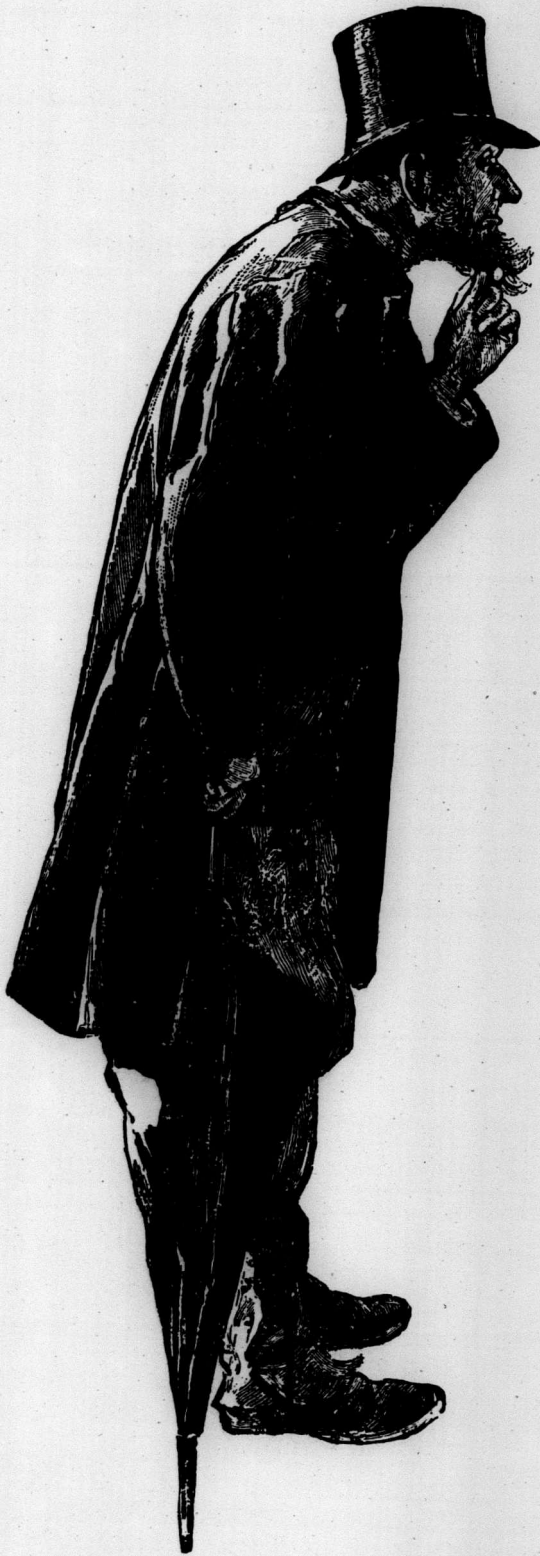


**PAGES
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This Kind Of A Man

does not jump at conclusions—*he investigates!* He is not “a penny wise and pound foolish,” you can rest assured of that. He is not misled into buying new things said to be “just as good” as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You'll find a clean stock in *his* store—nothing unsalable, because “*Standard goods are best to handle.*”

COX'S Powdered Gelatine.

The new Gelatine is **new in form only.** It is Sparkling Gelatine reduced to powder, and retains all its old, good qualities, **with this addition,** that it **dissolves instantly in warm water.**

The “Griffin” Brand California Fruits.

There is but one grade of quality in the “Griffin” brand, **the highest.** And this refers to the growing, the picking and the packing, which is all done right at the vineyards and orchards on the Pacific coast. You get the “Griffin” brand **always** at first hands—there is no tampering with the fruit en route, no short weight.

P. Codou's Macaroni and Vermicelli.

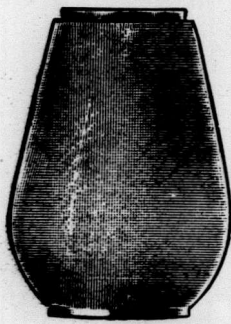
The name P. Codou stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes. It is not alone because only the very best quality of Russian Wheat is used but because of the long experience and consequent great skill of the makers. **They are standard goods.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.



For Sale Everywhere.

ASK FOR

MOTT'S.

James Ewart

MANUFACTURER OF

High-Grade Delivery

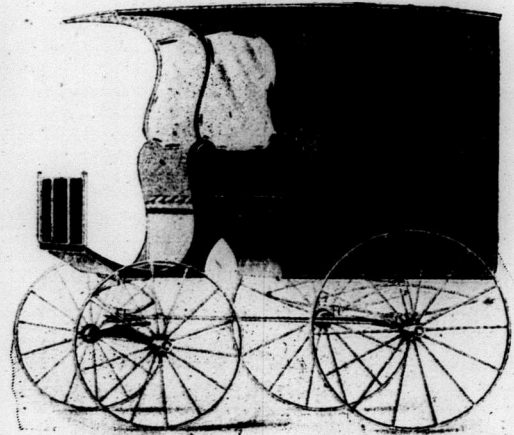
WAGONS

Grocer, Baker, Confectionery, Laundry
Wagons of every description.

257-9 QUEEN ST. EAST
TORONTO.

Write For Prices.

Phone Main 1188.



MERCHANTS

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

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

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT.

Toronto Agency: 156 Bay St.

Montreal Agency: 1782 Notre Dame St.



BRITISH COLUMBIA SALMON.

Maple Leaf,
Lowe Inlet,
Golden Net,
Empress.

Four Perfect Brands.
To Profit and Please.

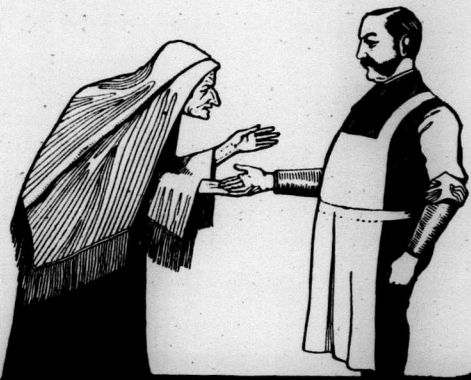
—The New Season packs are well to the front.

—To secure the best brands you must move quick.

—Up-to-date buyers are well a-head.

The British Columbia Packers' Association,

VANCOUVER, B. C.



A Peep into the Future

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

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

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

We believe this system will do as much for you.

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

Ask Dept
M. for
Catalogue.

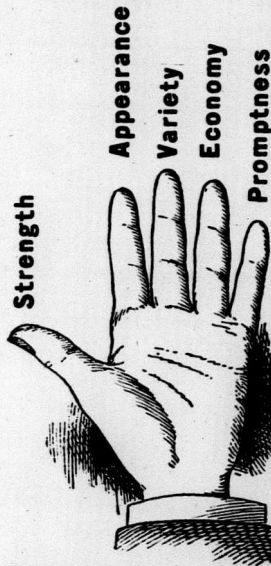
Save three Pennies

DO IT
TO-DAY

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



5 STRONG POINTS.



Wrapping Papers

CONSULT OUR TRAVELLERS OR WRITE US.

DOUGLAS & RATCLIFF

Paper Dealers,
TORONTO.

Best Materials Put Together By People Who Know How.



In a broom quality seems everything, but good, careful workmanship also counts. For nearly half a century we have made a study of "Broomology" with the pleasurable result that all progressive Canadian dealers handle, and all discerning Canadian purchasers ask for

Boeckh's Bamboo-Handled Brooms.

You, as the dealer, recognize that the key to wealth is right buying. We realized this fact years and years ago, since then our highest aim has been to please both dealer and consumer.

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

UNITED FACTORIES,

Head Office: TORONTO.

LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

JAPAN TEA

is a natural leaf, strictly pure and wholesome. The delicious flavor and full strength of **JAPAN TEA** is due to the beautiful climate and rich loamy soil of Japan. It's a tea producing country, and knows how to grow good Tea.

ALL GROCERS SELL

JAPAN TEA.

It's the popular fancy ; in demand by all classes the world over.

Use **Crystal
Granulated
Sugar.**

It is an all-Canadian product and the quality is right.

The Wallaceburg Sugar Co.

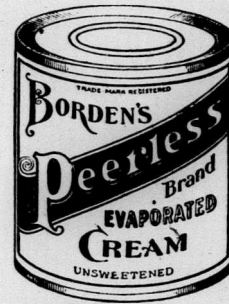
LIMITED

WALLACEBURG, ONT.

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



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



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

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

CONDENSED MILK



The Most Attractive and Popular Brand

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

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver

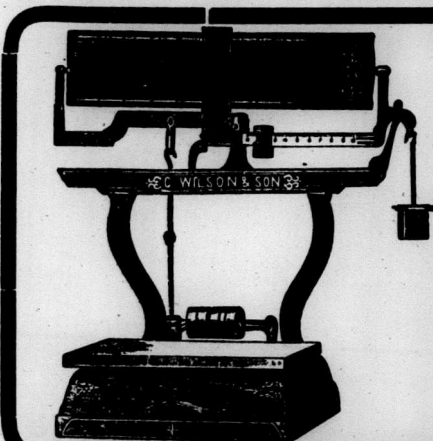
LIPTON'S TEAS

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

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

WRITE TO THE AGENTS—

Laporte, Martin & Cie., - - - Montreal.



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

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

Yours truly,

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

C. WILSON & SON, - - TORONTO.

Buy only —
CEYLON TEA
Black and Green

It's **certain** to please.
It will pay you to sell only **Ceylon**.
Ceylon Tea gives greatest value lb. for lb.

Ceylon Natural Green Tea
is absolutely top. No
other tea can approach it.

With A

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HAVE YOU TRIED

“Montserrat”

Pure Lime FRUIT Juice

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

Obtainable from Grocers and Druggists.

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

EVANS and SONS, Limited,
MONTREAL AND TORONTO.

“The drink that cheers.”

LIME JUICE

LIME JUICE CORDIAL

RASPBERRY VINEGAR

These are some of the most hygienic and refreshing drinks in existence. Grocers should always be well stocked with these drinks.

The **T. A. LYTLE COMPANY, Limited**
124-128 Richmond St. West, TORONTO.

ENTERPRISE on an article is a
Guarantee of QUALITY

ENTERPRISE

FOOD CHOPPERS

Four Knives with each Machine

Sell every Day in Year
GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue *FREE* Order through your Jobber

Bone, Shell & Corn Mill



No. 750, \$7.50

Meat Juice Extractor



No. 21, \$2.50



No. 100, chops 2 lbs. per minute, \$1.50
No. 300, chops 3 lbs. per minute, \$2.25

Cherry Stoners
5 Sizes & Styles



No. 1, \$7.50 doz.

Rapid Grinding & Pulverizing Mills
45 Sizes & Styles for Hand & Power, \$1.25 to 300.00



No. 2½, \$4.75

New York Branch, 10 Warren Street
The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
San Francisco Branch, 105 Front Street

"Where did the Money come from?"

We don't know
We don't care

but we do know that we can give you the only

"Perfection Canister"

and it is the best
the world affords.

Write us about it.

THE DOMINION CANISTER CO.
LIMITED
DUNDAS, CANADA.

One Year's Advertising for **\$1.00**

One hundred forceful, straight-from-the-shoulder ads. for grocers—copy for two ads. a week for a year—for one dollar.

"100 Good Ads. for a Grocery Store" is the title of a book of advertising suggestion for grocers, compiled by W. Arthur Lydiatt, Editor Department of Advertising Suggestion in THE CANADIAN GROCER.

An interesting and instructive article treating with the grocers' advertising proposition is included, together with nearly 100 short, pithy sentences for ad. headlines, show cards, etc.

If you fully realized what a great big dollar's worth this book actually is, you'd hasten to secure a copy before they are all gone.

Sent post paid on receipt of the price—one dollar.

MacLEAN PUBLISHING CO.
Toronto.



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited,

WORCESTER, ENGLAND.

THE CANADIAN GROCER

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

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

TOMATOES

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

New pack Lyn Valley Asparagus, New Pack Canadian Peas, ^{THREE} BRANDS

The F. J. CASTLE CO., Limited,
Wholesale Grocers, OTTAWA, CANADA.

TEA ROSE DRIPS

DON'T FOOL
YOUR CUSTOMERS.

Give them the very best article in its respective line. TEA ROSE DRIPS is the best pure cane sugar syrup made. It will pay you to push it.

ROSE & LAFLAMME, Agents,
MONTREAL.

*Nonpareil
Jellies.*

A Fable.

A cochin-china hen once set for 24 hours on a white china door-knob without hatching as much as a keyhole. In great alarm she called in Dr. Shanghai, who felt her pulse, looked at her tongue and then advised her to get a setting of eggs. "I admire your persistence," he said, "but even persistence may be misplaced."

A whole lot of dealers are almost as persistent in the wrong direction as that hen. It's strange how some of them push poor jellies when they can sell NONPAREIL JELLIES.

ROSE & LAFLAMME, Agents,
MONTREAL.

Aurora Ceylon Japan

A new arrival just at hand to retail at **25 cents**—equal in liquor to a 50-cent tea—and handsome style. The best value you ever had a chance to buy.

Order a sample package. Satisfy yourself and your customers. You'll want more as sure as you live.

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

Wood's Primrose Ceylon Tea

ALREADY WEIGHED. NEVER FOUND WANTING.

An old idea with a new application. We weigh the PRIMROSE TEAS for you. Every package is sealed air tight. There is no mistake. Our Trade Mark guarantees high quality and full weight. Our style of packing makes them the easiest to handle. WE HAVE A SYSTEM to help you introduce them so that permanent trade and profit will result. We wish to correspond with Grocers on this point.

THE CORRECT THING
FOR
ICED TEA.

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

SPECIAL VALUES...

COFFEE and SUGAR

DIRECT SHIPMENTS.

GROCERS' WHOLESALE COMPANY, Limited
HAMILTON.

Correspondence Solicited.



REGISTERED.
Trade Mark.

CANADA BROKERAGE CO., Limited

F. W. HUDSON,
President.

W. F. MORLEY,
Vice-President.

H. T. WILSON,
Sec.-Treas.

Telephone Main 2282.
" Main 870.

48 WELLINGTON ST. EAST,

TORONTO.

**General Agents and Wholesale Dealers
in Fancy and Staple Groceries.**



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Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

House of Commons,

Ottawa, July 20, 1903.

IN an earlier issue we noted an endeavor on the part of the member for North Norfolk (Mr. John Charlton) to improve the existing election laws. Mr. Charlton is ever to be found on the side of morality, and whether he be engaged in "raising the age of consent," in what is known as "The Charlton Act," or one of its amendments, in assisting anti-cigarette legislation, in hastening the death of "The Commons Bar," now for some years defunct, or even as to-day, in an attempt to purify election contests, one thing is certain, the object of improvement is ever in his mind. He is, perhaps, better entitled to the old party name of "Reformer" than is any other man on the Liberal side of the House to-day, and one would never imagine in listening to his full voice, as he exercises it in the use of strong and telling Anglo-Saxon language, that he has passed the age of three score years and ten, by four.

To many of the purists throughout the length and breadth of the land, to whose immaculateness politics is "too dirty a game" in which to take a hand, the average public man appears as one who is not only willing, but even anxious, to evade the election law, and to promote the return of himself or his party by the means of bribery and corruption. Now if these gentlemen who stand afar off, with the pharasaical expression "I am holier than thou" stamped upon their faces, would only mingle in the fray, arraying themselves on the side of purity in the actual contest going on, an immense advantage to all would accrue. The average member of Parliament, for example, detests bribery as truly and as thoroughly as does the man who takes no part in politics whatever. He knows it to be the one thing which can, and often does, cost him the loss of his seat in spite of work well done, and public service of marked merit. There is no use closing our eyes to the fact that under manhood suffrage (for which so much was claimed and by which so little has been realized) there is in eighty per cent. of the constituencies, a purchasable vote of sufficient magnitude to turn the tide of the war. Parties in Canada are

pretty evenly divided after all, in the various ridings, and the capture of one hundred corrupt votes, in a total of five thousand cast, is very likely to give the seat to the successful manipulator. Many things enter into a political contest which make it well nigh impossible for a candidate, however honest he may be in intention, to come through it absolutely without breach of the law, as to bribery, corruption, or undue influence.

* * *

A contest in a constituency is a great number of small skirmishes all over the field of battle. The riding is divided into a number of polling divisions, in each of which some few men stand out as rival leaders. Frequently then there is a trial of strength between these local giants. Bill Jones, who prides himself that he has never cast anything but a Grit vote in his life, has had a row over a line fence with Jim Smith who thanks Heaven that he and his father and grandfather before him have been true to the good old Tory cause. Personal animosity is added to political enthusiasm; the ward is about evenly divided between the parties. It is reported to Bill Jones by some cunning politician that Jim Smith has said that he intends at this election to show him just how little ice he cuts in old division 3, and, at the same time, some equally zealous party man on the other side, desiring to heighten the zeal of Jim Smith, tells him that Jones says that whatever influence he ever did have is reduced to the polling of his own and his hired man's vote. Then the struggle, heightened by the family pride of the women, begins, and Jim and Bill forget all about the election law in a wild endeavor to demonstrate to the expectant neighborhood how little the other fellow amounts to, and how big he himself looms in the public eye.

Take another case. A man has made up his mind that a public office is the thing for him. He knows that to procure the necessary sanction of his party he must show good work done in his particular locality. By "good" work is meant a big vote, not "good" in the sense of election morality, by any means, and once more sinister influences are set at work to produce the desired result. Thus it happens that a candidate who has been elected, as he thinks, in a fair-

ly pure election, learns to his horror that an election petition has been filed against his return, and that he had better throw up the sponge after all his hard work, as the case will surely go against him anyway, and disastrously large costs will be added if he fights it through.

On the other hand, let us suppose that the candidate, not too squeamish himself, has the abiding fear, constantly fanned by his over-anxious friends, that his opponent is out with the stuff, as it is elegantly expressed. He heaves a big sigh, thinks of the depletion of his meagre treasury, and ends by saying, "Well boys, I'm out to win, and if the other chap is after the loose fish, why go ahead and see that we get our share." No, it will not stand analysis, the man who has the most to gain by the absolute and complete banishment of bribery is the candidate himself, and if anyone would invent a process by which it could indeed be done away with, he would have something for which members, irrespective of party, would throw up both hands.

* * *

It is curious to note that in some places electors are quite honest in the selling of their franchise, regarding it as a chattel of which they have every right to dispose, but which once sold must be delivered as surely as a bag of flour or a brace of chickens. A member of the present House tells a story of a man who called at his house after an election contest and throwing a ten dollar bill on his desk said, "That is yours, sir." The member did not even know him, and remarked that he thought that there must be some mistake, as he did not know of any debt between them. The stranger replied, "One of your friends gave me that to vote for you, but on election day I was sick and could not get out, so I have no right at all to it." It is strange indeed how little stringent election laws have done to check the evil. The fact seems to be that the average man does not look upon the taking or giving of money at election time as a sin, but merely as a risk, which party loyalty, devotion to a friend, or even one of the ulterior objects above mentioned, in large measure justifies or even glorifies. Men who are most estimable citizens, regular church members, and

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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




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

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

MORSE BROS., Proprietors, Canton, Mass.

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

strictly honest business operators will, under the excitement of an election contest, do things which, if proved in court, would mean imprisonment and disgrace which it would take years to live down, and which could never be utterly effaced.

* * *

And so we say, "Good luck, John Charlton and the eight who are laboring with you on the purity committee, as it has been nick-named in this land of nick-names. May you and your friends discover paragraphs, clauses, and sub-sections that will not only threaten dire and dreadful things, but which will, in the working out thereof, be such a real terror to evil-doers that this disgrace will be wiped off the face of our land." Yes indeed, we wish you well, but with past experience of similar effort, and with knowledge of present conditions, we wish rather than hope.

* * *

By the time this appears in print the dailies will have succeeded in pretty well exhausting the interest aroused by the resignation of the Hon. A. G. Blair, and it is no part of our purpose to give a synopsis of his reasons for going out, or of the reasons of the Prime Minister for allowing him to do so. On the other hand, it is impossible to write of the doings of the week without reference to this, the most dramatic occurrence, not of the seven days, but probably since the Liberals have come back to power.

In the case of Mr. Tarte, the retirement took place long before the session began, and when the time arrived for ministerial explanation the whole thing had, to a large extent, been discounted, and only a rather languid interest was aroused. Not so with Mr. Blair, he had just completed the passage of his Railway Committee Bill, a stupendous piece of work, and from his labors, he had undoubtedly emerged with a great reputation still further enhanced. Let unfriendly comment now or later take what form it will, the fact remains that Andrew G. Blair is not only great in his province of New

Brunswick, but great in all Canada, one of the foremost men in Canadian public life to day.

* * *

The issue between him and his late colleagues is clear-cut, it lies in the Government policy with regard to the building of the transcontinental railroad. On one point all are agreed; another trunk line is necessary. But with the manner of the building, and the conditions in general surrounding it, the difference begins. Mr. Blair states that so great is his conviction as to the unsoundness of the Government proposals, that he could not honorably swallow his own opinions in deference to those of his colleagues. If a man has even a strong suspicion that a certain line of policy is inadvisable, he may, in good conscience, bow to the opinion of a number of strong colleagues in whose judgment he has confidence, but when that suspicion becomes conviction there is but one thing for an honorable man to do, and that is what Mr. Blair has done, to resign. With the question of who is right, and who is wrong, we shall not attempt to deal. That will be under discussion for months to come in every paper great and small in Canada, and it will no doubt be the paramount issue, too, in the general election, be that interesting event far or near. But even his opponents must admit that Mr. Blair is not only justified, but even to be praised for having done what other great men before him—the Hon. William Gladstone among others—have done, resigned for the sake of his convictions.

Never in years have the galleries been so crowded as when the Premier arose to make his explanation of the rupture between himself and his late colleague. Peculiar sympathy was felt for Sir Wilfrid because of his state of health. While infinitely better than at the beginning of the session he is still not robust, and it was felt that an incident so painful as this must necessarily be, could not but tell upon him. Mr. Blair himself referred

to this aspect of the case in a way at once courteous and sympathetic. The Premier, however, seemed less affected than did his ex-minister, and carried off the strain of the occasion in a way which delighted his loyal supporters.

Throughout the proceedings were marked by a dignity that did credit to a House of Commons that, young as it is, is not without great traditions, and, as the members, after the sitting, broke up into little animated groups, discussing the events of the afternoon, the opinion was unanimous that, however painful the incident, the pain was minimized by the excellent way in which the main participants, Sir Wilfrid, Mr. Blair, and Mr. Borden, had borne themselves.

One little incident did somewhat mar the general effect. The way in which the irrepressible Mr. Tarte, and that adjective we fancy, will qualify him to the day of his death, injected his personal grievances into the debate. He took occasion to present himself with a few fine bouquets, to disclose some Cabinet secrets, and to take a shy at several of his late colleagues, quoting from The Toronto News an article far from complimentary to Mr. Blair and himself, responsibility for which he tried in a fishing expedition to fix on some one or more of the members of the Cabinet, but without success.

AUSTRALIAN CUSTOMS REGULATIONS.

U. S. Consul-General J. P. Bray writes from Melbourne that the following order has been issued by the Australian Comptroller of Customs:

In view of the number of cases which have occurred in which advertising matter is discovered in packages, though no mention of it is made in the invoice, the acting minister directs that action be taken in regard to all advertising matter not shown in invoices and the goods forfeited by the department. Importers should be careful to see that all advertising matter is shown in the invoice.

The forfeiture applies to the advertising matter in the packet only. Canadian exporters should note this.

Vinegars--"Take your choice."

Barrels and halves of all grades of IMPERIAL including our **Golden Pickling**. English Malt in half barrels. Ballman's French White Wine in demijohns. C. & B. Malt and Tarragon in bottles, also Dandicolle & Gaudin French and Tarragon in fancy bottles.

LUCAS, STEELE & BRISTOL,
HAMILTON.

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

Do You Sell Package Tea ?

SOCIAL TEA is to-day equal to any package tea on the market. You give your customers the best value—we give them handsome premiums. No tea holds trade like Social.

It will pay you to sell . . .

Social Tea, Social Coffee, Social Cocoa,
Social Breakfast Foods.

SOCIAL ENGLISH BREAKFAST 40c. TEA is the best value in Canada. ORDER NOW.

SOCIAL TEA CO., TORONTO.

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

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

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

BROOMS FOR THE MILLIONS

We manufacture from only the best Illinois corn.

NO DYE

NO COLORING

Our corn requires none of this.

Brooms for the home

Brooms for the church

Brooms for the warehouse

Brooms for the factory

Brooms for the mine

Each Broom examined when bunched.

Any culls discarded.

Prices low and profitable to the grocer.

JAMES TURNER & CO.,

Wholesale
Grocers,

Hamilton.

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

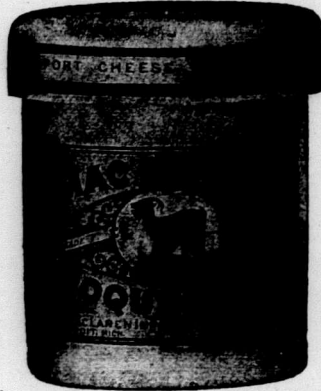
Wholesale Grocers,

Prompt
Shippers }

49 Front Street E.,
TORONTO



OUR JARS
AND LABELS
ARE BEING
IMITATED.



KEEP THEM IN

A COOL PLACE

A
COMBINATION WHICH
CANNOT BE BEATEN IS
MACLAREN'S IMPERIAL
AND **ROQUEFORT CHEESE.**
THEY HAVE REACHED
THE HIGHEST POINT
IN PUBLIC FAVOR, AS
WILL THE GROCER
WHO HANDLES THEM.

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

"STICK TO YOUR LAST."

Editor CANADIAN GROCER:

The condition of the grocery trade in Canada to-day can best be described as "topsy-turvy." The editorial in your issue of July 10 is opportune, and the note of warning should be heeded by those eager to rush headlong into another man's business. I remember seeing somewhere a picture of men fishing from two banks of a stream and each casting into the opposite water; it would aptly illustrate the attitude of certain grocery firms who are reaching across to the other man's preserves and neglecting their own possibilities. The jobber is striving to become a manufacturer, also a broker, and possibly eventually a retailer; the retailer, by co-operating, becomes his own jobber; the broker turns wholesaler, and the tendency of the manufacturer is to deal direct instead of distributing through the jobber as formerly. The consequence is that business is all disjointed, each man striving to work a branch of business that he does not thoroughly understand, and necessarily cannot perform to the best advantage. Each branch is a special business of itself, and is a necessary component part of the distributive machinery. The man who strives to be a Jack-of-all-trades is seldom master of any. Specialization is a necessity to good service, and must eventually prevail. Let the cobbler stick to his last.

"COBBLER."

Hamilton, July 15, 1903.

SUGAR FACTORY PROPOSED.

A Michigan man, who is alleged to have money, is desirous of starting a beet-sugar factory in Western Ontario. He is in communication with Galt and is inquiring for information as to the prospects for a free site, exemption from taxation and local stock subscriptions.

BEET SUGAR PLANT FOR PETERBORO.

A HANDSOME factory is being put up in Peterboro, by the Peterboro Sugar Co., Limited, for the purpose of manufacturing beet sugar on a large scale. The main building, the foundations of which are now in, will be a substantial structure, of architectural beauty, possessing the latest and best economic features of a beet sugar factory. It will measure, in all, 340 feet long by 110 feet wide. The foundations and walls throughout will be of concrete. The running capacity of the factory is



"UPTON'S"

**Jams and
Jellies.**

YOUR CUSTOMERS WILL NOT LET YOU FORGET THE NAME, IT BEING A HOUSEHOLD WORD WITH THE BEST PEOPLE OF THE LAND.

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

roughly estimated at about 550 tons of beets per day. This year the company intends to handle only some 50 tons daily, but by next year it will take care of 75,000 tons or more. Canada has now only four factories in operation. All of these are in Western Ontario, and as statistics go to show that it will require thirty factories, each of a 550 ton capacity, to supply the demands of Canada's sugar eaters, we can easily stand a few more enterprises such as The Peterboro Sugar Co., Limited.

THE CANADIAN BROOM CO., LTD.

The Canadian Broom Company is one of the latest industries to be established at the Capital. The company secured a charter some six weeks ago and is now in full operation. Their factory, shipping room and offices are located at 400 Wellington street, Ottawa. The factory is fitted up with the latest and most modern machinery, and none but skilled labor is employed in the manufacture of their product. The quality of the goods manufactured is pronounced by good judges to be unexcelled, and their goods meet a ready sale in all quarters. The company have contracted in advance for one year's supply of material and secured most favorable terms, thereby ensuring a uniform price to customers. A staff of travellers are now on the road taking orders and are meeting with success right along the line. The management of the factory is in the hands of a man who understands every detail of the business and the prospects of success are considered very rosy. The company believe in the efficacy of advertising and their advertisement will appear in each issue of THE CANADIAN GROCER, hereafter, where it may be consulted with profit by those interested in the sale of brooms, whisks, brushes, etc.

DOMINION FISH CO.

The Owen Sound Times is authority for the statement that The Dominion Fish Co. will make Owen Sound their headquarters hereafter instead of Warton. The reason given for the change is the convenience for shipping.

HOW OLIVE OIL IS ADULTERATED.

Marseilles is the great market for olive oil. Yet how little of so-called olive oil is genuine is proved by the fact that last year that town imported 2,900 tons of cottonseed oil and 107,000 cwt. of peanuts. The latter yield an oil resembling that from olives.

HOP PRODUCTS EXCLUDED FROM AUSTRALIA.

Word has been received from U. S. Consul-General J. P. Bray, Melbourne, Australia, that an order-in-council had been issued in pursuance of the Customs Act, placing among articles, the importation of which into the commonwealth is forbidden, hop aromas, hop oil, hop extracts, hop flavors and hop bouquets, whether simple or compounded in any manner with other material used in any brewing process or for addition to beer.

Arriving

Next Week

New Season's

CHOICEST

**"MAY
PICKINGS"**

JAPAN

TEAS

Half-Chests and Caddies.

The **DAVIDSON & HAY, Limited**

**Wholesale Grocers and
Importers,**

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Cause of Inferior Cheese.

AT the meeting of the Brockville Cheese Board a week ago yesterday an interesting discussion arose over the complaints recently heard as to the inferior quality of the cheese being shipped this year. The trouble was being ascribed to the poor nature of the box when Inspector Publow arrived on the scene.

The latter was called to the platform, and said that 90 per cent. of the present bad condition of cheese was due to the quality of milk brought to the factory by farmers. The patrons of factories should clean up the whey tanks and factories, as under the conditions as they are to-day, no instructor could have the finest cheese. If the factorymen would keep the whey tanks and factories clean and the farmers look after the proper cleansing of the milk cans, the result in the quality of the milk and cheese would be surprising. The whey tanks should be cleaned at least once a week, and if not, there would be symptoms of it in the cheese. Mr. Publow also stated that he had been through the eastern part of the province during the last three weeks, and during all his visits never saw a cheese that he would call fine. They compared favorably with other cheese throughout the country, but they were not the fancy article that was turned out a few years ago. The instructors might just as well be taken off the road as ask them to turn out fine cheese under the conditions. Some of them, he was free to admit, were not first-class men, and would either have to improve or else give way to better men. The farmers were the ones to demand that the cheese was the very best, as the article turned out was theirs, and one of the biggest profits in their business. The buyers were also to blame for accepting the cheese and reporting them to Montreal as O.K. If they demanded the standard set for fine cheese they would be justified in not accepting a box at present.

Analysis of Canned Meats.

ABULLETIN has just been issued by the Inland Revenue Department giving the results of the analysis of 99 samples of canned meats purchased

between April 11 and May 8 from various vendors throughout the Dominion. Of the 99 samples examined, the meat in two samples was quite spoiled, in three others it was slightly spoiled, and the remaining 94 were in good condition. One of the slightly-spoiled samples contained boric acid. With this exception, all samples containing preservatives were found to be in good condition. The only preservative discovered was boric acid, which was found in 21 samples, representing the products of three Canadian firms and one American firm. In no case did the quantity of boric acid found exceed the limit fixed by the British Parliamentary Commission, viz., .05 per cent., and in most cases it fell markedly below that amount.

The Parry Sound Dairy Co.

The Parry Sound Dairy Company, Limited, Powassan, Ont., has been incorporated with a share capital of \$5,000, divided into shares of \$100 each, to manufacture and sell butter and cheese. The provisional directors are J. J. Durrell, John Hogan and Owen Gough, all of the township of Himsworth, Parry Sound.

Precarious State of German Dairy Industry.

Cheese-making in Germany is principally carried on in the Allgau, a district in the southern part of the Bavarian provinces of Schwaben and Neuberg. From the report of a meeting held by the Allgau cheese makers recently we gather that their industry is at present in a very critical condition, due in some measure to the increasingly keen competition of Dutch cheese in Rhineland, Westphalia, Berlin, etc., but chiefly to the high prices of milk brought about by the establishment of two branch factories by two leading makers of Swiss condensed milk in the best parts of that Bavarian Cheshire. It was unanimously resolved at the meeting that owing to the heavy losses suffered by the Bavarian cheese industry last winter, and the unfavorable prospects of the near future, they would be compelled to demand of the milk purveyors a reduction of 15 to 20 marks per 1,000 liters on their coming Summer quotations, otherwise cheese-

making in the district would have to be carried on with considerable loss.

New Slaughtering Method.

The Butchers' Advocate says that the Belgian Society for the Protection of Animals has lately been discussing the best methods of killing animals, and has at last hit on a system which it is now urging the communal authorities at Brussels to adopt in their abattoirs. The killing apparatus devised by the society takes the form of a mask, in the centre of which is a cartridge charged with an explosive. It is claimed for this method that the cartridge can be made to explode very simply, and that when it does explode a tubular spike is at once driven into the brain of the beast, causing instantaneous death. Trials with the new slaughtering method have already taken place in the abattoirs at Careghem.

Canadian Chickens in London.

The London Canadian Gazette says that Canadian poultry is now capturing the best trade in fashionable London suburbs, the specially bred Canadian chickens having a great demand and retailing from \$1.75 to \$2 per couple. Their highly-finished appearance and flavor has demolished all prejudice on the score of "foreign" produce.

London Prices Current.

The Thomas Nesbitt & Co.'s Prices Current of Irish and Foreign Provisions, London, July 6th, just at hand, makes the following general comments:

Business generally dull.

Butter—Trade slow at reduced prices.

Bacon—Market demoralized. Heavy arrivals of continental and a slow trade has upset prices, and clearances can only be made at low and irregular rates. Irish and Canadian dull.

Hams in fair demand.

Lard—Bladders quiet; pails, etc., very slow.

Eggs—Market fairly steady at quotations.

Cheese—Market quiet.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.



Charlottetown, P.E.I. Canada.

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

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

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

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

SEND FOR PRICE LISTS.

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

SHOULDERS

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

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

Mess Pork, Short Cut Pork, Plate Beef.

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

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

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

The Best

wrapping is the kind to use. Poor quality papers mean loss and dissatisfaction. Our brown and manilla wrapping papers are strong and durable.

MADE IN CANADA

BY THE

Canada Paper Co., Limited

TORONTO and MONTREAL.



REFRIGERATORS Useful to every one. 49 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer,
Montreal, Can.

3167 to 71 N. Dame St.
Write for Illustrated Catalogue.

We do not mean to insinuate that you are bald headed, but if you are and wish to advertise the fact, our air cushion rubber stamps will prove a luxury; you will infer that they print equally well on any uneven surface, this will go a long way to show that your head is level. We invite difficult steel stamp work, and try to please our customers. Have you got one of our catalogues?

Hamilton Stamp & Stencil Works,
Hamilton, Ont.



BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.
HAMILTON and WINNIPEG.

THE PROVISION MARKETS.

TORONTO.

Smoked meats are still meeting with a very satisfactory demand, and lard, though easier, maintains prices of last quotations. There has been a gradual contraction in the values of dressed hogs. We quote:

Long clear bacon, per lb.	8 10	80 104
Smoked breakfast bacon, per lb.	0 14	0 15
Roll bacon, per lb.	0 11	0 12
Medium hams, per lb.	0 13	0 13
Large hams, per lb.	0 12	0 12
Shoulder hams, per lb.	0 10	0 11
Backs, per lb.	0 14	0 15
Heavy mess pork, per bbl.	21 00	21 25
Short cut, per bbl.	22 00	22 50
Shoulder mess pork, per bbl.	18 00	19 00
Lard, tierces, per lb.	0 05	0 05
" tubs	0 10	0 10
" pails	0 10	0 10
" compounds, per lb.	0 08	0 09
Dressed hogs, light weights, per 100 lb.	7 50	7 75
" heavy	7 25	7 50
Plate beef, per 200 lb. bbl.	12 50	12 50
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcasses	6 00	7 25
" medium	5 50	6 50
" common	5 00	5 50
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

ST. JOHN, N.B.

What is most unusual is that clear pork is offered well below mess. The quality, however, shows a wide range. Sales are light and market very weak. Beef, while not weak, tends easier. In lard, the market is still very dull; pure lard is rather lower; in refined, prices have been steady, with a fair sale. Of fresh beef there is a good supply; while domestic was rather easier, Western beef was unchanged. Mutton is low and in limited sale. Lamb improves in quality; the sale is large at quite full figures. Veal is still offered; there is a wide range in price. Pork is little seen. We quote:

Mess pork, per bbl.	\$21 00	\$22 00
" year pork	19 00	22 00
Plate beef	13 50	15 00
Mess beef	12 00	13 00
Domestic beef, per lb.	0 06	0 07
Western beef	0 08	0 09
Mutton	0 05	0 06
Lamb	0 07	0 09
Pork	0 09	0 10
Hamp	0 07	0 08
Shoulder	0 14	0 15
Shoulder rolls	0 12	0 13
Lard, pure, tubs	0 10	0 11
" pails	0 11	0 11
" compound, tubs, per lb.	0 09	0 09
" pails	0 09	0 09
" Fairbank's refined, tubs, per lb.	0 09	0 10
" pails	0 10	0 10

DAIRY PRODUCE.

TORONTO.

BUTTER.—There has been no change in butter quotations since last week's writing, although stocks have continued to accumulate and there is no relief to the situation in England. Russian butter still floods the market and even enquiries are stilled. The quality of butter marketed is good but dealers still complain of the shape in which it is marketed. Cheap imitation parchment paper is one thing complained of. Another is the large amount that is forwarded in tin buckets. These cannot be shipped, and rust when stored. Tubs, or first class prints are preferred. We quote:

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

CHEESE.—Values are reported easier since last week but no break in quotations has been learned of. The situation can only be described as dull with no dawn apparent. The quality is generally reported not to be up to last year's make. One dealer told "The Grocer" that so far as he could see the quality deteriorated with the age of the factory. We quote:

Cheese, large, new	Per lb.	0 10	0 10
" twins, new		0 10	0 10

MONTREAL.

BUTTER.—Market is reported better this week, there being some little more inquiry for export, 18½ to 18¢ being freely paid on the wharf here yesterday for choice lots. Cowansville, on Saturday, 18½ to 18¢ was the ruling price. We quote the local market as follows: Finest creamery, prints, 19½ to 20c.; ditto, boxes and tubs, 19 to 19½c. Finest dairy, tubs, 16 to 17c.

CHEESE.—Market is unchanged from last week's quotation, the buying price in the country remaining the same. The traders would like to hope for lower prices but they do not seem to be able to be gratified, all the exporters being free buyers. Outside boards in Ontario ruled 9½ to 9¢, and Quebec cheese on the wharf sold for 9½ to 9¢. English market is quiet and feeling the effects of the high priced cheese which are now arriving. The local market price is 10½c.

ST. JOHN, N.B.

BUTTER.—The market is dull and prices low; quality offered is good. This is the season of supply. Receipts are not in quantities but are scattered, and retailers and consumers receive many direct shipments.

EGGS.—The price is rather firmer. Local stocks would not supply the market and when dealers went outside they found they had to pay higher prices.

CHEESE.—There are quite free offerings. Prices have gone off rather quicker than was expected. There is no local demand for other than twin. Shipments to England at ruling prices keep market quite well cleaned up. Quotations are:

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

LONDON CHEESE BOARD.

Twelve factories boarded at the London Cheese Market on Saturday afternoon last. The offerings were as follows:

Strathroy	Boxes	145
Chatham Gore		60
Camden		60
Maple Grove		115
Ridge Tree		165
Ballymore		135
Blaushard		170
Devizes		115
Kintore		170
Belmont and Westminster		400
North Street		100
Mapleton		200
Total		1,835

The bids were 9½, 9½, 9 7-16 and 9¢. Chatham Gore sold at 9½c., Camden at 9½c., Maple Grove at 9½c., Kintore at 9½c. and Mapleton at 9¢.

Provision Notes.

Jas. Legault & Cie, butchers, St. Henri, have been registered.

Tully Bros. & Co., creamery, Reaburn, N.W.T., have dissolved partnership.

The Paisley Pork Packing Co., Paisley, Ont., have assigned to Hector Cowan; meeting of the creditors was held on July 24.

A carload of live hogs was purchased in London Monday by Mr. McIntyre at \$5.30 per cwt. Prices, in sympathy with other centres, are expected to go higher.

The New Zealand Government has appointed two experts, one Canadian and the other Danish, at a salary of \$2,000 per annum with provision for residence, to develop her export dairy trade.

PURE CREAM TARTAR



Gillett's

Positively and absolutely the purest

Put up in

1 lb. Paper Pkgs.	1 lb. Cans.	10 lb. Boxes.
1 lb. " "	1 lb. " "	25 lb. Pails.
1 lb. " "	5 lb. " "	100 lb. Kegs.
		360 lb. Barrels.

CREAM TARTAR
on the market.

Order from your jobber.

E. W. GILLETT COMPANY LIMITED
London, Eng. TORONTO, ONT. Chicago, Ill.

When you have any

BUTTER
OR **EGGS**

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

The J. A. McLean Produce Co., Limited
75-77 Colborne Street
Telephone Main 2491. Toronto.

+++++

LARD

+++++



There is one word sadly misinterpreted, that word is "substitute." Because an article is a substitute it is not necessarily inferior. The electric light is a substitute for the candle and the modern flour for the product of the windmill. Our "**Boar's Head**" brand of **Refined Lard Compound** is a substitute for hog lard, and is an improvement on any other frying and shortening medium. Grocers totally unable to sell other brands of Compound with any satisfaction, find that **Fairbank's "Boar's Head"** brand takes the place of every other lard with their customers; then, too, the price is about 2c. less per lb. than hog fat.

Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

Tierces	-	400 lbs.	Pails, tin	-	10 lbs.
Tubs	-	60 lbs.	" "	-	5 lbs.
Pails, wood	-	20 lbs.	" "	-	3 lbs.
" tin	-	20 lbs.			

THE N. K. FAIRBANK COMPANY,
Wellington and Ann Sts., MONTREAL, QUE.

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

COFFEE AND SPICES

Increase Your Coffee Sales.

It has been said, with some suspicion of truth, that the chief difference between Canada and the United States is that you can't get a decent cup of coffee on this side of the line, nor decent tea on the other. What is the cause of this state of affairs? Anyone who has travelled at all knows the wretched concoction that passes for coffee at most Canadian hotels and lunch counters, while at even the most unpretentious house of entertainment across the line one is reasonably sure of a good cup of coffee. Coffee is very much like the little girl with the curl right down her forehead. "When it is good it is very good, and when it is bad it is horrid." Very little coffee, comparatively speaking, is used in Canada. Whether our bad coffee is due to the small amount we use, or use so little because it is so bad, is a conundrum. The answer very probably lies in the coffee pot. Very few people know how to manipulate it, and the best coffee is often made to yield indifferent results.

In any event, this is a line which has not been pushed by the grocery trade, and which has large possibilities. There are few grocers who could not, by a little judiciously exercised energy, double their coffee sales. A reputation for first class coffee is of the very greatest value to a house, not only for the increased trade in that line alone, but for additional custom such a reputation would attract.

To gain such a reputation two things are requisite. First, only really good coffee must be offered for sale. Secondly, care must be taken that the coffee supplied to customers is properly made after it passes into their hands. This is a more delicate matter. It will never do to tell the housewife, or even the cook, that she does not know how to make coffee. She will resent it, the more so the nearer it comes to the truth.

An excellent means of coming at this, however, is to have printed on gummed slips minute directions for making the coffee. Advertise your directions with your coffee, explain them to the customer in selling the goods and see that no package of coffee leaves the store which is not accompanied by explicit directions for making a first class drink.

Every woman is imbued with a desire to try all new receipts that come to her hand and the chances are she will try yours on the coffee. The result will be

gratifying all round. You have won a steady coffee customer and a persistent advertiser of your line. No woman who gets a good thing is selfish enough to keep it to herself. Your best advertiser is a pleased woman.

There is great virtue in specializing, and no more attractive line on which to specialize exists than coffee. It may mean a considerably increased amount of attention and no little persistence, but the attention will pay and the persistence, if intelligently directed, will be amply productive.

Exports From the Straits.

The following are the exports from Singapore and Penang during the first half of July, 1903:

	To U.S. Tons	To Gr. Brit. Tons	To Cont. Tons
Gambier.....	500	200	600
Black pepper.....	175	20	30
Nutmegs.....	5		
Tapioca.....	40	600	450

Total exports since January 1:

	To United States.			To Great Britain.		
	1903	1902	1901	1903	1902	1901
Gambier.....	3,985	7,900	7,420	4,830	5,430	7,235
Black pepper.....	2,465	2,050	3,510	1,275	1,750	1,080
Nutmegs.....	23	222	274			
Tapioca.....	4,120	6,235	4,720	6,690	8,320	6,250

	To Continent		
	1903	1902	1901
Gambier.....	3,240	2,580	3,380
Black pepper.....	2,220	2,960	1,535
Tapioca.....	4,800	3,330	4,570

Rio's Coffee Output.

Next to Santos, Rio Janeiro is the greatest coffee port of the world. Millions of bags are shipped from that city every year, and the chief business of Brazil's vast coffee crop is done there. Rio Janeiro lives upon coffee. The big coffee factories are interesting places. Some of them are as full of machinery as a Minneapolis flour mill. One walks under a network of moving belts through air mixed with coffee dust, and goes through room after room filled with machines for dressing the berries to suit the different tastes of the world. Each market seems to have its particular desires. The Germans, for instance, demand that the husks be on the beans when they arrive in Hamburg. The Germans prefer to do the shelling themselves.

Other countries want their coffee polished. It is shined up as you shine silver, being brushed by the most delicate machines, which do not injure the grain. The coffee which goes to Canada and the United States is sold just as it comes from the plantation, there being no demand here for polished coffee or for any other than that natural in color.

About Cinnamon.

In the early part of the last century, says Planting Opinion, and down to about 1840, the first quality of cinnamon commanded as much as eight shillings (82) a pound, second sorts selling for six shillings (1.50). Until 1833 the cultivation and trade in Ceylon cinnamon remained vested solely in the Government, who maintained a large and costly establishment under highly paid European supervision for the proper care of the fine plantations which yielded the eight thousand bales which then formed the total export of the spice. In the year above named the monopoly was abandoned and the Government sold off their large stocks of the spice as well as their gardens, which have since been cultivated by private individuals. Larger crops and competition with inferior spice from the Malabar coast and China (where an inferior quality of cassia bark is exported to the extent of eleven million pounds) have gradually lowered the value in the home markets, and the best Ceylon cinnamon is now selling at a little more than a shilling (25c) a pound, so that only very well cultivated and carefully managed properties yield an income to the proprietors. Spain is a large consumer of cinnamon for use as incense, for flavoring drinks, and for making chocolate creams. An inferior description of this spice is shipped under the name of "chips," being the cuttings from imperfectly grown cinnamon branches.

The Pepper Tree.

The pepper tree is a member of the anacaid family, known botanically as schinus molle, or mulli, the latter representing, it is said, the Peruvian name of the plant. It is a small tree with ungually primate leaves, the segments being linear, entire or finely saw toothed, one of the terminals being longer than the rest, and all filled with a volatile oil stored in large cells, which are visible to the naked eye and appear like holes when the leaf is held up to the light. When the leaves are thrown upon the surface of water the resinous or oily fluid escapes with such force as to violently agitate them.

The flowers are small and whitish, and are arranged in terminal clusters. They are polygamus, with fine sepals, five petals and ten stamens.

The style is simple, being three cleft. The fruit is a small, globose, pea-like drupe, with a horny kernel enclosing a single kernel.



TEMPTATION



You all know what a heap of trouble poor Eve got into on account of a little apple, when she fell a victim to the temptor's wiles. It was hard luck, but she went into it with her eyes open. They opened wider afterwards when she saw the mistake she had made. ***Eve lacked experience.***

Since Mother Eve made such a bad beginning, the temptor, in various forms, has been continually getting in his fine work on the human family.

For instance, you may be worried and tempted to buy Vinegar—perhaps not a day passes that you are not asked to buy some kind or other—***with all the absolute guarantees attached thereto that the would-be seller can think of.*** He may even say, "***It's just as good as 'Imperial.'***" That's saying a good deal.

EXPERIENCE IS A GREAT TEACHER. This holds equally good in the manufacture of Vinegar. When we began making "Imperial" White Wine, we engaged the best known expert in this line in Canada—installed the most modern and tried machinery—and made **QUALITY** our watchword from the start. ***That quality has made a reputation for "Imperial," and got for us the exclusive business of many of the leading pickle and sauce manufacturers in Canada.***

No risk in handling Vinegar that carries the highest endorsement of the best pickle men in the country.

"Imperial" is clear and sparkling, pleasant flavored, full Government strength, and (mark this) ***fully matured in wood before leaving our factory. To bring out the fine quality in Vinegar it must be properly matured.***

DON'T BELIEVE A WORD THAT WE SAY till you've proven its truth, by comparing "IMPERIAL," with other Vinegars. Retailers who originally handled about five barrels of Vinegar a year—just ordinary Vinegar—now sell 20 packages of "Imperial" in the same time.

**One Quality, 18 to 32
5 Strengths, Cents.**

Sold by First-Class Wholesale Grocers.



MONTREAL RETAIL GROCERS' ANNUAL PICNIC.

WEDNESDAY, July 15th, was a red-letter day in the annals of the Retail Grocers' Association of Montreal. It was a day looked forward to by its members with anticipations of pleasure, and great preparations had been made by the Executive Committee to ensure a happy outing for all; that everybody was pleased at the close of the day's festivities goes without saying, or, as our French Canadians express it, "ce va sans dire."

The day opened dark and lowering; indications of rain, however, do not prevent the grocers from enjoying themselves, and when the special train at Bonaventure station pulled out at 9.30, it had on board about 800 grocers and their friends. The place selected for this year's outing was Ste. Hyacinthe, and when the train reached there at 11 o'clock, the excursionists were met at the depot by Mayor St. Jacques and a brass band. After a hearty welcome had been extended to the visitors by the Mayor, a start was made for the picnic grounds near the race-course. Here a large tent had been erected where luncheon was served at 2 o'clock. President Turner presided, and after partaking of a hearty luncheon and the toast of "The King" had been duly honored, short speeches were delivered by prominent wholesale and retail grocers, and merchants of Montreal and Ste. Hyacinthe. The following gentlemen addressed their fellow-grocers, both in English and French:

Ald. Turner, J. Robertson, V. P. St. Pierre, Ald. N. Lapointe, A. Ethier, M. Trepanier, P. O'Brien, M. Levesque, Ald. Vallieres, N. Chartrand, J. B. St. Pierre, J. G. Trahan, C. Brodeur, H. Raymond and J. P. Dixon. Madame Chartrand was presented with a bouquet of flowers by Ald. Vallieres on behalf of the members of the association.

In the afternoon the chief interest centred around the baseball match and the prize waltz, the former being won by the west end grocery clerks from the north end grocery clerks by a score of 8 to 2.

Following are the winners in the events on the programme of sports:

Quoits—J. A. Rice, 1; W. J. P. Wylie, 2; Hugh McFee, 3.

100 yards, bookkeepers and salesmen of the retail trade—C. L. Harding, 1; A. Gauvreau, 2; H. Allard, 3.

100 yards, drivers and retail grocery storemen—A. O'Brien, 1; J. R. Hutton, 2; G. Neil, 3.

75 yards, boys 10 years and under—A. Daoust, 1; R. Brossard, 2; E. Farrell, 3.

75 yards, girls 12 years and under—M. Manning; 1. A. Parent, 2; E. Levesque, 3; J. Neil, 4.

100 yards, wholesale travellers—A. E. Landry, 1; C. A. Corrigan, 2; E. W. Sullivan, 3.

75 yards, grocers over 50 years of age—P. O'Brien, 1; J. B. Roy, 2; T. R. Collins, 3.

200 yards, beer and ginger ale drivers—M. Jordon, 1; J. P. McEntee, 2; S. Stuart, 3.

100 yards, commercial travellers—E. P. Lalonde, 1; J. McConomy, 2; J. Langlois, 3;

75 yards, girls under 15 years—R. Ripley, 1; A. Broden, 2; D. Neil, 3; L. Brossard, 4.

75 yards, grocers' wives and daughters—M. Manning, 1; V. DeRopentigny, 2; A. Edwards, 3.

100 yards, chairmen of committees—J. A. Menard, 1; A. Laurendeau, 2; E. W. Farrell, 3; P. O'Brien, 4; F. Bigaouette, 5.

75 yards, grocers' sons over 15 years.—R. Walsh, 1; H. Turner, 2; A. Daoust, 3.

100 yards, committee members, chairmen excepted—J. Landry, 1; J. E. Hutton, 2; A. P. Lalonde, 3.

100 yards, grocers' or their employes' sons, 18 years or under—A. O'Brien, 1; R. Walsh, 2; W. Neil, 3.

100 yards, retail grocers—J. A. Seguin, 1; A. Laniel, 2; J. E. Hutton, 3.

100 yards, bread and biscuit drivers—A. P. Lalonde, 1; J. McConomy, 2; R. Fletcher, 3.

100 yards, grocers' special race—J. A. Seguin, 1; A. Landry, 2; J. E. Hutton, 3.

75 yards, men 200 lb. and over—J. U. Archambault, 1; C. Levesque, 2; M. Contant, 3.

100 yards, reporters—J. R. Walsh, 1; J. Fournier, 2; M. DeLabruere, 3.

50 yards, consolation race for women—Miss Blackstead, 1; Miss Collins, 2; Mrs. Lapointe, 3.

100 yards, consolation race for men—M. O'Brien, 1; H. Warren, 2; T. Elliott, 3.

Rifle shooting contest—A. Laurendeau, 1; J. Menard, 2; G. Silcock, 3; O. Berthiaume, 4.

Prize Waltz—Caron and Mrs. O'Brien, 1; A. Laurendeau and Miss E. Gillet, 2; M. Martineau and Miss Rodrigue, 3; M. Galarneau and Miss Masse, 4.

The manner in which the Montreal retail grocers go about to enjoy themselves on their great day is one that strikes the westerner as decidedly worthy of emulation by the Toronto and Hamilton associations. The number of prominent wholesalers who take an active interest in this outing of their customers is notable. They come out and enjoy themselves as only a thorough French-Canadian can. They seem to have the interest of the trade close at heart and are known by everyone as hearty well-wishers.

To Mr. Dixon, the secretary of the association, special thanks are due for the very active and unremitting interest he displayed throughout the arranging and successful carrying out of the festivities. President Ald. Turner, Ald. Lapointe and Ald. Vallieres also deserve commendation for their efforts. Taking it altogether, a very joyful day was spent, and the weather being fine throughout the day, everyone returned home thoroughly happy and no doubt looking forward to next year's picnic with pleasurable anticipation.

PICNIC NOTES.

A feature, and one that drew a good deal of attention, was the "Red Rose" tea guessing contest for retail grocers. The affair was in charge of Walter C. Gaden, Montreal representative of T. H. Estabrooks, packer of "Red Rose" tea, St. John, N.B. The handsome gold watch, valued at \$75, was won by Eugene Denne, grocer, Rochelle street, whose guess of 3,268 beans was the nearest to the actual figure, namely, 3,278. "Red Rose" tea seems to have caught on here, as everywhere Mr. Gaden was received with "Hello, 'Red Rose.'"

An interested and sociable quartette at the picnic were John Robertson, of John Robertson & Son, the prominent St. Catherine street grocer; R. Solmes, of Solmes & Edwards, University street purveyors; W. Hofmann, agent for White & Co., Toronto, and Geo. C. Silcock, local agent for Geo. Mathews & Co., packers, Ottawa. There wasn't much going on that this quartette didn't see and take part in.

E. J. Cowan, of The Cowan Cocoa Co., Limited, Toronto, and R. Smeall, Montreal Biscuit Co., were also conspicuous by their geniality and popularity.

Mr. Ethier, of Laporte, Martin & Cie, seemed to be one of the most popular participants of the festivities and known by almost everybody present.

A. W. Childs, traveller for Laporte, Martin & Cie, also assisted Mr. Ethier to make things pleasant for their many friends and customers.

Fred. Hughes and Alf. Robitaille, of The Eureka Vinegar Works, were noticeable by the general friendliness and popularity with which they were greeted on all hands.

Nearly every visitor to Ste. Hyacinthe paid a visit to the burned district in the heart of the city. The terrible fire that but lately swept the city left a frightfully bad scar on the face of the beautiful city on the banks of the Yamaska. The enterprising citizens, however, are hard at work, rebuilding, and soon, Phoenix-like, larger and more pretentious buildings will rise from the ashes.

W. H. Steele & Co., Scott street, Toronto, are arranging their stock and purpose having several job lots of pipes and cigars to offer to the trade next week.

Ada M. Tudhope, carrying on grocery business at Ingersoll, under the firm name of Tudhope Bros., has sold out to T. L. Moyer, of Woodstock. The above firm had no connection with the well-known firm of Tudhope Bros. of Woodstock.

CANNED MEATS HOW IS YOUR STOCK ?

SEE OUR TRAVELLERS
FOR
SAMPLES & QUOTATION

THE SEASON FOR SELLING THEM IS HERE. Lots of Grocers are selling lots of them,—making lots of money too.— You'll find it easy if you stock up with the right goods. **WE HAVE THEM. THE LEADERS IN QUALITY AND THE QUICKEST SELLERS ARE**

CLARK'S—LIBBY'S.

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

ADULTERATION OF FOODSTUFFS.

The following appeared in a recent issue of The Montreal Star :

To the Editor of The Montreal Star :

Sir,—The member for St. Ann's Division for the Dominion Parliament must certainly get credit for trying to give us pure gin and whiskey. It is too bad to poison men with bad liquor, but how about adulterated and poisoned foodstuffs? Bad liquor, as a rule, only affects men, while bad foods affect the whole community, and it is strange that Mr. Gallery should confine himself to liquor. We must presume, however, that he knew what he was talking about, and taking it for granted that the proof of the pudding is in the eating thereof, a full meed of praise must be given. Yet after what has already been made public by our own medical health officer regarding the adulteration of pickles and preserves, we were justified in expecting that proper provision would have been made by the Government to protect the public from one of the worst frauds possible to practise. Here we have commercial coffee, peppers, mustard and spices of all kinds containing not more than 30 per cent. of the articles whose names they bear. We have pickles (so-called) with a decoction of acid and water enough to destroy all the teeth in Canada, and thousands of gallons of this same decoction are sold to anybody and everybody for vinegar daily by grocers, and used in eating-houses and oyster stores. Several kinds of vegetables are put up in tins, and sold for preserved fruits, and it is a frequent occurrence to hear of people being poisoned through eating canned tomatoes, fish, meats, etc., nearly all of which is caused by lead-poisoning. Why? Because in the manufacture of cans, far

too much lead is used in the solder with which the cans are sealed. In France (I am informed) not more than 20 per cent. of lead is allowed to 80 per cent. of tin, while in Canada the quantities are reversed, 80 per cent. of lead to 20 per cent. of tin. This could easily be determined by a careful analysis.

Again, we have tea imported into Canada, which is refused admittance into the United States. Because of its inferiority, this tea goes through a process of coloring, and chemicals are added to give it an aroma. It is then palmed off on the public as a genuine article, according to color and smell. It only needs to be put into a little cold water to extract a large portion of the color.

There is probably more tons of young herring put up in cotton oil, sold in Canada for sardines, than there are pounds of real sardines imported into the country, although they are comparatively harmless. Yet the public has a right to know what they are getting. It would take columns to enumerate all the articles in which fraud or deception is practised. And, in spite of it all, the Government votes a paltry \$20,000 for analytical purposes to ensure 5,000,000 of people getting pure food. And most of the amount voted goes to officials having comparatively nothing to do with the real work, which generally consists of analyzing some of the best imported goods. What the public wants to know is, if it is to buy adulterated articles, to what extent the adulteration goes, by having a law compelling the vendor to label all goods showing the amount of foreign matter they contain. The severest penalties should be imposed where fraud is practised.

The Government seems very solicitous about sending bad butter, cheese, or fruit outside the

country, but it apparently does not care a rap about the people in this country. Not only the Government, but the city, should safeguard our interests better in this matter. Regarding liquor, I am sure many will thank the member for St. Ann's Division for his efforts, although, let us hope he is not depending for his future support upon those who only drink bad gin or whiskey. They are usually very changeable during election times, and are not always in the majority. But if the member is successful, no one will object to his labelling his work as usual. We now have the Gallery Park, Gallery Bath, and we shall then have Gallery gin, Gallery whiskey, Gallery rum, Gallery brandy, Gallery beer, etc. It will look very nice on the bottles, and perpetuate the name of a member of this important parliamentary constituency.

W. DARLINGTON.

ANOTHER PORK-PACKING FAILURE.


Still another pork-packing industry in Ontario has been forced to close down on account of financial difficulties. On July 21, The Paisley Pork Packing Co., which was formed three years ago, with a capital of \$10,000, was forced to make an assignment of its business. The cause given by the promoters for the failure is keen competition and the high prices for hogs which have ruled this season. The assignment was made to H. Cowan, of Paisley, and the liabilities are not yet known.

PURE GIN

HERMAN IANSEN, Distiller, under the absolute control of the authorities of Schiedam. : : : : : : : :

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SOLE AGENT FOR CANADA.

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Blue Ribbon Ceylon Tea

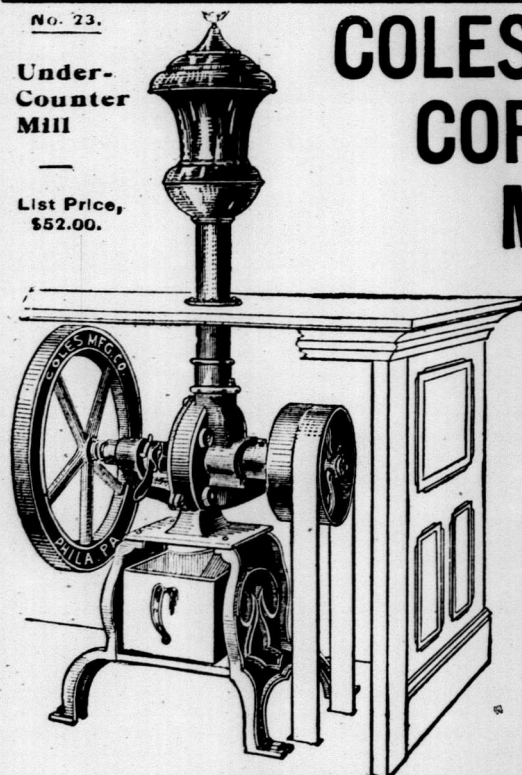
We keep it the best tea in Canada—the tea of quality—and make it worth your while to handle it.



No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.
Our mills will Pulverize without heating Coffee.
Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.
A GREAT LABOR-SAVER.
Our Grinders wear longest.

Agents: TODHUNTER, MITCHELL & CO., Toronto.
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LET US MILL OUR OWN WHEAT.

THE removal of the British corn duties should be a stimulus to Canadian milling. The incidence of the tax, whether intentionally or no, bore more heavily on flour and manufactured foodstuffs than on the unmilled grain. Discriminatory freight rates contributed, in addition, to effect a measure of protection in favor of the British millers by rendering it more profitable to export our foodstuffs unmilled than to grind them at home and export the manufactured product. Now that the freights alone stand in the way, it is to be hoped that this last obstacle to the development of our milling industries also may be removed.

The railroads owe it to the country and to themselves to encourage the milling of our grain in Canada.

About 85,000,000 bushels is the estimated wheat crop from our western country this year. Over 250,000,000 bushels is prophesied within a few years. The milling of that wheat will be an immense industry. Where will this industry be located? Who is to reap the profits therefrom?

Already the Minneapolis millers have

EDITORIAL

become seized of the situation, and appreciate the place Western Canadian wheat is to take in the food market of the world. During the last Winter among others The Washburn, Crosby Co., of Minneapolis, Minn., have taken advantage of favorable transportation rates to bond their mills and grind Canadian wheat for export. The Millers' National Federation meeting at Detroit last month passed strong resolutions demanding reciprocity with Canada so that our wheat may be available at all times. They declare that if they can secure the grinding of Canadian wheat they can control the prices of flour in the world's market instead of finding the Canadian product a competing factor in that market.

It is to the advantage neither of Canada nor of Canadian railways that this dream should be realized. Every bushel of wheat which crosses the line to Minneapolis mills means a loss to the Canadian milling industries and to Canadian trunk lines. The railways and the millers should work together. The capacities of both for the next few years are certain to be taxed to their utmost. The beginning of an industry is often its most crucial period, and Europe should be taught before it is too late to take our foodstuffs in the form of flour. We have the most extensive hard wheat lands in the world. We should become the greatest milling country. Let us begin now by taking advantage of the removal of the British corn duties.

THE AGAMOMERIS CULICIS.

HAIL to the Agamomeris Culicis! At last he has been discovered, and promises to relieve a sweltering world from the noisome pest which fattens on our luscious red corpuscles, and, in grate! injects in return the deadly malaria microbe.

The Agamomeris Culicis, as everyone knows, is not a new claimant for the Servian throne; but an able-bodied, hard-working parasite which preys upon the ubiquitous and enterprising scourge of these Summer evenings, the Jersey mosquito.

Science has devised various schemes for circumventing the wily mosquito and compassing his death. A year or two ago

The Canadian Grocer

petroleum spread over their breeding places was announced as a sovereign remedy. But the ingenious insects used the stuff to lubricate their wings, and the century biting record was lowered in no time. It has even been hinted that The Standard Oil Co. launched the oil remedy in order to unload an overstocked market.

But as to the Agamomeris Culicis there can be no reasonable doubt. Dr. Charles Wardell Stiles, of the U. S. Public Health and Marine Hospital Service, is his sponsor, and warrants his protegee to be of unimpeachable lineage. He comes of a fighting race, moreover, and can be counted upon to kill millions of mosquitos each year.

It is proposed to encourage the Agamomeris Culicis by means of artificial propagation for a few years, at the end of which time it is hoped he will be able to hold against all competitors. For indeed even a parasite has to meet non-union competition. As sung by the poet:

Big bugs have little bugs
Upon their backs to bite 'em,
Little bugs have lesser bugs,
And so ad infinitum.

GROCERY TRAVELLERS' VACATION.

IT is with great interest and a decided degree of satisfaction we learn that the endeavor to secure a uniform date for the grocery travellers' vacation is now an accomplished fact. This has been a movement keenly advocated by this journal for some time past, and one which there is every reason to believe will be to the advantage of all concerned.

It will be a comparatively simple matter for the retailer, when he knows of the arrangement, to control his orders accordingly, and one in which he will be found to readily acquiesce. And the "men-of-the-road" on their part can revel in two weeks' undisturbed enjoyment, knowing that the ground is clear from all intrusion, whilst the wholesalers, all being on the same platform, cannot possibly be losers, and their unanimity will be hailed with pleasure by all concerned.

We are hoping to publish in our next issue a full list of those houses whose travellers will be on vacation on the fixed dates, viz., August 1 to 15, inclusive, and which, we understand, comprise all wholesale houses in Toronto and west.

FRAUDULENT FOOD STUFFS.

THE subject of adulteration of food stuffs is of vital interest to all grocers, as they are the distributors of household necessities. The matter has in past years been brought spasmodically to the attention of the trade, and at various times the Federal Government has attempted to investigate existing conditions, and health officers have pounced upon and punished innocent merchants. The trouble is that the authorities have sent out detectives into the wrong quarters, and instead of going to the fountain-head of adulteration, the manufacturer, have visited punishment on the innocent grocer.

It is regrettable to have to state it, but the fact is that Canada is not free from the curse of unscrupulous manufacturers who foist upon the public their spurious wares. To such an extent has this been done that the conscience of some of the manufacturers seems to have become dulled and the word "pure" assumed such an elasticity that it is now without value.

Everything is branded "pure." "Pure" pepper is in many instances only pepper shells or husks. "Pure" cocoanut is paraffined to death. "Pure" catsup is nothing but colored tomato pulp, and "pure" jam is apple juice, turnips, glucose and coloring, etc., ad infinitum. "Is there anything pure?" The question may well be asked by the dealer.

When one thinks of what one has to eat it is appalling, and the only thing to do is to take everything on faith until our Government wakes up and enforces a stringent Pure Food Law. A rigid inspection of every factory where dietary articles are prepared is absolutely necessary.

It is to the credit of a few houses that they have realized the necessity of making only absolutely pure goods and inviting an inspection of their factory and processes.

We print in another column a letter which appeared in The Montreal Star last week on the subject of "Adulteration of Food Stuff" and would advise careful perusal. While a few local references are made in Mr. Darlington's communication, the majority of the statements contained therein will apply equally to the trade generally. Mr. Darlington's arraignment

of the Government, though severe, seems to us justifiable, and it is to be hoped that some action will be taken to put a stop to this unscrupulous and injurious method of providing dietary articles for Canadian consumers.

PROFIT-SHARING EXPERIMENT.

MR. R. A. BARTLEY, a wholesale grocer of Toledo, Ohio, has decided to take his employes into partnership on a profit-sharing basis. The employes will in addition to their regular salary receive a share of the profits of the business so long as they remain with the firm.

The profit-sharing system, as a remedy for the admitted defects of the wages system, has received considerable attention of late and no end of comment pro and con. The most conspicuous example of successful profit-sharing was that of Leclair, the celebrated Parisian decorator, who in the middle of last century conceived and carried out the scheme of sharing the profits of his business with his workmen. In a short time through the improved care and workmanship of his men, who were now financially interested beyond their day's pay, he secured complete control of the Parisian trade. Although the master mind has long since passed away the firm is still in existence and successful operation.

In the wake of Leclair's enterprise, various profit-sharing plans have been spasmodically adopted, but the success which has followed these experiments has not been such as to warrant any general rules being laid down. The cases of failure are about as numerous as those of success.

On the other hand, from an examination of recorded experiments in profit-sharing, it will be found that where the workmen are of the average degree of intelligence, where they are thrown largely upon their own responsibility and where the nature of the work is such as to admit of an appreciable degree of saving or waste on the part of an employe, that the adoption of a scheme of profit-sharing has usually been successful. In the United States it has been found to work well in

soap factories, and in Canada The Wm. Davies Pork Packing Co. have for some years had a scheme of profit-sharing which has been found to work very satisfactorily.

It would appear that a wholesale grocery business would lend itself readily to successful profit-sharing. There are numberless little leaks which added carefulness on the part of employes might check and it is by inducing just this care and awakening a degree of self interest that profit-sharing pays the employer and employe.

THE DELIVERY WAGON.

THERE is opportunity for an enterprising grocer in nearly every locality to win golden opinions from the consuming public by improving the appearance of his delivery wagon. The average grocery wagon is a sorry affair, and gives no very favorable impression of the cleanliness which characterizes the internal economy of the store. It is seen everywhere within the circle from which the grocer may hope to draw customers. It is seen almost continuously, and by people who may never pass the store and who may have no other means of sizing it up. The fact that what is carried in the grocery wagon is to be eaten makes appearances doubly important. There can be little doubt that a handsomely-decorated, spotlessly clean wagon, drawn by a well-groomed horse and driven by a neatly-dressed, clean-faced boy, would very soon pay for itself in added custom.

CARELESSNESS OF RAILWAYS.

COMPLAINTS are frequently heard from commission men of the careless way in which the railways handle provisions consigned in their charge. THE GROCER was recently shown a lot of 15 firkins of butter which were 5 days coming 60 miles. When delivered at the commission house, not only was the butter in oil, but the packages looked as if they had been forwarded in coal cars and were grimy to a degree.

The shape in which the butter was received meant a severe loss to the consignee, and could have been avoided by ordinary carefulness.

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HAMILTON AND BRANTFORD RETAIL GROCERS VISIT THE FALLS.

FOR years The Hamilton Retail Grocers' Association picnic has been the success of the season, and their excursion to Niagara Falls Wednesday, July 15, was no exception, when their picnic was held conjointly with their Brantford brethren. Over four thousand Hamilton people, together with a thousand from Brantford, took in the event and despite passing showers, enjoyed themselves thoroughly. The Grand Trunk looked after the transportation and excellent service was rendered. The first train arrived at Niagara Falls station at about 9.15, where awaited a long train of The Niagara Falls Park & River Railway Co.'s cars to convey the crowd to the park.

It was noon before the last train load arrived and while all were busy with preparations for lunch the shower came up. But all that is part of a picnic and but added zest to the appetites which were already in first-class condition.

Cut rates had been arranged for neighboring points and many took the opportunity for visiting Brock's monument, the Whirlpool Rapids and Chippewa, while some crossed over to the American side. But the bulk of the excursionists remained in the beautiful Queen Victoria Park where the Thirteenth Battalion Band entertained the crowd with a liberal selection of fine music. During the afternoon many Americans came over to join the picnickers and were greatly surprised and pleased to be greeted with a series of American airs.

The sports began at two o'clock in the afternoon, the band heading the procession to the arena, where Hamilton and Brantford joined issue for supremacy in athletic sports.

Mayor Morden, of Niagara Falls, was introduced to the crowd by Mr. R. M. Moncur, chairman of the Sports Committee. The Mayor made a few remarks, congratulating the grocers upon the great success of their picnic, and upon the elements that make it such a success—perfect arrangements, well carried out. The games were then begun. The results were:

Tug-of-war, between members of Hamilton and Brantford Associations, seven men to complete on each side—Won by Brantford.

Tug-of-war, between Hamilton and Brantford grocery clerks—Won by Hamilton.

Potato race, 50 yards, between members and clerks, Hamilton and Brantford Associations—A. Watts, J. L. Brown, Reg. Hartley.

Shoe race, 100 yards, open to Hamilton and Brantford clerks—Henry, F. Dunsmore, Lincott, Single ladies' race, 75 yards, open to Hamilton and Brantford ladies holding excursionists' tickets—Miss Stoneham, Miss Mundy, Miss Turner.

Biscuit eating contest, for boys 15 and under, open to Hamilton and Brantford boys holding

excursion tickets—W. McFarlane, A. Lenz, N. Olliver.

Fat men's race, 75 yards, open to Hamilton and Brantford excursionists; age, 45 years and over, weight, 190 pounds and over—John Campbell, J. A. Williamson, J. Lutz.

Special race, 75 yard foot race, open to members of Brantford Association—W. Westbrook, Devlin, J. Cammell.

Married ladies' race, open to Hamilton and Brantford ladies—Mrs. Lenz, Mrs. R. Wilson, Mrs. Melburn.

Egg race, 50 yards, open to Hamilton and Brantford members of Association and clerks. Egg to be carried on spoon in mouth without falling off, hands tied behind back—M. Devlin, Reg. Hartley.

Special race, 100 yards, open to members of Hamilton Association only—J. M. Everett, J. Lampman, J. A. Williamson.

Girls' race, 75 yards, under 16 years of age. Open to Hamilton and Brantford girls—Miss Sheridan, Miss B. Porter, Miss Swazie.

Release race, 100 yards. Open to Hamilton and Brantford members of Association and clerks. A to carry B 50 yards, B to carry A 50 yards—Henry and Lang, Blair and Dunsmore, Devlin and Finch.

Fat ladies' race, 75 yards, open to Hamilton and Brantford excursionists. age 39 years and over, weight 160 lbs. and over—Mrs. Foster, Mrs. Jenkins, Mrs. Morton.

Special race, 100 yards, for Brantford clerks only—Finch, Lincott, Hartley.

Three-legged race, 100 yards, open to Hamilton and Brantford members of Association and clerks Servos and Brown, Dunsmore and Watt, Markle and Lane.

Special race, 100 yards, for Hamilton clerks only—English, Watts, Mayberry.

Sack race, 100 yards, open to Hamilton and Brantford members of Association and clerks—Coppie, W. Norman, Burns.

Long distance race, about half a mile, open to Hamilton and Brantford members of Association and clerks—W. Norman, A. Finch, Lane.

Very much credit for the success of the games, which passed off without a hitch, is due to the travellers, under whose entire direction the games were conducted. The committee in charge consisted of R. M. Moncur, chairman; B. B. Morden, secretary; Fred Carruthers, treasurer; A. P. Nicol, Sandy Ballentine, W. Jackson, W. Norman, C. King, R. M. Griffin, James Price and George Gow. The Brantford committee consisted of W. J. Westwood, chairman; Fred Harp, J. Burns, C. Hartman, W. H. Westbrook and M. Mintern.

After the games the two committees, with the officers of the association, went to the Museum, where a health was drunk to Chairman Moncur and his staff; also to Chairman Westwood, of Brantford. All spoke of the great importance the games are to the picnic, and the city travellers came in for much praise. Mr. Moncur and Mr. Westwood responded suitably.

The committees were:

Transportation—Joseph Kirkpatrick, chairman; A. G. Bain, Adam Ballentine, C. H. Peebles.

Music—John Ronan, chairman; J. O. Carpenter, Adam Ballentine.

Refreshments—Geo. Powell, chairman; A. G. Bain, H. Taylor, H. P. Boyd, G. H. Richardson, W. Smye, Geo. Cann, A. Robbins, Geo. Hunt, W. McBride, E. Layland, J. Lampman.

Printing and advertising—A. G. Bain, chairman; J. O. Carpenter, Thomas Hazell.

Games—J. Forth, chairman. J. Young, F. D. Harrigan.

Finance—C. Bremner, chairman; J. Y. Osborne.

The association is to be congratulated on the success of their outing and the way in which they looked after the comfort of their guests. The officers are: President, Joseph Kirkpatrick; 1st vice-president, J. Main; 2nd vice-president, W. Smye; treasurer, C. Bremner; secretary, M. R. Hill.

The chairman of the Picnic Committee was Mr. C. H. Peebles, upon whom, along with the secretary, Mr. M. R. Hill, devolved many arduous duties, which were, it is seen, discharged in a most satisfactory manner.

PRESERVING EGGS.

Richard Guenther, U. S. Consul-General at Frankfort, Germany, reports that the "liquid glass" method of preserving eggs, a description of which was published in last week's GROCER, has given remarkable satisfaction in Germany. The treatment, he says, produces the formation of a coating which renders the egg perfectly airtight. The eggs so treated retain their fresh taste for many months. The best proof of efficacy of this treatment has been furnished by the fact that such eggs, after having been kept for a whole year, were hatched, and the chickens were strong and healthy. If one of these preserved eggs is to be boiled, the shell must be first perforated in order to prevent cracking.

THE MCGREGOR-HARRIS CO., LIMITED.

The McGregor-Harris Co., Limited, carrying on business at Pearl street, Toronto, is the outcome of an amalgamation of the business of W. S. McGregor, manufacturer of marmalade, chocolate and butterscotch, with that of The Harris Confectionery Co., Limited. The company was incorporated in June last with a capital of \$40,000. The Board of Directors is composed of C. T. Stark, president; Burton S. Harris, vice-president; C. H. Whitaker, secretary-treasurer; W. S. McGregor, managing director; Elmore Harris, I. N. Shenstone and Dr. Porter. The company have a well-equipped, sanitary and extensive factory, and are manufacturing high-grade confections only, their prominent lines being chocolate, butterscotch, hard-boiled goods, chewing gum and Quaker marmalade.

H. P. Eckardt & Co. are offering some extra fine Brazil nuts at an interesting price.

"Hard Sense Talk."



Annual Sale, 11 million packets

We don't appeal for trade support on a plea of past acquaintance, business friendship, or on any other such unreasonable lines.

Neither do we endeavor to "bait" your patronage with all manner of absurd propositions, terms and conditions, we believing that (though concealed) the "hook" to such bait must be readily discernible to any open-eyed business man.

We solicit your business solely because "Salada" Ceylon Teas are the best teas, and the best value in the wide wide world. This is all and nothing more.

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

Terms on application to "**SALADA,**" Toronto or Montreal.

There are **24** reasons why you should sell and recommend **Herron's**

RED CROSS JELLY POWDER

1 is because they are the **PUREST** and **BEST** made in Canada or elsewhere.

That's enough without the other **23**

Manufactured by
R. HERRON & CO.
 568 St. Paul St., MONTREAL, P.Q.



Our advertising has induced intelligent women all over Canada to use

Celluloid Starch
 Never Sticks Requires no Cooking.

It is just enough better than any other starch on the market to bring these women back for more.

There is enough profit in it for you to make it worth your while to push it.

The best family trade goes to the store that supplies Celluloid Starch.

THE BRANTFORD STARCH WORKS, LIMITED.
 BRANTFORD, CANADA.



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MARKETS AND MARKET NOTES

ONTARIO MARKETS. GROCERIES.

Toronto, July 23, 1903.

TRADE continues to give every satisfaction, many firms considering that business has maintained exceptionally well. Street trade is also giving great satisfaction, enquiries having more the character of anticipating demand, than has been so for some time. In canned goods trade continues to maintain itself, leaving stocks well drained and new packs are eagerly looked for; canned peas, (new packs), are now in the markets at slightly modified prices, present quotations being 90c to \$1. Tomatoes are somewhat easier at \$1.45 to \$1.50. Coffees are now in active demand at previous quotations. Sugar has been in excellent demand, some refineries being several days in arrears with their orders. There has been a further advance of 10c per 100-lb. in sympathy with foreign markets and quotations are corrected accordingly. The Berlin, Wallaceburg and Dresden refineries had just previously reduced their quotations to the extent of 5c per 100-lb., thus placing all domestic beet sugar on the same level, the advance of 10c thus affecting them in our quotations as 5c only. Spice is slow and uninteresting; prices, however, rule firm, and primal markets continue to maintain great firmness and character. Rice and tapioca are well in demand and prices continue firm. Syrups and molasses are uninteresting at the present season; prices, however, remain unchanged. Tea has been in better demand and there is decidedly better interest shown in samples on hand. Foreign reports all denote great firmness in the situation and prices are expected to be well maintained. In foreign dried fruits trade is good, stocks are greatly depleted and primal reports are all indicative of healthy conditions. Prices for currants are firming up, Patras being now quoted at 4c advance, and other prices continue firm.

CANNED GOODS.

Trade in these goods has been well maintained throughout, and it would appear as though new packs will be to hand barely in time to keep market going. The new pack peas are now to hand with quotation at 90c to \$1. Prices for tomatoes are somewhat modified, now standing at \$1.45 to \$1.50. Other prices remain as previous quotations. We quote:

Apples, 3s.	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2s.	1 50	1 70
Beans, 2s.	0 85	0 85
Corn, 2s.	0 85	1 00
Cherries, red, pitted, 2s.	2 00	2 10
" white	2 30	2 50
Peas, 2s.	0 90	1 00
" sifted	1 00	1 10
" extra sifted	1 25	1 30
Pears, 2s.	1 00	1 50
" 3s.	1 75	2 00
Pineapples, 1 1/2s.	1 50	1 60
" 2s.	1 80	2 00
" 3s.	2 25	2 40
Peaches, 2s.	1 35	1 55
" 3s.	2 25	2 50
Plums, green gages, 2s.	1 00	1 10
" Lombard	0 85	1 00
" Danson, blue	0 85	1 00
Pumpkins, 3s.	0 85	0 90
" gallon	2 65	

Rhubarb	2 10	2 25
Raspberries, 2s.	1 25	1 40
Strawberries, 2s.	1 35	1 50
Succotash, 2s.	0 85	1 00
Tomatoes, 3s.	1 45	1 50
Lobster, tails	3 50	3 70
" 1-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" " Northern	1 35	1 40
" " Horseshoe	1 55	1 60
" Cohoos	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, 1s.	0 13 1/2	0 14
" Sportsman 1s.	0 19	0 20
" Portugese 1s.	0 08	0 10
" P. & C., 1s.	0 25	0 27
" P. & C., 1s.	0 35	0 38
" Domestic, 1s.	0 03 1/2	0 04
" Mustard, 1/2 size, cases 50 tins, per 100	8 00	9 00
Haddies	0 35	1 00
Kipperd herrings, domestic	0 90	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" imported	1 45	1 55

CANNED MEATS

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

COFFEES.

The home trade in coffee since our last issue has been well maintained; in green coffee trade has somewhat improved, while the milder grades have continued steady. Prices rule firm at previous quotations. The New York market is still slow, with prices remarkably weak, in face of reports of large crops on hand in addition to the already heavy supply in sight. We quote:

	Per lb.	
Green Rios, No. 7	0 07	
" No. 6	0 07 1/2	
" No. 5	0 08	
" No. 4	0 08 1/2	
" No. 3	0 09 1/2	0 11
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09 1/2	0 10 1/2
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 15	0 20
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR.

We have again to report an improvement in the sugar situation with a ready disposition on the part of the refineries to accept all offerings of raws at buyers' ideas, resulting in large sales at 1-16 to 1-8 advance, quotations being now firm at 3 3/16 for 89 test Muscovado and 3 11-16 centrifugals, duty paid New York. We note large sales, Cuba centrifugals loading and for shipment on this basis. The advance is attributable to the increased demand for refined, refiners' requirements for meltings being some 4,000 tons larger than receipts. For week ending July 15 meltings were 37,000 tons, an increase of 7,000 tons over previous week, while receipts were only 33,378 tons. Total stocks in United States four ports at same dates were 321,439 tons, against 110,299 tons same period last year. Combined stocks of Europe and America were 2,337,439 tons, against 2,428,252 tons at same uneven dates last

year. The decrease in stock is 90,813 tons, which is 16,100 tons greater than decrease of previous week. Some United States refiners are said to be short in the supply of raw sugars and this feature of the situation may lead to a further advance in raws, though at the moment of going to press the market is reported quiet, with buyers showing little interest in offerings, and with sellers more disposed to let the sugar go at current quotations.

European markets have again shown slight fluctuations for the week and at the close 88 per cent. is quoted at 7s 11 1/4d basis f.o.b. Hamburg, for July shipment. This is equal to parity of 3.93 duty paid New York, for 96 test centrifugals, from which it will be observed that Canadian sugars have still a differential in the favor of .21 per 100 lb.

The refined markets have been particularly strong with a very large business doing and on morning of July 17 all New York prices were advanced 10c per 100-lb., which was promptly followed by a similar advance in Canadian refined, at the close prices remained unchanged as per list at foot. Just previous to the general advance in market quotations for Berlin, Wallaceburg and Dresden beet, granulated were reduced .5 per 100 lb., the same basis as Warton, granulated, thus putting all the domestic beet sugars on the same level of degree .15 per 100 lb. below basis of Montreal granulated.

The movement in refined in both Canada and United States has been heavy, though late in coming, and present indications are that it will continue for some time. United States refiners have been oversold, but are now overtaking their orders and at the close there are no further special indications. We quote:

Paris lumps in 50-lb. boxes	4 53
" in 100-lb. "	4 88
" " Domino brand, 50-lb. boxes	4 83
" " " 100	4 83
St. Lawrence granulated	4 33
Redpath's granulated	4 33
Acadia granulated	4 28
Maple leaf granulated (Berlin)	4 18
Crystal granulated (Wallaceburg)	4 18
Imperial " (Dresden)	4 18
Beaver " (Warton)	4 18
Phoenix	4 23
Cream	4 08
Bright coffee	4 08
Bright yellow	4 08
No. 3 yellow	3 98
No. 2 "	3 78
No. 1 "	3 68
Granulated and yellow, 100-lb. bags, or less than bbls.	

SPICES.

Business in spices continues interesting as is usual at this season. Reports of primal markets, however, continue to denote firmness, especially so in peppers. New York market reports great firmness with trade limited. We quote:

	Per lb.	Per lb.
Peppers, blk.	0 18	0 19
" white	0 23	0 27
Ginger	0 22	0 25
Cloves, whole	0 14	0 35
Cream of tartar	0 24	0 30
Allspice	0 13	0 16

RICE AND TAPIOCA

The home trade continues good, the demand being well maintained, with previous quotations ruling firm. The New York market reports rice as being well in demand, with business transacted on full basis of values. There are only

moderate stocks on hand and offerings are but of limited character. We quote:

Rice, stand. B.	Per lb.	Sago.	Per lb.
Patna	0 05 1/2	Tapioca	0 03 1/2
Japan	0 05 1/2		0 03 1/2

SYRUPS AND MOLASSES.

These goods are occupying but small attention and there is little of interest to note; previous quotations are ruling firm. We quote:

Syrups	
Dark	0 30 0 32
Medium	0 35 0 37
Bright	0 02 1/2
Corn syrup, bbl. per lb.	0 02 1/2
2 gal.	0 02 1/2
3 gal. pails, each	1 30
2 gal.	0 90
2 lb. tins (in 2 doz. case) per case	1 90
5 lb. (in 1)	2 35
10 lb. (in 1)	2 25
20 lb. (in 1)	2 10
Molasses	
New Orleans, medium	0 22 0 30
open kettle	0 45 0 50
Barbados	0 38 0 40
Porto Rico	0 38 0 42
Maple syrup	
Imperial qts.	0 27 1/2
1 gal. cans.	0 95 1 00
5 gal. cans, per gal.	1 00
Barrels, per gal.	0 75
5 gal. Imp. brand, per can.	4 50
1 gal. per case	5 10
5 gal.	5 90
Qts.	6 00

TEAS.

The home tea trade has been decidedly more active since our last issue, the interest on the streets showing a marked improvement. Reports from the tea centres still denote continued firmness in prices. The London market reports on Indian teas denote a fall in demand and little animation, attributable to the holiday feeling abroad; necessity continues however, to bring some strong buyers into the market, especially for lower grades. Quality of new season's offerings is variable. Dooars are, so far, considered the best to hand. Darjeelings are fair, and sold well. Assams are poor, with prices somewhat low. Cachar and Sylhet descriptions are about the average for first arrivals. Fine tea, both old and new, is commanding full prices with dearer tendency. There were but small offerings of Ceylon teas with qualities of indifferent character; prices, however, which showed a slightly easier tendency, ruled fully 1 1/2c in advance of same period last year. China teas in little demand. We quote:

Congou half chests, Kaisow, Moming, Paking	0 12 0 60
caddies, Paking, Kaisow	0 19 0 50
Indian Darjeelings	0 35 0 55
Assam Pekoes	0 20 0 40
Pekoe Souchoos	0 19 0 25
Ceylon Broken Pekoes	0 36 0 42
Pekoe	0 27 0 30
Pekoe Souchoos	0 17 0 35
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 23 0 18
" thirds	0 16 0 15
" common	0 15 0 15
Pingsuoy Young Hyson, 1/2 chests, firsts	0 28 0 32
" seconds	0 18 0 19
half boxes, firsts	0 28 0 32
Japan 1/2 chests, finest May pickings	0 38 0 40
Choice	0 33 0 37
Finest	0 30 0 32
Fine	0 27 0 30
Good medium	0 25 0 28
Medium	0 21 0 23
Good common	0 20
Common	0 19

FOREIGN DRIED FRUITS.

The trade in these goods is still well to the front and stocks are now materially reduced, with result that prices are firming up. Patras currants are quoted this week at an advance of 1/4c per lb. and in some other lines it continues to be difficult to keep up demand. In prunes, stocks on hand are low with demand good. Candied peels are steady. The

THE MARKETS

report from Mediterranean markets continue to be most favorable; it is expected, however, that early arrivals will be somewhat in arrears of previous years. We quote:

Fine Filiatras	Per lb.	Vostizzas	Per lb.
Patras	0 05 up		0 07 0 08
	0 06 1/2 0 06 1/2		

RAISINS.

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

DATES.

Hallowees	Per lb.	Fards	Per lb.
Sairs	0 04 0 05		0 07 1/2 0 08
	0 03 1/2 0 04 1/2		

PRUNES.

100-110s	Per lb.	60-70s	Per lb.
90-100s	0 04 0 04 1/2	50-60s	0 07 0 07 1/2
80-90s	0 04 1/2 0 05 1/2	40-50s	0 08 0 08 1/2
70-80s	0 05 0 06 1/2		0 08 1/2 0 10
	0 06 1/2 0 07		

CANDIED PEELS.

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

FIGS.

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

APRICOTS.

Californian evaporated	Per lb.
	0 08 0 12

PEACHES.

Californian evaporated	Per lb.
	0 08 0 12
Old stock, on track, Toronto, per bag	1 25 1 35
New American, on track, Toronto, per bbl.	5 00
Old stock, on track, Toronto, per bag	1 25 1 35

COUNTRY PRODUCE.

EGGS.—Eggs, along with dairy produce, are easier about 1/2 cent. Deliveries have been free and the quality is not good. The eggs are not fit to store. There continues to be a heavy loss off. We quote:

Fresh laid eggs, per doz.	0 14 0 14 1/2
---------------------------	---------------

HONEY.—Is dull. There is little on the market and but nominal demand. We quote:

Extracted clover, per lb.	0 07 1/2 0 08
---------------------------	---------------

WHITE BEANS.—Are slack at stock quotations. We quote:

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

DRIED APPLES.—Are practically out of the market. Quotations are nominal. We quote:

Apples, dried, per lb.	0 03 0 03 1/2
------------------------	---------------

POTATOES.—The receipts of Canadian stock are large, and, of course, the American stock is being displaced. Old stocks are very low and very soon will be altogether off the market. We quote:

New Canadian, per bush	0 80 0 90
------------------------	-----------

POULTRY.—There is little demand just at present for the few deliveries on the market. We quote:

Spring chickens, per lb.	0 14 0 15
Old hens, per lb.	0 08 1/2 0 09

(For butter and cheese see Dairy Produce.)

GREEN FRUITS.

This week has witnessed a large fruit market. Offerings have been free and the market is pretty well cleaned out every evening. Oranges are a little stronger and California peaches have

LEMONS

Demand very active. We have a full stock Messias, Sorrento and Majoris, sizes 300's, 360's and 420's.

All November cuts. Juicy Lemons. Headquarters for Peaches, Plums, Apricots, Bananas and Oranges.

WHITE & CO.

WHOLESALE FRUIT AND PRODUCE, 64 Front St. East,

Phones { Main 4106 Main 4107 } TORONTO.

Flies Everywhere
in your food—in your bedroom—
making life miserable.

Wilson's Fly Pads

will clear your house of flies in a few hours.

PEACHBLUFF FARM

High-Class Fruits

FRUITS: Peaches, Sweet Cherries, Plums. VEGETABLES: Early Tomatoes, Early Cucumbers, Early Musk Melons.

Hilborn & McLachlan, Proprietors
Growers and Shippers. Leamington, Ontario, Canada.

FRUIT.

Our prices are right. Our goods are right.

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

HUSBAND Bros. & Co.

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

THE FRUIT WE SHIP

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

Ask and receive our weekly price list.

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VANCOUVER, B. C.

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Skinner's Queensland Turtle Soup
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Fraser River Canned Salmon
British Columbia Herrings
 IN SEASON CAN SUPPLY YOU WITH FINEST
 FISH, ALL KINDS.

Established 1869.

A. GIBB & CO.

**BUTTER, CHEESE, EGGS, HAMS,
 BACON, LARD, JAMS, ETC.**

Consignments solicited. Prompt returns.
 83 COLBORNE ST., TORONTO

BUTTER

We are Buyers.
 Get our Prices.

EGGS

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.

The

DAWSON Commission Co., Limited

**FRUIT, PRODUCE AND
 COMMISSION MERCHANTS.**

Cor. Market and
 Colborne Streets, TORONTO

SPECIAL VALUES

In **Lemons, Oranges,
 Berries and Vegetables.**

GET OUR QUOTATIONS.

CLEMES BROS.

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

THE MARKETS

come down 25 cents since last writing. Blueberries have appeared in good qualities at \$1.20 to \$1.40 per basket. Canadian apples bring 30 to 40 cents per basket, and the first Niagara peaches of the season came to hand Tuesday, and sold at 40 to 60 cents per basket. Tomatoes in the bushel crate are now offered at \$2.75 to \$3. We quote:

Mediterranean sweet oranges	4 00	4 25
Sorrento oranges	3 25	4 00
Late Valencias	4 75	5 00
Pineapples, per crate	3 50	3 75
Bananas, per bunch for ordinary	1 25	1 75
" large bunches	1 75	2 00
Messina lemons, per box	3 50	4 50
Limes, per crate (8 doz.)	1 25	1 25
Raspberries, Canadian, per qt	0 08	0 10
Tomatoes, per crate (4 baskets)	1 00	1 15
Tomatoes, bush. crate	2 75	3 00
Canadian apples, baskets	0 30	0 40
Cocoanuts, per sack	3 50	4 00
Canadian cherries, per basket	1 10	1 50
Gooseberries	0 70	1 00
Wax beans, per basket	0 40	0 60
California apricots, per crate	1 50	1 75
" peaches, per box	1 25	1 50
" plums	1 50	2 50
Watermelons, each	4 00	4 00
Cantelopes (musk melons), per crate	3 50	0 40
Red currants, per basket	0 40	0 75
Black	0 90	1 10
Blueberries, per basket	1 20	1 40
Canadian peaches, per basket	0 40	0 60

VEGETABLES.

The vegetable market is reported brisk. The need of rain has been felt but the showers of Sunday and Tuesday have more than supplied the want. The hail did considerable damage and some wash-outs are reported. There are several new vegetables offered. Corn appears at 15 to 20c per dozen. Some fine celery was offered at 40 to 60c and green peppers found sale at 75 to \$1.25 per basket. A tempting line of vegetable marrows were exposed at \$1 per dozen. We quote:

Cabbage, per doz.	0 40	0 60
Green peas, per peck	0 25	0 40
New potatoes, Canadian, per bush.	0 75	1 50
Cucumbers, Baltimore stock, per bush. basket	3 00	3 00
" hot house, per doz.	1 00	1 00
" Canadian, per doz.	0 40	0 50
Egyptian onions, per 100-lb. sacks	2 75	3 00
Lettuce, per doz bunches	0 20	0 20
Cabbage lettuce, per doz. bunches	0 20	0 20
Butter beans, per bush.	1 10	1 10
Fresh onions, per doz. bunches	0 13	0 15
Rhubarb	0 20	0 20
Radishes, per doz. bunches	0 20	0 20
Mushrooms, per lb.	0 75	0 75
Mint, per doz bunches	0 15	0 15
Parsley	0 15	0 20
Spinach, per bush.	0 25	0 25
New beets, per doz.	0 15	0 15
Cauliflowers, per doz.	0 25	1 25
Carrots, per doz.	0 10	0 15
Farsnips, per doz.	0 40	0 40
Vegetable marrows, per doz.	1 00	1 00
Green corn, per doz.	0 15	0 20
Celery, per doz.	0 40	0 60
Green peppers, per basket	0 75	1 25

FISH.

Stocks are scarcer this week and the demand good. Supplies are hardly equal to demand. The chief call is for trout and whitefish. Values are unchanged. We quote:

Whitefish, fresh, per lb.	0 09	0 09
Trout, fresh, per lb.	0 08	0 09
Herrings, fresh, per lb.	0 06	0 08
British-Columbian salmon, per lb.	0 20	0 25
Halibut, per lb.	0 12	0 15
Perch, per lb.	0 05	0 05
Mackerel, each	0 25	0 25
Eastern salmon, per lb.	0 18	0 18

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Quotations remain about the same as last week. The Manitoba wheat market is strong on account of a feeling on the Winnipeg Board of Trade that the old supply will not last until the new comes in. The Canadian and American markets generally fluctuate together, but in this they are not in unison. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 92	0 92
" Northern	0 91	0 91
Red, per bushel, on track Toronto	0 78	0 79
White	0 78	0 79
Barley	0 45	0 46
Oats	0 34	0 35
Peas	0 68	0 68
Buckwheat	0 41	0 41
Rye, per bushel	0 54	0 54

The Canadian Grocer

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

Butter, Eggs, Cheese, Poultry, Fish, Game, —and also—

DRIED, GREEN, EVAPORATED APPLES.

WE HAVE THE BEST MARKET IN CANADA TO GET
 YOU GOOD PRICES. GIVE US A TRIAL SHIPMENT.

Quick Returns. **Capital Fruit & Produce Co.,**
 Cor. O'Connor and Albert Sts., OTTAWA.

We Make Brooms

The kind that sell.

WRITE US. Our prices are right

THE CANADIAN BROOM CO.,

LIMITED

Mfrs. of Brooms and Whisks
 400 Wellington St., OTTAWA

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant
 and Broker.

Correspondence and Agencies Solicited.

P.O. Box 731. - - WINNIPEG, CANADA.

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All **EYES** are
 turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in
CANADA and the U S.

INCREASE YOUR TRADE. WRITE ME.
E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker.

THE MARKETS

RICE AND TAPIOCA.

Prices of last week still obtain and a quiet market rules on all lines. The easier tone in imported Patnas has produced some slight extra demand. We quote:

Table with columns for item (e.g., B rice, CC rice) and price. Includes notes like 'In 10-lb bag lots an allowance of 10c. is made.'

In the open territory prices are about 10c. less.

"MOUNT ROYAL" FANCY RICES.

Table listing various fancy rice types like Mandarin Patna and their prices.

CANNED GOODS.

No activity is as yet apparent, the week passing quietly, and though a few heavy orders have been booked for future, the general feeling seems to be that buyers are holding off.

Table listing various canned goods like tomatoes, corn, peas, and their prices.

FOREIGN DRIED FRUITS.

Currants are firm and advancing, a few sales being reported for round lots at 4 1/2 to 4 3/4, and smaller quantities, 5c.

Table listing various dried fruits like currants, raisins, figs, and their prices.

CALIFORNIAN RAISINS.

Table for Californian Raisins with columns for Loose muscatels and prices.

PRUNES.

Table for Prunes with columns for size (e.g., 30-40s) and price.

GREEN FRUITS

Market in green fruits continues quiet. Raspberries are not quoted on lists this week, arrivals being spasmodic and not large enough to figure.

Table listing various green fruits like California navel oranges, Sorrento lemons, etc., and their prices.

NUTS

No quotations for new season's Bordeaux are at hand as yet. Trade in all lines is inactive on spot goods. We quote:

Table listing various nuts like Walnuts, almonds, and their prices.

VEGETABLES.

Vegetables in general are very scarce and the demand for shipping is active. We quote:

Table listing various vegetables like Turnips, Carrots, and their prices.

FISH

Market is very dull and uninteresting. Fresh fish are scarcer and higher prices are anticipated. Salt fish are not to be had, it being just between seasons.

Table listing various fish like Haddock, Cod, and their prices.

Table listing Alaska salmon, Standard bulk oysters, etc., and their prices.

COUNTRY PRODUCE.

EGGS.—Conditions are unchanged since our last report. Dealers tell us that the price which they are paying in the country is 12 1/2c., with an occasional 13c. price where the buying point is close to the city.

POTATOES.—Old potatoes are practically off the market; new are coming in freely. We quote:

Table listing potato varieties like Choice, Sweet potatoes, etc., and their prices.

BEANS.—Quiet and no change to report from last week's quotations. We quote:

Table listing bean varieties like Primes, Choice No. 1, etc., and their prices.

HONEY.—We are advised that there is some offering, but it is hard yet to know what the price will be, as dealers are not aware what one make will be like.

Table listing various honey products like Extracted, Comb, etc., and their prices.

HOPS.—No change since last report. We quote:

Table listing hop products like Choice No. 1, Fair to good, etc., and their prices.

MAPLE PRODUCTS.—Demand small and market dull. We quote:

Table listing maple products like New syrup, etc., and their prices.

ASHES.

Strong and tending higher. We quote:

Table listing ash products like First pots, Second, etc., and their prices.

HIDES.

Featureless, and nothing unduly disturbing outside of the opposition buyers' movement to upset the standard. We quote:

Table listing various hide products and their prices.

LARD

Fairbanks' quotations this week to jobbers, f.o.b., as follows:

Table listing lard products like Boar's Head brand, etc., and their prices.

EMPOIS CHINOIS



RETURNED
AVG 27 1903
see cut book 10
Page 188
J.M.C.

Two Memorable Epochs

551-479 B.C.
AND
1899 A.D.

The Grand Priest of China and Empois Chinois (Chinese Starch).

Strange, is it not, that a product may sometimes mark an historical epoch?

That is what the famous Chinese Starch manufactured in Montreal does.

Our fellow-countrymen will learn with surprise that this product existed five centuries before Christ and that Kong-Fou-Tseu (Confucius) the author of the Chinese religion and moral and political code, insisted on the use of "Chinese Starch" (Empois Chinois) in his own linen as well as for the use of his priests.

All the Imperial Court of China insisted on the use of "Chinese Starch" only. They would have no other.

We know that the Celestials were accustomed to dress entirely in white and hence with them laundering has become an art.

How was this article introduced into Canada? In a few words, a Chinese explorer and traveller on his way to Montreal

in 1899 sold the secrets of its manufacture to the present proprietor. The result has been an enormous success.

"Chinese Starch" has brought happiness to all housewives, as it ensures real economy and a perfect whiteness and an incomparable gloss in the linen. It has become a genuine Canadian product, a fact which our cut explains.

SOLD EVERYWHERE. — BEWARE OF IMITATIONS.

It is the only real Chinese Starch on the market. Manufactured solely by the

OCEAN MILLS, 109 Mount Royal Ave., MONTREAL

holds good. Currants are reported to be advanced in primary markets, but so far no change has been made here.

New pack salmon is offering this week, but prices are not yet settled. It will be higher than last year, however, just how much cannot be stated yet.

GREEN FRUIT.—A good supply is being received and prices are holding firm with the exception of pears which are quoted 25c lower this week. Blueberries are arriving and are very fine. The present price is 15c. per lb. retail but will soon drop, as the supply is plentiful. Blueberries are the only new line on the market this week. Shipments of raspberries continue small and the price high.

GREEN VEGETABLES.—Are growing more plentiful, but are still dear and the Exhibition week has sent up prices. In fact all classes of produce are higher for the time being, owing to the heavy demand.

Among visitors to the city is Mr. Macpherson, head of The Macpherson Fruit Co., who has rented a furnished house and brought his family here for the balance of the Summer. Mr. Macpherson has not visited the city for five years and expresses himself as startled at the growth and improvement in that time. He was an old timer here who showed his faith in the future of the West by his investments after the breaking of the boom of 1882 and is now reaping his reward.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., July 17, 1903.

THE settlement of two labor troubles in British Columbia this week has had a materially brightening effect on trade feeling in general. The strike of factory hands in the various planing mills of the coast which has been on since June 1 was settled yesterday by the return of the men to work. This action was preceded a few days ago by the mill owners withdrawing the embargo their association had placed on the delivery of lumber in the city of Vancouver. This action the mill men declared had been rendered necessary by the fact that the strikers in the factories were getting moral and material aid from the building trades unions, the carpenters in particular. Had the mill men continued to refuse lumber to the builders, the shut down which would have followed would have placed the city in a bad position with a large amount of unfinished building. This building expansion of the city has been better this year even than the past three of four seasons, which had been considered phenomenal. Trade is very largely dependent on the money circulated in the building season, and it would cause serious trouble to have shut off that source of ready money suddenly without replacing it.

The other strike, or threatened strike, was that of the fishermen, who usually engage in the salmon fishing during the run of the sockeyes on the Fraser River. The canners had offered 15c per fish for July and 14c for August and the fishermen had asked a cent higher for each of the two months. The Japanese fishermen who far outnumber the white men and Indians had also struck out for a higher offer than the canners had made. However, the Japs gave in and accepted the cannery prices. This was followed in a day or so by the white men accepting also.

The salmon run has not yet fairly be-

gun, but it is expected that the fish will be taken in numbers in a few days. Large shoals are seen outside in the Gulf of Georgia, and it is well-known that they are not, as a rule, in a hurry to enter the river. The industry has grown to such dimensions that the money put in circulation annually by way of wages to fishermen and cannery employes is a very large item in the total of the province's trade. There are 49 canneries on the Fraser River and 30 at various up-coast points. Of the Fraser River canneries there will be some 42 in commission this year. The majority are now owned by The British Columbia Packers' Association, a big syndicate which purchased a large number a year ago. These are operated under one management and if it is thought advisable to shut down one or two it is arranged easily enough to handle all the fish by equalizing the distribution among the others.

Local crop prospects in the lower Fraser valley, where the bulk of the farming in the coast section is done, are very bright. The growing grain crops are very heavy. The oat crop, which is a standard crop, and one which is depended on by the ranchers, is a very good one this year. The farmers are now in the hay cutting and the crop is very heavy, much heavier than the average, and of good quality.

In fruits, the Australian steamer Miowera brought a consignment of Australian oranges for a local firm. They seldom arrive on this market. They are packed in a box about 2x3, the standard size, and the price quoted is from \$1.50 to \$2. California oranges are quoted at \$3.50 to \$3.75, and quite a few are still moving. Peaches, plums and apricots, all from the California market, are arriving freely and in better condition than former shipments. Prices are somewhat lower. California cherries are out of the market almost. Local cherries are plentiful, but few of them come into the hands of the wholesale trade, being sold direct to retail trade, or to the consumers. In peaches a few freestones of the yellow St. John variety have been added to the shipments this week. The clingstones are more plentiful yet. California apples are plentiful at \$1.75, and watermelons are also in from California. Strawberries are nearly out. The local crop has been very heavy and large shipments to Alberta have been made with very good results. The trade in small fruits from British Columbia to Alberta is engaging more attention every year, and with prices such as have been realized, should continue so. The strawberries shipped have been selected, of course, and they realized about \$2 per case. The local price has averaged \$1.50. Shipping cherries to Alberta is also becoming a bigger trade from this portion of British Columbia.

California potatoes have ceased to arrive as the local new stock is now plentiful. The old crop is not all gone, but it is not being brought in now, ranchers feeding them rather than take low prices. The new stock is bringing \$1.25 per cwt. For a short time there was a shortage in the potato market owing to the old ones not being brought in and new ones not being plentiful. The last Empress which sailed wanted a lot of five tons of any

sort and could not get them in time for sailing.

There was a great deal of interest aroused momentarily this week by the report that a representative of Portland capitalists had been looking over the ground here for the purpose of advising as to the location of a flour mill to mill wheat for the export trade. It was stated that the object was to erect a large roller-process mill which would grind wheat brought from Alberta and from the interior of British Columbia. The wheat country of the neighboring state of Washington was to be drawn on to keep the mill supplied if found necessary.

What progress is being made has not, so far, been given to the public. It would seem that some radical change would have to be made in existing conditions, especially regarding rates of freight on wheat from Alberta to this point, before such a proposition could be made a success. There are three flour mills in operation in British Columbia, all of them in the Okanagan district, where the largest quantity of milling wheat is grown. These mills are at Vernon, Enderby, and Armstrong, and none of them are of great capacity. The stock they grind is partially from the Northwest, and they make a point of advertising the fact. This is necessary for the reason that the wheat of British Columbia production, even in the Okanagan district, is much softer than the Northwest and Manitoba article. Possibly a certain proportion is mixed, but to make a good merchantable flour, which these mills certainly do, the local wheat could not be used exclusively.

There is a large mill in Victoria which has been idle almost since it was erected nearly fourteen years ago. The gentleman who built it, Mr. T. B. Hall, invested some \$75,000 in the scheme, putting up a fine mill and endeavoring to encourage the growing of wheat in the province. He distributed free seed from Manitoba hard wheat which he imported for the purpose, but the grain grown from the hard wheat was as soft as other samples grown in the province. Shipping wheat in from Manitoba was not profitable, on account of freight charges, and importing from Washington was just as unprofitable, the duty being too high. The mill has been idle for many years now. It would seem that the only way to bring Alberta wheat or flour to this coast for export trade is to get a freight rate which will make it profitable to handle the stock. Then it is more than likely that the conditions will be found to favor the milling of the wheat in Alberta and shipping the flour only. As the states of Washington and Oregon export to the Orient and Australia a large quantity of flour every year, it is quite likely that the flour from Alberta wheat can be placed in the same markets on equally as good terms, if the freight rates are made right. Many cargoes of wheat from Washington and Oregon are shipped by sailing ships every year to the markets of the Old World, and this field too would be open to Alberta wheat in case it can be delivered at the coast on a paying basis. The rapid expansion of the wheat crop of Northern Alberta is inducing the growers and grain men there to seek some outlet to the Pacific coast seaboard for the surplus which is getting bigger every year.

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HINTS TO BUYERS.

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

LAPORTE, Martin & Cie. report the well-known "Victoria" brand of fine red sockeye salmon (for which they are sole agents) being called for freely and orders for large quantities have been booked, several carloads having been disposed of this week. Laporte, Martin & Cie. are in position to deliver these goods in Quebec, Sherbrooke and Maritime Province points at Montreal prices.

The "United Service" brand of salmon, (pink), a 10c retail line, can be bought in connection with the "Victoria" brand, and several carload lots, assorted, of these brands have been placed.

Lucas Steele & Bristol offer Royal salad dressing, all sizes, also McMechen's and Snider's.

H. D. Hofman, Montreal agent for White & Co., Toronto, is working up a splendid trade in bacon, ham, etc. White & Co.'s goods are now to be found in the best grocery stores in the city.

Diamond Crystal Shaker Salt is the line to use during the heated term. Lucas, Steele & Bristol are agents.

R. Herron & Co. have received numerous orders for their new line of lime juice. It is put up in pints and quarts and commands ready sale. They also report increased demand for their high-grade "Red Cross" flavoring extracts.

The Eby, Blain Co., Limited, have still a full assortment of all sizes of gem jars. Grocers who wish to sort up should place their orders before assortment is broken.

A novelty in prepared French mustard is the new line of fancy steins, put up by S. H. Ewing & Sons. The article is put up in three styles, blue, opal and green, and makes a splendid 15c. retail line.

The new Vichy water "St. Louis", which L. Chaput, Fils & Cie. have placed on the market, is taking hold. This line is a genuine pure French Vichy and highly recommended. If the price is less than the older lines and the quality reported excellent, it should become a seller. L. Chaput, Fils & Cie. are sole Canadian agents.

J. A. Mathewson & Co's sales of their "Quaker" brand Ceylon teas are showing a steady increase. These teas are packed on the plantation and purchasers are assured of absolute purity.

Lucas, Steele & Bristol offer exceptional values in natural and finished Ceylon green, chests and halves.

Veal Loaf, Ham Loaf, Beef Loaf

**Clark's
Summer Luncheons**

HANDSOMELY PACKED. POPULAR LINES.

Chicken Loaf, Turkey Loaf, Assorted Loafs



Delicious, Healthful
The **Ideal Fruit**
-FOR-

SPRING and SUMMER USE

Once Tried, Always Used.
ASK FOR IT.

CANADA'S IDEAL WORCESTERSHIRE SAUCE

L & L

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

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



Trade Mark
PHONE MAIN 1975.

LEES & LANGLEY, 53 COLBORNE ST., - - TORONTO.

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

FINEST ORANGES GROWN

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

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

Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

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

SAMUEL ROGERS, President.

Window and Interior Displays

Timely Hints and Suggestions.

Window Dressing in Town and Village.

THE home of the fancy window is, of course, in the city, but it by no means follows that the window of the town or village grocer must go bare or shabby. The end of each is the same, although the means necessary in the two cases to bring about that end may be somewhat different.

Windows in city or country are dressed to attract attention and sell goods. In the hurry, bustle and crowd of a large city more startling effects are necessary to capture attention. There the difference ends. Once attention is gained, town and city window are alike designed to induce the passer-by to enter and purchase what has been displayed in the window. Consequently, the prime requisites in arranging your window are to display only what passers-by are likely to want, and to display them in the manner most likely to increase the intensity of that want.

To readers of THE GROCER the importance of the most scrupulous cleanliness need scarcely be alluded to. Even the most common articles, displayed with immaculate surroundings, are attractive, while the most tempting viands only induce disgust when associated with squalor. The extravagant use of soap and water never drove anyone into bankruptcy.

But assuming that everything is spick and span, what shall be put in the window—staples or specialties? It may be advisable sometimes to have a tea window, a sugar window, or soap window, but generally speaking, everybody knows you keep these articles. But if you have a line that your competitor has not, if you have an especially early consignment of fresh or dried fruit, put them in the window where everyone can see them. Put the price in, too. Have a neat white card with a plain, legible price mark. It will be an eloquent salesman, convincing a whole window full of prospective customers.

Be sure that these displays are seasonal. If you must have a sugar window, arrange it at the beginning of the fruit season. If it is soap you are going to display, why not at house-cleaning time?

Whatever you decide to put in your window, make it as attractive as possible, and don't be afraid to show your prices. There should be no "fuss and feathers" about

your window. You are not a dime museum keeper, but a grocer. You are not fitting up a window to amuse the public, but to sell goods. It is sales you want, and the accessories must never overshadow the principal of the display—the goods to be sold. For instance, you have received a fine consignment of raisins. They are beauties, and the price is right. Into the

A Window Display Competition.

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

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

and \$2 for every picture and description which is considered worthy of publication. The competition, which closes on Sept. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

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

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

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

window with them! Don't let a thing appear but dazzling whiteness and big fat raisins. Then put in your neatly-printed price tickets and you have a "grocery" window fit for a king. Every woman who passes will begin to wonder whether she does not need some raisins.

Don't put too many things in a window at once. It is confusing. Put in a good thing and push it hard.

Sir Thomas Lipton's First Shop.

Sir Thomas Lipton, as he goes along our streets in his automobile, says a New York paper, cannot help but feel an especial interest in our meat markets, for before he became the great merchant he is to-day, he personally conducted an unpretentious provision store in Glasgow, Scotland. It was in a modest little shop like hundreds on our street corners that he began to build up his immense business and great fortune. Speaking of his first shop, Sir Thomas says: "I made it my business to keep the place thoroughly smart and spotlessly clean. You know there is a great deal in the appearance a shop possesses and the treatment customers receive. When asked for his recipe for success he said: "Work hard, deal honestly, use careful judgment, do unto others as you would be done by, advertise freely and judiciously, and success is bound to come."

Fly Time and the Show Window.

Pretty soon the fly will be putting in his appearance in droves and figure in the window man's troubles. We know of nothing more aggravating than putting in a nice window and on going out on the sidewalk finding a lot of blue-bottles ornamenting the space called the extreme front. It can be avoided. After you get your window thoroughly cleared out and ready for the trim, heat a large saucer over a lamp; place it in the centre of the window and pour on it a few drops of strong ammonia. Leave your door open and in ten minutes there will not be a fly left in the window. Furthermore, they will not return for some time. Another way to get rid of these beauty destroyers is to paint all around the outside of your door with coal oil or kerosene. Either way is a considerable improvement over sheets of fly paper strewed about.

Mr. S. S. Arnold, western representative of R. Herron & Co., Montreal, returned from a very successful trip to the Coast. His sales of "Red Cross" jelly powders and extracts were very satisfactory, and the western trade are taking hold of them very freely.

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EASTLAKE STEEL SHINGLES

The Popular Choice

Because they can be quickly and easily laid by any handy man, are lightning proof, prevent fire, and are the most economically durable shingles made.

Either Galvanized or Painted

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

Do you sell it!!!

POP CORN

in every style.

Pays nearly 100% profit.

DOMINION POP CORN CO., - TORONTO.

WE KEEP ALL CODES.

A. B. C. Code, 4th Edition.....	\$5.00
A. B. C. Code, 5th Edition.....	7.00
A1 Code.....	7.50
Robinson's Code.....	1.50
Armstrong's Code, 1901 Edition.....	2.50
Economy Code.....	3.00
Scattergood's Fruit Code.....	5.00
United States Code.....	3.00
Arnold's Tobacco Code.....	2.50
Baker's Potato Code.....	2.50
Broker's Code.....	1.00
Citrus Code.....	2.00
Index Code.....	2.00
Universal Sugar Code.....	1.00
National Coffee Code.....	1.00
Riverside Code 1890 and 1901.....	3.00

All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.

THE NATIONAL COFFEE CODE

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE

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

Price, \$1.00 per copy Postpaid.

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

AMERICAN CODE COMPANY

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

PERSONAL MENTION.

Mr. A. Laporte, of Laporte, Martin & Cie, has returned from New York, where he had gone on the invitation of Sir Thomas Lipton.

A visitor to Montreal this week is Mr. A. M. Piper, of Todhunter, Mitchell & Co., Toronto. Mr. Piper, who is well known in Montreal, has just returned from a trip to the Maritime Provinces. "Of all the trips I have made to the Provinces," said Mr. Piper, "this was the most successful; in fact, it was a remarkable one." Asked as to the condition of trade in the east, he says a great improvement in all lines is observable, and every indication points to a prosperous year.

The friends of Mr. R. W. Hayter, of Front street, Toronto, will be pleased to hear that he has just returned from England, where he has been spending a three months enjoyable vacation. Whilst visiting London, he naturally took his usual keen interest in the state of the tea market and says that the striking feature of the situation was its remarkable strength, based upon the known firm statistical position, it being generally conceded that prices would continue to maintain themselves.

A SOAP FIRM'S NEW NAME.

The Atlantic Soap and Oil Co., Limited, Toronto, is the new name of the Empire Soap and Oil Co., Limited. After the incorporation of the latter company it was considered advisable by the directors that another name should be adopted, with the result that it will in future be known as The Atlantic Soap and Oil Co., Limited, Toronto. The officials of the company are F. N. Vanzant, president and treasurer, Geo. Dickson, vice-president, I. E. Hoare, secretary. It has an authorized capital of \$10,000. The business of the company will be the manufacture of textile soaps, pressers of lard oil, etc. The factory is well equipped with the latest machinery for the purposes of its trade and is conveniently situated at 74 Don Esplanade. The offices of the company are at 26 Front street east, Toronto.

INGERSOLL CANNING AND PRESERVING COMPANY.

The Ingersoll Canning and Preserving Co., Limited, Ingersoll, Ont., have been incorporated with a share capital of \$10,000, divided into shares of \$100 each, to manufacture and deal in canned goods, evaporated apples, pickles, jams, jellies, preserves and grocers' sundries. Provisional directors are F. G. Walley, O. E. Robinson, H. E. Robinson and W. H. Cook, all of Ingersoll.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

SITUATIONS VACANT.

CLERK WANTED—General store. Single man preferred. Apply stating salary, experience. Box 42 CANADIAN GROCER. (29-2)

SITUATIONS WANTED.

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

FOR SALE

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

FOR SALE—A P. C. Larkin tea packer, in splendid condition, with dies for quarter, half and one-pound packages. Will sell cheap. Write for particulars. Box 45 CANADIAN GROCER, Montreal. (30-1)

AGENCIES WANTED.

WANTED—Agent to introduce in Western Ontario confectioners' and grocers' sundries. First-class goods, easy sellers. Liberal commission to experienced, live party. The Organ, Elliott Co., Montreal. (30-1)

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

COFFEE ESSENCE

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

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.

Business Changes

ONTARIO.

W. M. BELL, grocer, Sault Ste. Marie, has assigned to Jas. Fraser; a meeting of the creditors will be held on July 30.

A. H. Baldwin, grocer, Hamilton, is giving up business.

Wm. H. McDonald, general merchant, Port Lambton, has sold out to Mrs. Jas. Cain.

J. D. Mudge & Son, general merchants, Schreiber, have assigned to Alex. J. McComber.

The assets of the general business of McCrimmon & Co., Williamstown, have been sold.

The stock of the estate of J. D. McRae, general merchant, Eganville, is advertised for sale.

F. D. McNaughton, general merchant, Copper Cliff, has assigned to C. S. Scott; meeting of the creditors was held on July 23.

QUEBEC.

Blais & Cie, grocers, Quebec, have been registered.

L. Desault & Co., traders, Montreal, have dissolved partnership.

Francis O. Ranger, general merchant, Montreal, has been registered.

L. D. Gagnon & Co., fruit dealers, Montreal, have been registered.

A. Lalonde & Co., traders, Coteau Landing, have dissolved partnership.

The assets of the grocery business of Omér Langlois, Montreal, have been sold.

P. Blanchette, general merchant, Ste. Louise, has sold his stock at 55½c. on the dollar.

The assets of the general business of Arthur & Côté, South Durham, have been sold.

Onesime Audet, general merchant, Grondines, has sold his stock at 51c. on the dollar.

The assets of the general business of E. F. Roy, Windsor Mills, are to be sold on August 4.

Wm. McColme, general merchant, New Richmond, has assigned; Leferé & Taschereau, provisional guardians.

NEW BRUNSWICK

F. Ferguson & Co., general merchants, Richibucto, have dissolved partnership.

BRITISH COLUMBIA.

C. F. Diamond, general merchant, Goldfields, has removed to Camborne.

J. A. Dickie, grocer, Victoria, has been succeeded by Wm. Burt.

MANITOBA AND NORTHWEST TERRITORIES.

John A. Mains, grocer, Winnipeg, has been succeeded by W. L. Scott & Co.

Thomas Stait, general merchant, Oakville, has sold out to D. A. Moore.

John White, general merchant, Reston, is advertising his business for sale.

Ephraim Rogers, general merchant, Methven, has sold out to Henry Collins.

Wm. Stobart & Co., general merchants, Duck Lake, have been succeeded by H. Mitchell.

The dry goods and grocery stock of the general business of Robertson Bros. & Colwell, Nanton, has been sold.

McCredie & Murray, grocers, Pincher Creek, have dissolved; Andrew McCredie continues.

The creditors of J. W. Lamin, general merchant, Bradwardine, are requested to file claims with A. E. Davey, Winnipeg.

Wm. Henry, sr., of the firm of Wm. Henry & Son, general merchants, Tyn dall, is dead.

A. McLean will retire from The Wolseley Trading Co., Limited, Wolseley, on August 1.

FOREST CITY GOSSIP.

Office of "The Canadian Grocer,"
365 Richmond Street,
London, July 12, 1903.

BUSINESS continues active in all branches of the grocery and provision trades in this city, with no special features to report. Prices remain as at last week's figures and shipments continue to be made up of general goods as well as sugars.

This market is still firming up on eggs which are being sold to the trade by commission men and jobbers at 15c per doz., while cheese does not show great demand so far this season, the price to the trade being around 10½c per lb.

The keen competition in the United States between the fruit trusts and the independent operators, has had the effect of lowering the figures for bananas all round about 30c per bunch. London dealers are buying freely from both Chicago and Buffalo non-trust firms who are making things lively on the other side. In this connection, we might repeat that the Forest City consumes per head a larger quantity of imported fruits than either Montreal or Toronto.

Mr. T. B. Escott, wholesale grocery merchant, and family, are residing at their cottage, Orchard Beach, Port Stanley.

Mr. Andrew McCormick, ex-Mayor of London, and of the firm of A. McCormick & Sons, grocers, is, it is regrettable to say, in a very low condition, and there is

much doubt of his recovery. A complication of ailments has laid him low.

The D. S. Perrin Mfg. Co. will hold their annual picnic to Port Stanley on Saturday, July 25. Perrin's picnic is acknowledged to be one of the best outings of the year, and this, it is expected, will in no wise be behind those of the past. A splendid programme of sports is being arranged.

The retail grocers of London had their annual excursion and picnic to Niagara Falls on Wednesday of this week. The committee who had control of the excellent arrangements are deserving of much credit, and are worthy of mention here, viz.: J. C. Trebilcock, chairman; T. A. Rowat, treasurer; E. Sutton, secretary; F. Harding, F. Harley, N. McLeod, F. Robinson, A. McCormick, George Loveless.

The London grocers invited the grocers of St. Thomas to participate, and the M.C.R. trains stopped en route at St. Thomas, Aylmer, Tillsonburg and Waterford.

An enthusiastic meeting of the retail clerks of the city was held last week in the City Hotel when the matter of forming a union was discussed. International Officer Todd has succeeded in rousing the interest of the clerks in the advantages of a union. It is expected, should they organize, that all branches of the retail trade will be included. The union will likely assume the nature of a club, with well-furnished rooms as headquarters.

James Wilson & Co., grocers, 398 Richmond street, this city, are retiring from business. Mr. Wilson has, for seventeen years, occupied the same premises, and carried on the business of liquor dealer as well as grocer; his stock is being reduced prior to giving up, and is offering lots cheap to buyers.

London is bound to give a cordial reception to her Old Boys on August 3. Active preparations for this great home coming have been going on since last Christmas, and the executive have been in communication with towns and cities, both far and near, in United States as well as the Northwest Territories; so that many thousands of visitors will be added for a few days to the population. The active committee have decided that one special feature of the excellent arrangements will be the big parade which will be held to Queen's Park. Invitations for this have been issued to the City Council, Board of Water Commissioners, Board of Health, Board of Police Commissioners, Public and Separate School Boards, Hospital Trust, and the different fraternal societies of the city. An effort will be made to have the members of the police force turn out and lead the procession. The Seventh Regiment

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will take band, the associatio Stratford

Mr. Isa most big Saturday His brotl some yea home las at Lond railway : of apopl deceased, Upper C engaged city. T for the oil and The Imp at Mont been ho respecte able cit business

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Stock have i

Every Little Helps.

If you please your customer in one article, it helps you to sell other things.

JAMES' DOME LEAD

is the best lead in the world and gives the best satisfaction.

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

will take part, and in addition to their band, there will be bands brought by the associations from St. Thomas, Toronto, Stratford, Sarnia, Detroit and Cleveland.

Mr. Isaac Waterman, one of London's most highly esteemed citizens, died on Saturday morning after a lengthy illness. His brother, Mr. Herman Waterman, for some years a resident of Buffalo, left his home last week to visit his brother Isaac at London, but suddenly expired at the railway station at Buffalo from a stroke of apoplexy. These two brothers, now deceased, at the time of the oil boom in Upper Canada, in the early sixties, were engaged in the clothing business in this city. This line of business they gave up for the more lucrative one of dealing in oil and oil wells, and later, carried on The Imperial Oil Co. with headquarters at Montreal. Mr. Isaac Waterman has been hospital trustee since 1902. Much respected, and in every respect a valuable citizen, his loss is deeply felt by the business community.

AN ENTERPRISING FIRM.

Tudhope Bros., grocers, of Woodstock, Ont., have purchased the handsome store on the corner of Dundas and Light streets and now have one of the cleanest, brightest and most convenient groceries in Ontario.

ENGLAND AS A MARKET FOR OUR PRODUCTS.

MR. E. V. TILLSON, of The Tillson Co., Tillsonburg, Ont., was in Toronto on Monday en route home from a nine weeks' visit to Great Britain. He was accompanied by Mrs. Tillson and son. Mr. Tillson's visit to England was chiefly in the interests of his firm, who, as our readers are no doubt aware, have a large export as well as a large home trade.

"By the bye," said Mr. Tillson to a representative of this paper, "I saw your export number several places in Great Britain, and the people there thought very highly of it. It was indeed a credit to Canada. I must also inform you that one of the articles in 'The Grocer' was of great help to me while in Great Britain. A number of customers there wanted to know why it was that we were not able to supply them with all the split peas they wanted. I asked them if they had a copy of the export number of 'The Canadian Grocer' at hand and as most of them had, all I had to do was to point out an article there on the pea situation in Canada. This explained to them better than I could have why it was we were unable to ship them all the split peas they wanted."

"What do you think of the prospects for Canada increasing her trade with Great Britain?"

"Very good indeed. The people there are taking very much more interest in Canadian affairs and in Canadian goods. They like to deal with the Canadian people. There is no question about that; but one trouble is, the Canadian people have not enough stuff to sell them. One has to go to England before one can gather any idea of the enormous quantity of food products that are consumed there. Until I went there I can tell you I had not. I was in the office of one firm which has its own line of steamers plying regularly between British and foreign ports carrying nothing but flour. One house informed me that it had just then due 500,000 sacks of flour and that this would soon vanish in the consuming market. There is a great field in Great Britain for Canadian enterprise."

Speaking of the political situation in Great Britain, Mr. Tillson said that Mr. Chamberlain was putting up a wonderful fight, but that the feelings, both pro and con, were very strong indeed. As to what the result would be Mr. Tillson did not care to prophesy.

Dandicolle & Gaudin's shipment is to hand with Lucas, Steele & Bristol, including their extra olive oil, sardines, peas, mushrooms, vinegar, &c.

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



Hires'

Root Beer

the whole day long,
And you will feel "all right."

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

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

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

—Prices on Application—

Setna & Co., "Chutneys"

Indian Guava Jelly, Curry Powder.

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

Squirrel, Fox and Tiger.

OLIVE OIL — "TUSCAN"

Finest Cream Salad in Gal. Tins.

SOLE AGENT FOR CANADA.

MONTREAL.

FLOUR AND CEREAL FOODS

A Little Insurance Sermon.

INSURANCE rates on flour mills are so very high that many mill owners, operators and renters are compelled to forego such pleasure and profit as may come from this sort of protection. There is but one thing that makes these rates high, and that is the unusual number of fires in flour mills. The impression must not obtain that an insurance company desires to make more money from carrying insurance on flour mills than on any other property, for that is not the case. The insurance company knows at the end of any year what amount of premiums it has received, what its losses have been, and the proportionate expense of its business chargeable to the class that includes only flour mills. If the losses have been unusually heavy, the rates must go up correspondingly. If the losses have been less than what was expected, the rates should be lowered.

It follows that the better the construction of flour mills and the greater the care exercised in their operation the less millers will have to pay for fire insurance. In building mills, 99 times out of 100 the question of fire protection is not once thought of, the governing intention being to get through at the least possible expense. It can be very easily demonstrated that the wise expenditure of a few extra dollars while a building is being erected will soon come back to its owner by way of decreased insurance rates. To insure this result it is of course essential that the planner of the building have a practical knowledge of what constitutes fire protective features. If he fails to find anything on the subject "laid down in the books," he can count on getting much useful information and many valuable hints about the subject from the insurance companies that are to be asked to carry the risk, for they are never desirous of fires—their profit comes from not having fires. Strictly speaking there is and always should be a mutuality between the insured and the insurer. It is rare that a fire loss, partial or otherwise, results in a profit. It certainly never does to the company that carries the risk.

The ideal way is to put the property in such shape that it presents the fewest possibilities of burning, and then to in-

sure it. Manifestly this is economy for both parties, and equally manifest is it that the best time to so equip a mill that its liability to burn is reduced to the lowest possible minimum is when the mill is being built, for then the greatest latitude is possible in original construction. Where a mill has been built without any reference whatever to protection against fire it is obvious that ample protective features cannot be added without involving too great an outlay of money. However, much can be done, even with an old mill, providing one knows how to get at it.

A miller making any sort of pretensions to intelligence ought to know the most dangerous spots in his mill. He should know that wherever there is friction there is likelihood of fire; and while he cannot operate his mill without some machinery running at high speed, yet he ought to know how to surround such machinery with conditions presenting the greatest barriers to fire. Then, having the plant in the best possible condition, the remaining duty of keeping his mill clean must rest heavily upon him. The accumulation of dust and mill products in and around the machinery and mill never fails to increase rates when the inspector comes round. In many other ways, aside from an insurance standpoint, it does not pay to be dirty. Cleanliness is quite a near neighbor to Godliness and gives the miller a good reputation.—Roller Mill.

"Our Coming Competitors."

THE Dixie Miller, an American milling journal, says under the above heading in its last issue: An authority on the subject estimates that the area available for wheat raising in northwest Canada is 400,000 square miles, or four times that in which wheat is grown in the United States. Only 1 per cent. of this is under cultivation. The Western States show some nervousness over the recent emigration from their regions to the Canadian Northwest. In 1896 the American emigration was counted at only 36 people, but in 1902 it rose to 37,000. About the same number last year was reported from Europe, and it is estimated that this year 50,000 English-speaking people will seek homes in the new lands, and probably the same number of Amer-

icans. At this rate the Canadian Northwest can soon supply Great Britain with foodstuffs. All they are waiting on is Chamberlain's preferential tariff.

White Bread and Appendicitis.

THE Brooklyn Eagle says, with reference to the statements of a certain "Doctor" regarding the relationship of flour to appendicitis: It is utter rubbish to assert that appendicitis is due to the use of good flour. The flour of our ancestors differed from the flour of to-day only in the relative amount of the germ of the wheat, which in modern milling is removed, to the great advantage of the consumer. The germ of the seed is composed of material that soon decays, and flour containing it could not be depended upon to keep. As early as the '50s of the last century machinery was invented which reduced the amount of germ contained in the flour, and this machinery has been improved from time to time until something near perfection has been reached in the process of milling. It is ridiculous to assert that the presence in the flour of the germ made the bread any more easily digestible. On the contrary, such bread is less digestible, and the same is true of the whole wheat flour now affected by the faddists.

The bran has been removed from the flour for many centuries and no one fully acquainted with the subject will care to eat flour containing the indigestible, worthless mass of the bran. It is a good fodder, certainly, but I would suggest that hay is cheaper, and will answer exactly the same purpose. Americans are said to "feed" instead of dine, and it is easy to see how beneficial bran or any other fodder would be to one in the habit of "feeding," as it will certainly aid in a measure in dividing the food, and save the trouble of mastication, which requires time. It will also have the usual effect of fodder, to keep the mass of half masticated food in motion, until it is gotten rid of and so is out of the way of doing harm.

Appendicitis was common long before modern flour was produced and long before it was recognized as a distinct disease, or before it was successfully treated. It is due to derangement of digestion in the lower digestive tract, and is most frequently developed in people who have

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HAVE YOU

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

TILLSON'S BREAKFAST FOOD AND TILLSON'S WHEATLETS

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

Breakfast Food

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

Wheatlets

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

Freight paid in 5-case lots.

THE TILLSON COMPANY, LIMITED,
TILLSONBURG, ONT.

reason to worry and who, therefore, do not digest their food well. It is more likely to occur in one who eats whole-wheat flour than in one who does not, and, finally, it need never occur if the digestion is properly looked after by an intelligent physician.

The Production of Wheat.

In an editorial under the above caption The Toronto World points out that the idea of Canada taking the place of the United States as a source of wheat supply for Great Britain is not a mere patriotic imagination, but is founded on hard facts. It is founded not only on the rapidly increasing wheat area and product of Canada, but on the probability of a diminishing surplus for export from the United States. About two-thirds of the wheat grown in the United States is now used for domestic consumption. Estimating the present population of the United States at 80,000,000, another 40,000,000 would consume the amount of wheat now grown. This increase of population may be expected in 20 or 30 years.

With the present production, the United States would then cease to have a surplus of wheat for export. The possibility of an increase in production must be considered. The present indications are,

JOHN MacKAY, Limited,
Successors to John MacKay, deceased
ESTABLISHED 1854.

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

Caledonia Mills
BOWMANVILLE, ONT.

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

THE BEST FLOUR.

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

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

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

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

MODEL ROLLER MILLS,
PERTH, - ONT.

FLOUR FEED CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

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

"Matchless" Feed.

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

however, that production will increase at a far slower rate than population. The United States is receiving every year hundreds of thousands of immigrants, who represent mouths to be filled. We do not think that their settlement of wheat lands is increasing in anything like the same ratio. The exodus from the United States is mainly an exodus of farmers to Canada. Therefore the tendency is a rapid increase in the surplus for export from Canada, and a decline in the surplus for export from the United States. Already the American millers are eager to obtain Canadian hard wheat, and this demand will grow.

The Manitoba Crop.

THE July number of The Nor' West Farmer says: From almost every quarter we are being told of fresh, healthy looking crops and a good promise of abundant harvest. "What everybody says must be true," but the accuracy of some of these reports is open to question. Some observers see only skin deep and their reports are to that extent misleading. Of course there must be a considerable variety of experience in a country so far stretching as Western Canada, but it is quite certain that over a large part of the area on which most of our crop is grown, the rainfall up to a recent date was very limited. Seed time was all right and in some sections rainfall was ample for immediate requirements, but there was a very remarkable difference between this year's June precipitation and that of last year. It was to that month's rainfall the liberal yield of last year was largely due. The question is whether with a much smaller amount of moisture anything like the same yield this year can be looked for.

No fault can be found with the June report of the Manitoba Government. Up to the time that report was prepared every condition was as favorable as was there stated. It is the month of June itself that according to all previous experience is the crucial stage of crop growth in this country. Last year there was a heavy rainfall in June with corresponding profuse growth in all kinds of vegetation. But this year the June rains have been very limited over wide areas, and the effect of this is already manifest to every clear-eyed observer. Lands well worked, not previously over-cropped, and having a good open clay subsoil, have suffered comparatively little from the short rain supply and some districts have had more rain than others. With moderate showers from now on this class of land will make a very satisfactory showing. Crops there are still in the grow. In many sections of the Red River Valley we are enjoying at time of writing have yet a fair chance to do well.

But there are other sections where drouth has already done serious damage. In many sections of the Red River Valley the men who have 60 per cent. of last year's crop will be fortunate. The amount of crop in the Red River Valley does not furnish a large percentage of the crop of the whole country. But if our carefully gathered information is correct, there are in the Mennonite country, the Portage Plains and Souris Valley—the very wheat gardens of the province—indications that 18 bushels to the acre will be the maximum average. In all cases where there has been prolonged cropping a short rainfall develops evidence of exhaustion, and we have now large areas subject to that condition. Plenty of well done work helps to mitigate this tendency and this year's experience will very strongly emphasize the importance in a dry season of good work. Last year any kind of work had a decent yield after it, but dry years tell a different tale.

Perhaps the most promising sections in Manitoba will be found between Manitou and the western boundary and from Minnedosa westward. Northwestern Manitoba has special advantages of soil, and rainfall there has been more liberal.

It is pretty certain that this year the Territories have had the best of it as regards rainfall and will come out fairly well. Much of the land there is newer, and where properly worked it will be all right. Let us say here in passing that this year's crop results everywhere will furnish one more illustration of the folly of shallow and slipshod work. Lands with a gravelly subsoil will always suffer severely in a dry summer, but with a clay subsoil, the opener the better, this country will always give fair crops with a very limited rainfall, if the cultivation is right.

The Nor'-West Farmer is the only paper, so far as we know, that has as yet hinted at the possibility of a diminished crop yield. But we are quite satisfied of the accuracy of our diagnosis of the crop conditions of the whole of Western Canada, and think it in the very best interests of the farmers themselves that we should state our opinions with all possible plainness. The men who proclaim all over the world a prospective yield of 25 bushels of wheat, where the actual outturn will be nearer 18, are not the true friends of this country. If our forecast turns out too pessimistic we shall gladly own up—at the right time.

We may in conclusion point to the record of the Winter wheat crop of the U.S. for this same year. On April 1 they had a showing of fully 97 per cent. In two months that splendid showing had to be cut down 21 per cent., and some critics allege that even that reduced estimate is still too high. The foreign na-

tions that want cheap wheat from this continent prefer big crop reports. Our real friends are those who keep inside the truth.

The Crops.

Crop reports concur as to the magnificent outlook in Ontario and the western provinces. Making every allowance for the ever cheerful statements of the ever sanguine Manitoban, a more than average yield is looked for in that section, and the weather conditions in Ontario continue of the most favorable nature. Reports from the Province of Quebec are also of the most cheerful character, and the country at large has been blessed with the most favorable weather.

Notes.

Fouger & Bryant's flour and feed store, Petrolea, was burned last week; loss, \$800; partly insured.

A tank house with a capacity of 5,000,000 bushels is included in the elevator plans of the Canadian Northern Railway at Port Arthur, Ontario.

An official estimate places the wheat crop of India at 7,780,000 tons, the largest ever known. Surplus for export is estimated at 61,000,000 bushels.

Some idea of Canada's increasing export trade in flour may be had from the shipments of flour from Montreal during the past week which totalled over 83,000 sacks.

The most noted European authorities on the wheat crop of the world believe that the yield in Europe will be about 250,000,000 bushels less this year than it was in 1902. They think that the American harvest may exceed that of last year by 150,000,000 bushels.

The Echo Milling Co., Limited, with a capital stock of \$60,000, divided into 600 shares of \$100 each, has been formed at Gladstone, Man. The provisional officers and directors are: President, P. Broadfoot; vice-president, M. Wilson; secretary, D. Smith. Directors—P. Broadfoot, Magnus Wilson, W. H. Squair, Frank McKenzie, D. Smith.

The Force Food Co. do not propose to permit their products, which have attained to such wide popularity, to be assailed with impunity by the insidious slanderer. It has come to the knowledge of the company that somebody, obviously with a malign purpose, has been circulating the rumor—absurdly false, of course, but calculated to prejudice the unthinking—that "Force" is drugged to promote appetite. The company's answer to the story is the offer of a reward of \$5,000 for the conviction of the initiator or circulators of the slander, and a further \$5,000 for proof that a single package contains any injurious substance.

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Montreal

Telephone Bell
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King St. V

STRETTON'S PRIZE MEDAL SAUCE

A Delicious
Worcestershire Relish.

Montreal Agents

S. H. EWING & SONS,

Telephone Bell Main 65.
Merchants 522.

96 King St., MONTREAL.

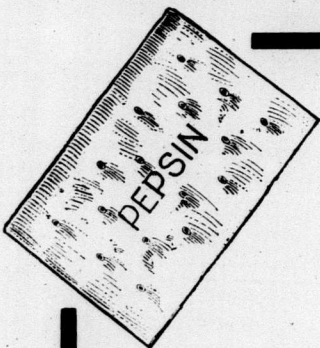
RECEPTION WAFERS

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

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.



Modern Biscuits.

Modern foods should incorporate all the appetizing and health-giving properties possible. Our biscuits are specialties in those lines, especially the "Pepsin" biscuit. It is a soda biscuit made on hygienic principles. A great seller, put up in 1, 2 and 3-lb. packages.

"Hava Lunch" This is our latest success—dainty, rich, high-class. 8½ cents per lb.

"Pineapple Sandwich" The "Pine Apple Sandwich" is the best seller on the market. 10c. per lb.

WRITE FOR SAMPLES.

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

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

A Marvellous Cigarette Machine.

A COMPANY is being organized, says The United States Tobacco Journal, for the exploitation of a cigarette making machine, which those interested in declare will revolutionize that industry. According to their claims this new machine will do everything in connection with the making and packing of cigarettes from the time the tobacco, paper and pasteboard is fed into the machine until it is delivered in boxes of ten, stamped with the internal revenue stamp. The tobacco is fed into the machine by girls and cut into the proper shape by revolving knives. At the other end of the machine are long rolls of pasteboard and cigarette paper. The tobacco is rolled into the cigarettes, which are pasted up and then dropped into boxes made from the rolls of pasteboard. The machine makes the boxes, top and bottom, packs ten cigarettes in each box and wraps it with a suitable label and affixes the internal revenue stamp. Each cigarette is also stamped with the trade mark. According to those interested in the company, all the attendance required is that of girls to feed the tobacco and of boys to carry the boxes away and to pack them in larger boxes for shipping, with proper attendance on the rolls of paper and cardboard. It is claimed by the inventor that this machine is capable of delivering in boxes of ten, duly stamped and sealed, 170,000 cigarettes an hour, or 170,000 boxes in a day of ten hours. As soon as the organization of the company is completed steps will be taken to place the machines on the market on a royalty.

Terrors of the Tobacco Habit.

A WEALTHY Indiana grocer, whose name is here shrouded in silence, since a good man might, could, would, or should wish to do good by stealth, has burned a collection of idols. In California he got a message from the land of spirits. Whether by a medium or by telepathy, the story declines to say. He is sure that he received the message, and that it warned him that the use of tobacco was not consistent with salvation. Like a prudent man, he resolved to save his soul and lose his tobacco. When he got back to Indiana and his grocery, he found that his manager had just "put in" a large and expensive stock of

"smokers' goods." The grocer ordered them destroyed. The manager protested. The grocer was firm. "Burn them up," was his order, and burned they were; and great was the smell thereof. Here was an iron resolution and a fine disregard for profit. But is tobacco so deadly in its moral effects as the message from California asserts? May it not be in some sort a means of discipline, a trial and a punishment? Think with what agony, what mutiny of the system, the habit is acquired; with what far different and keener agony it is given up, if it has to be given up, at the doctor's orders; with what doubt and worry it fills the man who knows that he is smoking too much. Think, most of all, how bad many cigars are, and how rebellious against suction. If smoking be an evil, has not the smoker his punishment here? If it be a good, why are so many cigars totally depraved? Everybody's Magazine.

Sister Marfa's Pipe.

Dr. Henry Van Dyke, the new moderator of the One Hundred and Fourteenth Presbyterian Assembly, sat in the Waldorf-Astoria recently, while to an appreciative surrounding he told this story: "A certain colored clergyman in the South had among his parishioners an old

colored 'mammy, whose short-comings and back-slidings were many, and who caused the old minister to make numerous trips to 'mammy's' old shanty, followed by exhortation and prayers. After a long time he succeeded in causing the old lady to renounce one by one each of her bad habits until none remained but the old black pipe.

"'Sister Marfa,' he said solemnly one night after an unusually long argument, 'how do you spec to meet yo'r Lord with sech a 'baccy bref?'"

"'Bless you, honey, dat's all right,' cried mammy; 'befo' I meets my Lord, I spees to lose my bref.'"—N.Y. Times.

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
 OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

“Into the Light.”

Here and there is a grocer who is groping in darkness, and about ready to give up the Cigar Department in his store. If that particular grocer would get into correspondence with me, I could easily convince him that the probable cause for his despondency was, first, because the profits he had been making were too small, and second, because the quality of his cigars was not up to the mark.

I would like the opportunity to lead him “into the light.” If he can’t write he can at least send in for a trial order of a thousand or more of my cigars. **I’ll pay the charges!**

J. BRUCE PAYNE, Limited,
Granby, Que.

“La Fama Cigars”

(Same text as last week, you’ll observe).

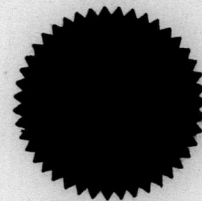
But there are texts and texts. Some can be preached threadbare in one effort, others furnish a subject that something new may be said of each attempt. It would be impossible to exhaust the supply of good things that can be and are told of our La Fama.

Ask any one who has tried them.

Brener Bros., London, Can.
Manufacturers.

THE SEAL of Time has been placed on Tuckett’s “**MARGUERITES.**” The finest 10c. cigars made in Canada. Quality never trifled with. **IF** there is a cigar dealer in Canada who doesn’t know Tuckett’s “**MARGUERITES**” we want his name quick.

TUCKETT CIGAR CO., LIMITED, HAMILTON.





OUR "CORONATION."

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

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

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

RONTO

The Best 5c. Cigar.

T. J. Horrocks, Toronto

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

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

Strictly Union-Made TOBACCOS

CHEWING

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

SMOKING

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

McALPIN CONSUMERS TOBACCO CO., Limited, - TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

Mr. Chas.
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Smoke Rings.

Mr. Chas. Runk, western representative for S. Davis & Sons, was in Montreal this week. A "Grocer" representative ran across him and learned that he is meeting with great success in his company's Cuban Havana goods. "They have just proved the class of goods the trade want, and my sales are on the constant increase." Mr. Runk leaves for the West in a day or two.

Mr. J. Bruce Payne, says The Granby Leader-Mail, who, in the space of 13 years, has established a reputation as a cigar manufacturer extending from one end of the Dominion to the other, and is still, as he puts it in a circular to his customers, "on the verdant side of 40," is turning out his business into a joint stock company. As a reward for faithful service, as employees he is admitting as shareholders Jas. S. Neill, John J. Payne, F. W. Taylor, James Topp and V. J. Racette. The style of the firm henceforth will be "J. Bruce Payne Limited."

Ramsay & Co., cigar manufacturers, Brandon, have moved into their new factory. It is well equipped and one of the most modern factories in Canada.

J. H. Kressler, Berlin, has disposed of his cigar business.

The new store of Eugene Sandrian, wholesale and retail cigar dealer in Ottawa, is in every way up to date and one of the finest in Canada.

W. T. Earl, formerly of Brockville, has opened a jobbing grocery, fruit and cigar and tobacco warehouse in Arnprior.

The Consumers Tobacco Co., Leamington, will very shortly remove their scene of operations to their new factory, Toronto.

Geo. A. McGowan, Kingston, has moved into his new factory on the corner of Rideau and North streets, and celebrated the event by a big procession. Headed by a band and a carriage with Mr. McGowan and a couple of friends, the parade was loudly cheered by the onlookers on the streets. "The Canadian Grocer" adds its congratulations to the many Mr. McGowan has already received.

F. Bayliss, formerly representative of the American and Empire tobacco companies, is now agent for The McAlpin Consumers Tobacco Co. in British Columbia. He reports a very heavy demand for British Navy as also for the manufactures of the Tuckett company, for whom he also acts as representative.

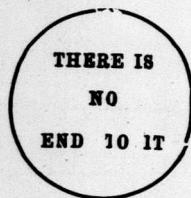
"Catchy" Words for Advertisements.

THE object of this column is to give readers up-to-date information about one of the largest centres of cigar manufacturing in Canada, which everybody understands London is. We con-

clude that any suggestions that might be of assistance in disposing of cigars would be accepted in the spirit in which they were given. We therefore give a few ideas on advertising. As a stimulating suggestion for the getting up of price cards along this line of thought the following short sentences are given you :

- | | | | | | | | | | | |
|-----------------|-----------------------|--------------------|---------------------|--------------------|-------------------|---------------------|-----------------|-----------------------|--------------------------|---------------------|
| Quality counts. | Small profit. | You can't beat it. | Worth the price. | Just to advertise. | To keep busy. | Our Loss—Your gain. | A sale-riveter. | To please a customer. | The best, because it is. | A quick-step price. |
| Figures talk. | Quality and quantity. | You can afford it. | A business-bringer. | High price, but— | For a good smoke. | A trade-catcher. | None better. | For critical smokers. | To get you started. | |

Every time a new sentence flits through your mind write it down. You will have a bountiful supply to draw from as occasion may demand. These to be used on every price card—a different one on each card, no matter what the price may be. The suggestion following is for a general card that may be appropriately used in either the window or store. Use it first in the window, and afterwards a good location can doubtless be found in the store. The head or catch phrase at the top of the card should be printed within a circle, while the bottom may be displayed in whatever style is thought best :



OUR LINE OF
GOOD THINGS
FOR SMOKERS.

How Kaffirs Smoke.

EVERY nation and every people has its peculiar smoking customs, but the most unusual, perhaps, is that of the South African natives, employed by The De Beers Consolidated Diamond Mining Co., Ltd., in their mines and compounds at Kimberley, South Africa. Here, according to Gardner F. Williams, in his new book, entitled The Diamond Mines of South Africa, the De Beers company employs several thousand blacks from all over South Africa. These native miners are very fond of cigars, but for all that they have seen white men smoke them for over 20 years, they still persist in smoking them themselves with the lit end in their mouths, shifting the cigar about and holding it between their teeth, so that the fire does not burn their mouths. This, to a white man, would be the height of discomfort, for in

Pipes



The Largest Pipe House in Canada.



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

such a case he would have to keep his mind intently on the cigar, to prevent having his tongue scorched or getting a mouthful of ashes, but, according to Mr. Williams, the native workmen prefer smoking cigars in this way to the white man's method, and are so deft in managing their weeds that it is an unusual occurrence for a native to get a mouthful of ashes or have his tongue scorched.

Large Tobacco Crop in Essex and Kent.

A tobacco grower said to The Leamington News that the reports in eastern papers that the tobacco crop is likely to be a failure were absurd. The prospects were never brighter. One paper said a farmer had lost 250,000 plants, as if this were a large number. A farmer putting in a quarter of an acre would not sow less than a teaspoonful of seed, and this would produce 250,000 plants.

Last week was fine for transplanting and this hot weather is just the thing to further the crop. Fully 5,000 acres of tobacco has been planted this season in Essex and Kent. With a good season, the yield should average 1,200 lb. per acre, or a grand total of 6,000,000 lb.

To the Trade.

Having received several inquiries from the cigar manufacturers on the subject, "The Canadian Grocer" wishes to inform the trade generally that no charge is made for the framing or preparation of advertisements. We will have much pleasure at all times in placing the services of an experienced advertising writer at the disposal of our friends without additional cost. We have also in our service an art department, where designs and drawings are prepared for our advertisers. In many cases the use of ornamental designs or illustrations makes an advertisement much more effective, and the charges in this department are of a very reasonable nature.



SOCKEYE SALMON

"Clover Leaf Brand"

is the finest FRASER RIVER SOCKEYE SALMON packed.

All grocers keep it.

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London, Eng. :

1. A London house has asked to be referred to Canadian firms who might be open to take up the agency for electric lamps and electric light accessories.
2. The manufacturer of a new patent electricity meter is desirous of bringing it to the notice of those in Canada who are interested in such goods.
3. A Zurich (Switzerland) firm asks to be placed in touch with Canadian cheese exporters.
4. Inquiry has been made for the addresses of Canadian makers of brick-making machinery.
5. A firm in Rennes (France) reports a considerable demand for apples suitable for the production of cider and asks to be placed in correspondence with Canadian shippers of apples.
6. A correspondent wishing to acquire a first-class manganese deposit would like to hear from Canadian owners of properties.
7. A Liverpool firm invites quotations from Canadian shippers for box shooks for direct shipment to South Africa in lots of from 10,000 to 20,000 boxes each shipment.
8. The selling agents for several manufacturers of railway supply lines seek the services of a first-class Canadian firm in close touch with railway, tramway and similar enterprises as their Canadian representatives.

Parties interested may obtain the addresses of the inquirers by communicating with the editor of THE CANADIAN GROCER.

CANADIAN PROVISIONS VINDICATED.

Prof. Robertson, who was sent to England by the Dominion Government to refute the reports from the War Office reflecting on the character of provisions supplied by Canada to the War Department in South Africa, has succeeded in convincing the Secretary of State for the Colonies and the officials of the War Office that the quality of the Canadian goods had been misrepresented.

We have at hand the midsummer number of The St. Margaret's Chronicle, published by the young ladies of St. Margaret's College. The fair young editors are to be congratulated on their clever and handsome publication.

CANNED GOODS FOR FALL DELIVERY.

We are now booking orders for **Canned Salmon** and **Canned Vegetables** for **Fall Delivery**. See our travellers for prices or write to us direct. We can quote interesting prices.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

Ten Thousand Megaphones

would not impress too loudly the fact that

Quaker Ceylon Tea

is not only grown, but then packed and sealed in Ceylon itself in the lead packets in which we offer it for sale here.

**Adulteration or contamination
is impossible.**



J. A. MATHEWSON & CO., Montreal.

Agents for CANADA and NEWFOUNDLAND.

Flett's

Pickle Endorsement.

FLETT'S PICKLES
are endorsed by the entire trade as
being the very best value pickles on the
market. The consumers who once try
Flett's have no use for the poorer
articles.

ROSE & LAFLAMME
Agents, MONTREAL.

MHS

Your Coffee Trade Will Grow

IF YOU HANDLE

PATERSON'S CAMP COFFEE ESSENCE

ROSE & LAFLAMME, Agents,
MONTREAL.



a Sauce

that is a
seller

Brand's Al Sauce

a fine tonic and digestive.

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

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

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

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

England leads the world in
**MALT
VINEGARS**

and

Grimble's PURE MALT



Vinegar

heads the list.

Brewery: LONDON, England.

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

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

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

The Results You Get Out of an Ad. Depend Largely on What You Put In it.

CONTINUING the remarks on display in last week's issue; it is very hard for a man who is not thoroughly familiar with type and its practical uses, who has not studied the value of contrast, to do anything exceptional in the way of displaying his ads.

This is a very good reason why he should not try.

If you could see some of the copy the newspaper compositors get, you'd wonder how they made any kind of an ad. out of it at all. This word "written large"—that one heavily underscored—and many other pet ways of "emphasizing" every sentence—often almost every word—in the ad.

An advertisement may be ever so fine, may contain ever so many convincing arguments, and yet be set in so unattractive a manner as to absolutely destroy its value, because so few persons will ever get to the "meat" of it. Very few people are even tempted to give an advertisement a second glance unless it have the eye-catching qualities.

The perfect ad. will be one which has a good substantial argument for business, clothed in proper expressions, and with some sort of an appropriate display in it which will draw the eye of the person who may be reading the paper.

A great many retailers make the great mistake of leaving the display entirely to the compositors on the newspaper, and while too much "marking up" with typographical instructions is undesirable—more likely, in fact, to confuse the compositor and result in a botch job—still it is a good plan to have a clear idea of the form in which you wish to have the ad. appear—the lines you wish displayed, paragraphs, etc., plainly marked so as to convey to the compositor your desires regarding the style of the ad. in a clear and easily understandable manner.

A merchant with either a natural or acquired knowledge of what constitutes good advertising will be not only able to

write his advertisement in attractive and convincing wording, but will also have the ability to select the proper type in which to have it set, and will be able to so "lay out" his copy that the poorest compositor cannot help but set up an attractive eye-catching ad. therefrom.

It is a good idea, therefore, for each newspaper to furnish its advertisers who

That book of ads. which I have recently compiled under the title "100 Good Ads. for a Grocery Store," was prepared with the idea of producing a book that would prove of real practical value to every reader of THE GROCER.

Its real usefulness lies in the suggestiveness of the ads. it contains.

They illustrate a number of interesting ways of talking about the goods in your store, and while so arranged that they can be used just as they are, it is their thought-stimulating qualities which are most appreciated.

They suggest ideas for ads.

Included in the book are a number of short, catchy sayings that add a "point" to any advertisement, and also prove suitable for headlines and show cards.

There is also a talk on the best methods, and some good suggestions for effective, yet simple, display.

Any grocer ought to be able to write good ads. with a copy of "100 Good Ads. for a Grocery Store" at his elbow.

A copy will be sent by the publishers of THE GROCER on receipt of a dollar bill, which will willingly be returned if you should not find the book satisfactory.

are capable of using it correctly, with a type book or type card, showing the various styles and sizes of type which they can place at the disposal of their advertisers. From this type book the advertiser can select such type as may meet the requirements of his advertisements, and see that the tone of his ads. is properly brought out by the style of type which will make the best display.

A great many newspapers do this, and we generally find that those publishers who give close attention to the composition of their ads., that they may be attractively displayed and arranged, not only have the paper of the nicest appearance, but generally carry the largest amount of local and foreign advertising.

I think most merchants would rather have their ads. look nice and read poorly than to have them read well and be poorly displayed. They stand just as good a chance of getting results, anyway.

But when a merchant really takes pains to construct an attractive ad., couched in convincing language, and then finds on the appearance of the newspaper that it is poorly displayed and presents an unattractive appearance, practically all his enthusiasm is killed for the time being.

There is often a great deal of science to be used in arranging the display, as certain styles of type which are very proper for a fire sale, for instance, would not be at all proper for the announcement of an "opening." One requires a bold, black-faced type, while the other would want something very neat and attractive, but not loud.

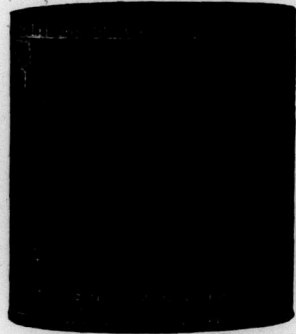
When an advertiser trusts entirely to the ability and taste of the compositor for the arrangement of the display in his ads. he is very apt to be disappointed in the way his advertisement looks on the appearance of the paper. The very line, perhaps, which he wished most prominent will probably be set in a small type, whereas something that he is not particular about calling attention to is shown up in big letter.

There are some advertisers, however, who either from lack of experience or lack of talent are not capable of selecting the proper type in which to set an advertisement, and these would do well to give the matter thought and attention until they have drilled themselves into a proper knowledge of the subject.



Established 1845

Established 1845



1 and 2-lb. Tins.

COFFEE

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

SPICES

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

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

TIP-TOP SOAP CHIPS

Send for sample packets for free distribution.

IN CARTON PACKETS

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

J. E. COX

BROKER and COMMISSION MERCHANT

Correspondence Solicited. Reference furnished.

53 SPARKS STREET, - OTTAWA.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.



The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

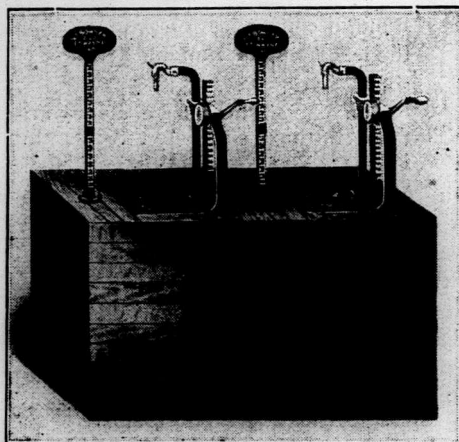
Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

THE LOSS OF A GALLON OF OIL.



DOUBLE TANK.

Will not make you poor. But it is equivalent to losing the interest on a Dollar for a Year. Many lucky people who live in "Easy Street" are enabled to live there because they look carefully after the six or eight cents of interest each dollar brings yearly. Can you afford to look less carefully after your interest money than the inhabitant of "Easy Street?" You may not have money to lend, but you have oil to save, and when you have saved a gallon of oil that would otherwise have been wasted, you have as surely collected your interest as though some one had paid you six or eight cents for the use of a "Daddy Dollar" for a year.

BOWSER OIL TANKS

are a Positive Economy.

THEY SAVE OIL, MONEY, TIME AND LABOR. THEY PUMP GALLONS, HALF-GALLONS AND QUARTS AT A STROKE. THEY ARE NEAT, CLEAN, HANDY, AND ENFORCE ECONOMY WHETHER YOU WILL OR NO. LET US TELL YOU MORE. IT WILL COST YOU BUT A CENT. Ask for Catalogue "B."

S. F. BOWSER & CO., Factory: FORT WAYNE, INDIANA.

65 Front St. East, TORONTO.

TORONTO RETAIL MERCHANTS' PICNIC.

OLD PROBS favored the Toronto Retail Merchants with ideal weather for their picnic at Exhibition Park Wednesday afternoon, 15th. inst. The merchants, with their wives, sweet-hearts and friends to the number of about 6,000, gathered in the grand stand enclosure, forgot all about shop and gave themselves up to enjoyment of the summer outing and the diversified programme of sports arranged for by an enterprising committee. It was a jolly, good looking, well groomed crowd. The substantial business man, relieved of care for the afternoon, smoked his cigar in solid contentment as he strolled along the lawn, the good wife gazed down benignantly from the grand stand, and the younger generation found ample means of amusement. A number of the leading wholesalers were also present and enjoyed the opportunity of meeting their customers on a social footing.

The grounds were handsomely decorated, and the beautiful silk banner of the association, the Cross of St. George, occupied an honored place floating from the centre of the stand.

The features on the programme of amusements were almost too numerous to mention, but included a baby show, foot-races, jumping, climbing greasy pole, water melon eating contest, jam feeding contest, bicycle races, clowns, dog races, catching greasy calf, prize waltzing, horse racing, besides special vaudeville attractions during the evening.

Of course, the chief interest centred around the baby show. There were 28 entries and all types, shades and complexions were represented. They were withal a fine-looking lot of youngsters, and a proud circle of fond mothers were confident that though other babies might be younger, older, fatter, or something else, "mammy's little baby boy," or girl, as the case might be, was the finest that ever. They were brave men, the judges who faced that array, Drs. W. P. Thompson and E. Fraser Bowie, but after grave deliberation the prizes were awarded to three boys, the children of Mrs. Carmody, Mrs. Hunter and Mrs. W. H. Chadwick.

Catching the greasy calf was another feature which afforded considerable amusement. The calf was turned loose in the centre of the speeding ring, with the announcement that whoever caught it could have it. The calf had no intention of being caught, but, head out and tail up, made a wild dash for freedom. The crowd followed with a rush, the calf dodged, doubled and twisted, but all in vain. Overcome by superior generalship

he surrendered at discretion to Gus Farwell who has not announced what he intends to do with his catch.

A jam-eating contest, in which the competitors were blindfolded and fed each other with long spoons from a basin, resulted in Joe Gray securing the first prize, his face being less dirty than that of his fellows. The greasy pole contest was won by John Gladstone from 50 competitors. The horse races were the important event of the afternoon's entertainment and resulted as follows:

2 30 class, pace or trot—1, Fleet Wilkes, J. Davis; 2, Emma L., John Lamb; 3, Antile, D. Rowntree. Time, 1.11½.

2 50 class, road waggon, trot or pace—1, Little Boy, Snow & Dennis; 2, William H., J. Marshall; 3, Bert Beal, J. Crawford.

Delivery horses in waggons or buggies—1, Little Cricket, C. Verrall; 2, Frank Fitz, J. Lougheed; 3, Junction Boy, William Woods.

Pony running race—1, Tommy; 2, Dangerous Maid; 3, American Girl; 4, Rosebud; 5, Dick.

Basket race—1, Fly-n-Amber; 2, Bertie; 3, Captain Kennedy.

The officials for the horse races were: Samuel McBride, starter; Ben. Smith, Albert Holman, judges; R. B. Burkett, Frank Rogers, timers.

The results of the bicycle races were:

One mile—1, R. J. Reid; 2, S. H. Bounsell; 3, G. Little.

Half-mile dash—1, W. Anderson; 2, A. Watson; 3, W. Sinclair.

One-eighth mile dash—1, J. Henry; 2, A. Watt; 3, B. Anders.

Two-mile dash—1, H. Macdonald; 2, J. Smutch; 3, J. McNaughton.

Slow race—1, W. Anderson; 2, B. Pringle.

During the afternoon the Cadet Battalion Band discoursed appropriate music under the leadership of Bandmaster R. Richardson.

The officials in charge of the arrangements of the picnic were: Picnic Management Committee—J. Wilmot, chairman; W. Dineen, treasurer; E. M. Trowern, secretary; and the chairman of the various sub-committees: G. J. St. Leger, F. C. Higgins, H. Puddy, P. N. Judah, J. H. Lock, F. J. Denning, W. B. Rogers, A. E. Walton, E. R. Rogers, P. B. Whytock, T. W. Barber, A. R. Price, M. Bredin, R. W. Hull, G. T. Gibbard.

CONVICTION UNDER TRADESMARKS ACT

Samuel Patterson, a Toronto mineral water manufacturer, pleaded guilty before P. M. Denison last week to two charges of using bottles emblazoned with the business inscription of J. J. McLaughlin. He claimed to have got the bottles along with some second-hand goods and that their use was a mistake. The magistrate decided that their use was a contravention of the Trade Marks Act, and imposed a fine of \$20 and costs in each case.

FISH PIRATES OF PUGET SOUND.

There is likelihood of a fish war in Puget Sound. The canners have declared their intention to refuse fish offered for sale by fish pirates. The latter in the past have reaped a rich harvest each year by robbing the traps of the large fishing concerns. There are said to be upward of 1,000 of them on the sound, and they threaten, if their market is cut off, to be revenged by destroying the traps. Last year a watchman met death at the hands of the pirates, who, other times than at the fishing season, are general miscreants, and serious trouble is anticipated. A single watchman is customary for each trap, but as the pirates travel in pairs, he has little chance against them. The legitimate fishers are said to be preparing armed boats to patrol the fishing waters, and will endeavor to clear the sound of the pirates.

INGERSOLL CANNING AND PRESERVING CO., LIMITED.

Letters patent have been issued for the incorporation of The Ingersoll Canning and Preserving Co., Limited.

The powers expressed in the charter are: "To manufacture and deal in canned goods, evaporated fruits, condiments, pickles, jams, jellies, preserves, table delicacies, grocers' sundries and supplies and prepared goods, and for the said purposes: (a) To provide for growing them or otherwise for the raw material to be used by the company and (b) to take over the business and the assets of the business of any firm carrying on a similar business."

The provisional directors are: O. E. Robinson, F. G. Walley, W. H. Cook and H. E. Robinson.

THERE'S BUSINESS WHEREVER "THE GROCER" GOES.

Mr. O. Lefebvre, proprietor of the Chinese Starch (Empois Chinois) on Mount Royal Ave., Montreal, received inquiry for his starch from Amsterdam, Holland, under date of July 7. The inquiry was from Mr. Gerhard Polak, and was the result of advertising in THE CANADIAN GROCER. As Mr. Lefebvre expresses it: "You have the greatest trade paper on earth. I have only advertised but a short time and received inquiries (and orders have been filled) from Vancouver, Victoria, Halifax, Winnipeg and St. John—and now comes a request for the goods from Europe. You seem to go all over."

It pays to advertise in THE GROCER. Try it.

BROCI



NICHOLSON

AGENTS REQ to sell and Black and

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109 Fle

TAI

Files spread fly and also scientific print is long-lasting



is equal Try convinced quality.

ASK YOU

Capsta

BROCK'S BIRD SEED



IS
PERFECTION.
IT
PAYS TO SELL.

SAMPLES FREE.

NICHOLSON & BROCK, TORONTO.

TEA.

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

"COMMISSIONER,"

CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.



TANGLEFOOT
SEALED STICKY FLY-PAPER.

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



**Capstan
Brand
Baking
Powder**

is equal to any in the market. Try a sample case and be convinced of its high grade and quality.

ASK YOUR WHOLESALE GROCER FOR IT.

The
Capstan Manufacturing Co.
Toronto, Ontario, Canada.

COWAN'S

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

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

Are the standard goods for purity and excellence.

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



Maple Syrup

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

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME"
TABLE SALT

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

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

**A Two Cent
Mistake**

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of \$2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.



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.

BUY
Star Brand

**COTTON
CLOTHES
LINES**

- AND -

**COTTON
TWINE**

Cotton Lines are as cheap as Sisal or Manila
and much better.

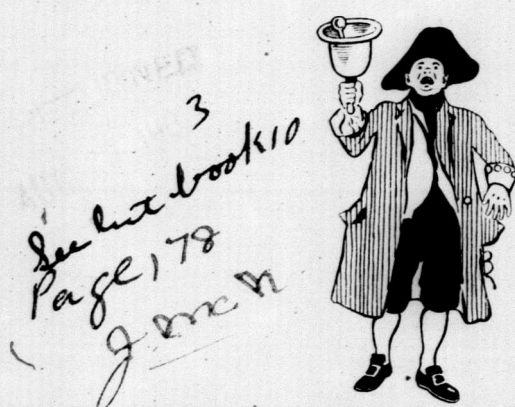
For sale by all Wholesale Dealers

See that you get them.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto



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



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

JOHN DWIGHT & CO., MANUFACTURERS.



As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS,

403 St. Paul St., MONTREAL.

Current Market Quotations for Proprietary Articles

July 23, 1903.
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, " "	2 40
5-lb. " "	14 00

W. H. GILLARD & CO.

Diamond	Per doz.
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.
1 doz.	10-oz.	\$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	" "	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2 1/2-lb.	10 50
4 doz.	" "	10 40
1 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	5-oz.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
2 " "	12 " "	1 40
2 " "	16 " "	1 45
1 " "	2 1/2-lb.	4 10
1 " "	5 " "	7 30
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	" "

JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

Ocean Borax, 1/2-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pkgs. in a case	78
Freight paid, 5 p.c. 30 days.	

ROYAL BAKING POWDER CO.

Royal	Per Doz.
1 lb.	\$1 00
1/2 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	Per Doz.
1 lb.	\$1 00
1/2 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

Blacking.

Henri Jonas & Co.	Per gross
Jonas'	\$9 00
Fronts	7 50
Military dressing	24 00

Blue.

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

Black Lead.

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

Brooms.

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

Boeckh's Bamboo Handles C, 3 strings

D, 3 "	3 50
F, 3 "	3 20
G, 3 "	2 95
I, 3 "	2 60

CANADIAN BROOM CO.

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

Biscuits.

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

Canned Goods.

Henri Jonas & Co.	
Mushrooms, Rionel	\$15 50
1st choice Duthel	18 50
Lenoir	19 50
extra Lenoir	22 00

Cereals.

French Peas, Delory's	
Moyen's No. 2	\$0 00
" No. 1	10 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines	
1 Rolland	9 50 10 00
1 Delory	10 50
1 Club Alps	2 50

Cereals.

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

Chocolates and Cocoas.

The Cowan Co., Limited.	
Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
5-lb. tins, for soda water	" "
fountains, restaurants, etc., per lb.	0 50
Perfection, 1/2-lb. tins, per doz.	2 40

Cocoa Essence, sweet, 1/2-lb. tins;

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

FRY'S.

Chocolate—	per lb.
Caracas, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's	0 29
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 22
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

Cocoa—

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

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.	
Mott's Broma	Per lb. \$0 30
Mott's Prepared Cocoa, 1/2 and 1-lb. boxes	0 28
Mott's Breakfast Cocoa, 1/2 in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2 in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liqueurs	0 20 0 36

CADBURY'S.

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

WALTER BAKER & CO., LIMITED.

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

Starch Sells

but the **ONLY** Starch that will sell and hold your trade is the old reliable

EDWARDSBURGH

OR

BENSON'S.

It's the BEST,
We know it,
You know it,
Your customers know it, **WHY CHANGE?**

The **EDWARDSBURGH STARCH CO'Y, Limited**

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE

Caracas tablets, 100 bundles, tied 5s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65
Cocoanut.	
L. SCHEPP & CO. Per lb.	
1-lb. packages, 15 and 30-lb. cases	\$0 26
1-lb. " " "	0 27
1-lb. " " "	0 28
and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
and 1-lb. packages assorted, 15 and 30-lb. cases	0 27½
30-lb. packages, 4 doz. in case, per doz.	0 45
Condensed Milk.	
Anchor " brand, cases 4 doz., per case	\$5 00
evap. cream, cp. 4d.	4 65



Borden's Condensed Milk Co.	
Eagle " brand	\$1 65
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 02



Dominion " brand, cases 4 doz. (48 lb. net)	5 50
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Coffee.	
THE EBY, BLAIN CO., LIMITED.	
In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18
JAMES TURNER & CO. Per lb.	
Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 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.	

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 & Pils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

Cane's Clothes Pins.	
UNITED FACTORIES, LIMITED.	
Clothes pins (full count), 5 gross in case, per case	\$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

4-oz. cans	8 00
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto

Extracts.	
HENRI JONAS & CO. Per gross.	
2-oz. London extracts	\$6 00
2-oz. " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	35 00
1-lb. " "	70 00
1-oz. flat " "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle " "	21 00
4-oz. " (corked)	36 00
8-oz. " "	72 00
Per doz.	
8-oz. " glass stop extracts	\$3 50
8-oz. " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters	3 50

Food.	
Robinson's patent barley 1-lb. tins	Per doz. \$1 25
" " " 1-lb. tins	2 25
" " " groats 1-lb. tins	1 25
" " " 1-lb. tins	2 25
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 55
Other jams " "	\$1 55
Red currant jelly	2 75

T. UPTON & CO.	
Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	\$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate	per lb. 0 06
7, 14 and 30-lb. wood pails	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case	per doz. 1 50
5 and 7-lb. tin pails	per lb. 0 09
7, 14 and 30-lb. wood pails	0 09

Licorice.	
NATIONAL LICORICE CO.	
5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box

