14 and 30-lb. wood pails, ...	0 09

**BRAND & CO.**

Brand's calf's foot	\$3 50
Real turtle jelly	7 75

**Licorice.**

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
(fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
"Purity" licorice 10 sticks	1 50
"Purity" licorice 100 sticks	1 45
Dulce large cent sticks, 100 in box	0 75

**Lye (Concentrated).**

GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 70
3 cases "	3 60
5 cases or more	3 50

**Matches.**

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	\$3 50
Flashlight (Parlor)	5 75
Kodak (Sulphur)	3 90

**WALKERVILLE MATCH CO.**

Parlor—	1 case, 5 cases.
Imperial	\$5 75 \$5 50
Best	3 50 3 25
Crown	1 70 1 60
Maple Leaf	1 90 1 80
Knights	4 75 4 51
Sulphur—	
Club	3 90 3 70

**Mince Meat.**

Wetthey's condensed, per gross net

per case of doz. net	\$12 00
per case of doz. net	3 00

**Mustard.**

COLMAN'S OR KEEN'S.

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

E. D. MAROEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins	per lb. \$0
1-lb. tins	" 0 35
1-lb. tins	" 0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 0 25
1-lb. tins	" 0 23
1-lb. tins	" 0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

**Orange Meat.**

Cases, 36 15c. packages... \$4.50

5 case lots... 4.40 (Freight paid.)

Cases, 29 25c. packages... 4.00

5 case lots... 4.00 (Freight paid.)



**Orange Marmalade.**

THE EBY, BLAIN CO., LIMITED.

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

T. UPTON & CO.

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

**Pickles.**


STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints)	per doz. \$2 30
Corked	1 80

**Soda.**

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3 00.

Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.

Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.

Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.

**"EMPIRE" BRAND.**

Brunner, Mond & Co.

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

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

"MAGIC" BRAND.

**"BEE" BRAND.**

No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1/2-lb. "	2 75
No. 3, " { 30 1-lb. " } (60 1/2-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

**Soap and Soap Powders.**

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 30
black	15 30
Oriole soap	" 10 30
Gloriola soap	" 13 00
Straw hat polish	" 10 30


**BABBITT'S.**

Babbitt's "1776" 100 6-oz. pkgs. \$3.50 per box. 5 boxes, freight paid and a half box free.

Babbitt's "Best" soap, 100 bars, \$4.10 per box.

Potash or Lye, lbs. each 2 doz., \$2 per box.

WM. H. DUNN, AGENT.









# New Lamps



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JUN 11 1904

Our line for season  
1904-5 now ready

Send card for  
particulars

**GOWANS, KENT & CO.**  
TORONTO and WINNIPEG  
16 Front St. East

# Crosse & Blackwell

Celebrated  
ORANGE JUICE

C. E. CO.

ONE