

**PAGES
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XVIII.

MONTREAL AND TORONTO, AUGUST 19, 1904.

NO. 34.

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

**ROBINSON'S
PATENT BARLEY**



Raised on It.

Assorted Macaroons

IN HALF POUND TINS.

A New Line of Biscuits Designed to
Please Fastidious Customers.

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

National Licorice Co.



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

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.

THE "VAMPIRE" Spiral Flycatcher

(Has some to stick!)



Clean, Simple
Novel and
Effective

Clears the House of Flies.

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

MOST ATTRACTIVE AS A WINDOW DISPLAY,
LARGE PROFIT AND NON-POISONOUS.

Labels in French if required.

Send for a Brass.

SOLE PROPRIETORS:

KAY BROTHERS, Limited, - Stockport, England.

SOLE AGENTS:

The LEEMING, MILES Co., Limited, Montreal, Can.

"Let the GOLD DUST twins do your work."



Why break your back to keep your floors clean?

GOLD DUST

will do the work twice as well, in half the time, at half the cost. It's the modern cleaning substitute for soap. A household without GOLD DUST is almost as badly off as a ship without a rudder. For your own sake try GOLD DUST in cleaning. You'll never again be without it.

THE N. K. FAIRBANK CO., - Montreal

Wasting Your Energies?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

"Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

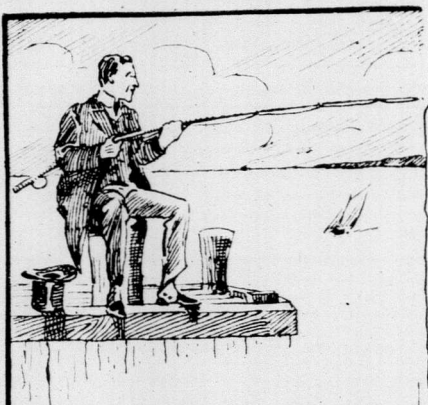
"Thistle" Brand Canned Fish.

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

ARTHUR P. TIPPET & CO., AGENTS,
Montreal. Toronto.

MANUFACTURERS' AGENTS AND BROKERS.



Just like fishing

Building up trade is just like fishing.

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

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

Apply the illustration to business.

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

Suppose results don't come at first
What be yew goin' fur dew?
Take out yewr ad, and kick yewrself.
An' go ter reelin' blew?
Uv course yew-hain't; yew're goin' tow fish.
An' bait an' bait again?
Bimby some nibbles n' bites il come.
Then yew il pull em in.

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

Drop us a line about it.

The Canadian Grocer

10 Front St. E.
Toronto.

232 McGill St.
Montreal



Department of Advertising Service

TORONTO.

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

Established 1885

W. H. Millman & Sons

Grocery Brokers

37 Yonge Street, - Toronto, Canada

As the fruit season is near at hand, we solicit an inquiry from the trade, for Currants, Valencia and Layer Raisins. We represent old and reliable houses, and can give lowest possible prices, taking quality into consideration. Write, wire or phone us when in the market.

REFERENCES

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

CALGARY.

Are you

Represented in the West?

If not, write us and get in

ON THE GROUND FLOOR.

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

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

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

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

STRONG
DURABLE
LIGHT

THE BEST MADE
FOSTER'S
STANDARD
POT

POROUS
AND
CHEAP

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

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.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
COMMISSION BROKERS.

Excellent Storage Accommodation.
Consign Your Cars to Us.

A CARD THIS SIZE

— COSTS —

\$30.00 per year

Weekly Changes if Desired.

**EASTERN MANUFACTURERS
—AND—
SHIPPERS.**

All **EYES** are
turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

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

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.

**Commission Brokers,
Storage.**

Correspondence Solicited.

If you have any snaps let us hear from you.

**ROW'S PURE
SPRUCE
LUMP GUM**

**ROW'S
GUM**

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

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

To Manufacturers' Agents

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

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

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

VINEGAR—

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

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

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

Wholesale Agents for "SALADA" Tea.

FOR HOT WEATHER

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

Sovereign Lime Juice

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

Get the genuine—SOVEREIGN—at your grocer's

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

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

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

RETURNED

SFP 1904

cut back 2

Page



OUR AIM IS TO PLEASE

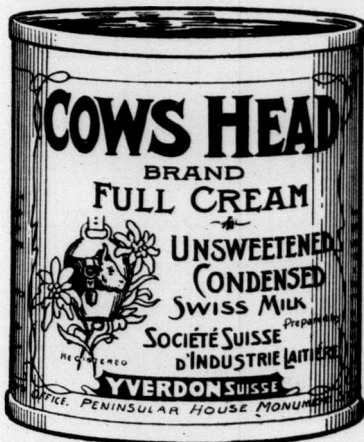
Every grocer who supplies his customers with "STERLING" Brand Pickles and Catsup is sure to please them.

Ask any grocer whose customers have tried them the reason they please, and the answer is because they have the fine quality and rich flavor of a Canadian-made relish, being made of the best material and put up in attractive form.

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

Manufacturers of High-Grade Pickles.

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



"COW'S HEAD" Brand Condensed Swiss Milk

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

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

AGENTS

C. E. COLSON & SON, - Montreal.

Every country has its superior points—

JAPAN has its Tea
the peculiarities of which are **fragrance,**
cleanliness, healthfulness and invigor-
ating qualities—


The satisfaction derived from drinking
JAPAN TEAS can be secured
from no other Teas—they are absolutely
alone in this respect—

Buy **JAPAN TEAS**

Purnell's English Malt Vinegar

In Bottles and Bulk

ESTABLISHED 1750.

 **Brewery, Bristol, England.**

AGENTS

Charlottetown, P.E.I., HORACE HASZARD, South Side Queen Square.	Montreal, Que., J. M. KIRK, 25 McGill College Ave.
Halifax, N.S., J. PETERS & CO., 40 Upper Water Street.	Toronto, Ont., J. WESTREN & CO., 630 Ontario Street.
St. John, N.B., ROBERT JARDINE.	Winnipeg, Man., A. STRANG & CO., 233 Fort Street.
Vancouver, B.C., C. E. JARVIS & Co., Room 8, Flack Block.	

FINEST QUALITY

EXTRA CIDER VINEGAR

FOR PICKLING.

THE W. H. WILSON CO., LIMITED

Tillsonburg, - - Ontario.

PICKLING SPICE

Buy Now —We call the attention of the trade to our special **PICKLING SPICE**, a combination of 19 varieties of best selected spices. In pickling, the best spices produce the best results. Will be pleased to submit samples and prices.

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



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

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

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.



"Memory is built of the bricks of attention."

We want to ask you to let your attention linger on

Paterson's Camp Coffee Essence

so that when you are buying Coffee your memory will serve you faithfully.

ROSE & LAFLAMME,
Agents, Montreal.

PROVERBS

Every horse thinks his own pack heaviest.

And so the men in the tea business whose money is not invested in Ceylon Teas imagine that the teas they deal in outbulk in favor and in output

Ceylon Teas

Ceylon Tea growers do not deal in "thinks." Positive, definite knowledge is their basis of belief and action, and the grocery trade who put their influence on Ceylon Teas but hasten a day of good things for themselves.

Is it greens you want?

Is it blacks you want?

Buy Ceylons.

BUY

Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWINE

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

For sale by all Wholesale Dealers See that you get them.



IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WILL KNOW

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

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.

TEA.

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

COX'S

SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

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

BURLINGTON CANNING CO., Limited, Burlington, Ont.

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

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

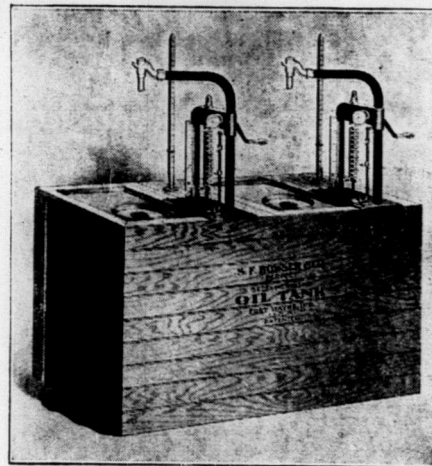
The best are the cheapest. Why not have the best?

WRITE FOR QUOTATIONS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as \$1,000) may pass as one word. Cash remittance to cover cost **must in all cases accompany orders**, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. 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.

MacLEAN PUBLISHING CO., Limited Montreal and Toronto.



Double First Floor Outfit

YOU pay the cost once, only a small sum at that—then you have the outfit and the saving begins. This in a short time equals the cost; after that it's all profit. If, on the other hand, you continue in the old way, you lose day after day. Why not begin the saving now? We guarantee the

Bowser Self-Measuring Oil Tank

is a profitable investment. Investigate—it will cost you nothing for full particulars. Ask for Catalog "B." Better write now while you have it in mind.

S. F. Bowser & Co., Fort Wayne, Ind.

It's a Good Thing to Eat Codfish—

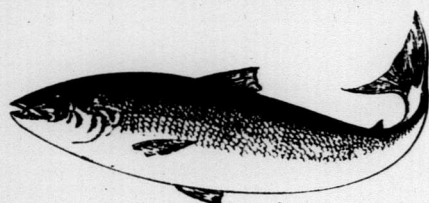
Especially Nova Scotia Cured
Codfish. The best brands are
"HALIFAX" AND "ACADIA"

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

BLACK BROS. & CO., LIMITED, MFRS., HALIFAX, N. S.
LAHAVE, N. S.

A. H. BRITAIN & CO., REPRESENTATIVES FOR QUEBEC AND ONTARIO, MONTREAL, P.Q.

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



CAPSTAN BRAND HIGH-GRADE TOMATO CATSUP

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

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

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

The Capstan Mfg. Company

TORONTO, ONT., CAN.

THE AUER GAS LAMP

Delightful to read by.

Gives the Light of 100
Candles and Costs Less
Than Coal Oil.

No smoke or smell. The
whitest, clearest, softest light
for reading or sewing. The differ-
ent styles are suitable for store,
church or home. SATISFACTION
GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL.



In business “for keeps”

This is the first year of our history—but not the last. Next year our goods will be inquired for, and demanded, by hundreds of the best retail grocers all over Canada. We have already succeeded in marketing

The Old Homestead Brand *of* **Canned Fruits and Vegetables**

to our complete satisfaction. The success of this new brand was never in doubt for a moment. The wholesale trade has been only too anxious to get our output—the very superior class of goods we pack being the reason. But we are stirring up the retailers to ask their wholesalers for the OLD HOMESTEAD BRAND.

Peas, Raspberries, Beans, are in season. Orders solicited. Place same with your wholesaler.

The Old Homestead Canning Co.
Picton, Ont.

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

AROMA TEA—and AROMA COFFEE

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

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

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

TEA and COFFEE IMPORTERS.



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

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

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

THOMAS WOOD & CO., Importers

No. 428 St. Paul Street

MONTREAL

"Enterprise" RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and

Increases the Coffee Trade

Because clerks will try to sell coffee when not compelled to grind by hand

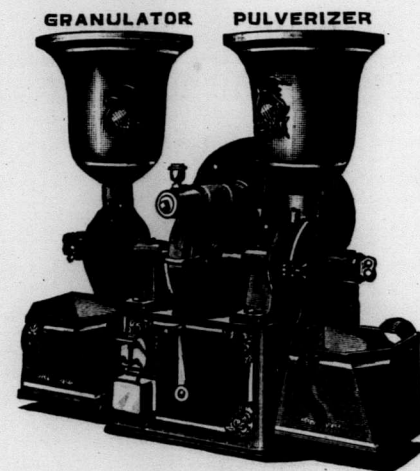
25 to 50 lbs. of Coffee can be ground FOR ONE CENT

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

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U. S. A.



No. 08712

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

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute
Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs.

COMMERCIAL TRAVELING IN CANADA*

SPECIAL TO THE BIRMINGHAM DAILY POST.

FOR several years past Canada has loomed large upon the horizon of commerce. Such glowing accounts of its prosperity have reached this country that the most scornful of British manufacturers have been awakened to the existence of the great Dominion in the far Northwest. As a result, the last six months or so have witnessed an irruption of British commercial travelers into the colony in numbers—so I have been assured—far greater than have ever before been known. I myself was one of this crowd, and, as anything that can add to the general knowledge of the conditions of traveling in Canada is of special interest just now. I propose to give a resume of my experiences, pro bono publico. It is perhaps pardonable to state that, although new to Canada, I am an old hand “on the road;” with an experience that embraces nearly every European country. I am, moreover, perfectly familiar with the goods I have to sell. My impressions, therefore, are not those of a novice; nor are my experiences those of that other very common type in Canada—the commercial adventurer, who has scraped together a few scratch agencies in goods he has never handled before.

It was with high hopes and no small expectations that I set out for these fresh fields and pastures new. If I did not indulge the vision of a virgin soil, unfurrowed, as yet, by the plough of the British commercial, at least I felt reasonably sure that I would find a people well-disposed towards English goods—a people alert to see the merits of a new idea, keen to appreciate freshness of design, able to discriminate between the substantially and the flashily made articles, and, above all, a people who, when they bought at all, would buy largely. Alas that I should have to record it, but the truth must prevail! one after another I came to see these illusions shattered. And I have amply convinced myself that my experiences were not exceptional. I have compared

*Mr. P. B. Ball, Canadian Commercial Agent at Birmingham, Eng., will reply to this article in next week's issue of The Grocer.

notes with some dozens of other travelers, like myself, on their first journeys to Canada, but none did I meet whose verdict differed materially from my own.

One Fond Belief Gone.

First, to take the predilection for English goods, which we at home suppose to be the hall-mark of the loyal Canadian. This fond belief must go the way of other false faiths. In Canada, as elsewhere, patriotism stops short at the pocket. Whatever of patriotic sentiment the Canadian permits to enter into his business philosophy takes the formula of “Canada for the Canadians,” and he is a supporter of home industries first and foremost. True, in next degree, his loyal feelings to the Old Country prompt him—all other things being equal—to favor England as against the foreigner; the preferential tariff is the token thereof. But in his tastes, in his habits, in the ordering of his mode of life, his leaning is all towards America. Alike in the furnishing of the dwelling house, in the plant of the factory, or the equipment of the hotel, in the system of railways, sanitation, lighting, street traffic, even in sport, Canada follows the lead of the United States. It is the inexorable gravitation of the lesser body to the larger. Not only so, but the operation of the natural law has been helped forward by the long neglect of the colony by the Mother Country, till the wonder is that it has not sapped the political allegiance as well. When remonstrated with upon this condition of things, the Canadian rejoins—not without good reason on his side—that it is only of quite recent years that England has deigned, either in politics or in commerce, to cultivate the Canadian connection. Thus it is that the American influence is the most serious obstacle the British manufacturer has to fight in the belated bid which he is now making for the trade of Canada.

In ornamental or decorative goods—such as jewelry, plated goods, art metal ware, lamps, glass, crockery—it is the American taste that has to be catered for, and the trend of that taste is to the

light and the flashy, as opposed to the plainer, better finished article that is usually characteristic of British make. In ironmongery, in cabinet and builders' brassfoundry, in heating or cooking apparatus, in electric light, plumbers' or sanitary fittings one has to meet the keen price-competition of the Americans and their, in many cases, cleverer patents and handier notions. But, even where these do not debar, one still has to reckon with American ideas and ways in matters culinary or furnishing; one still has to conform to American standards and regulations, which the Canadians everywhere blindly adopt. Even in the domain of sport it is the same tale; baseball, not cricket, is the national game of Canada; the “buggy,” not the dogcart, is the popular turnout; cycling is practised only by masses as distinguished from the classes; the machines ridden are of the flimsiest Yankee type, and Yankee go-as-you-please ideas, which prevail equally in Canada, dispense with all such superfluous accessories as bells, brakes, or lamps. In hats, hosiery, and “footwear” one does not need to be in the trade to see slavishly the Canadian copies his Yankee cousin.

About Preferential Tariffs.

“Oh, but,” says your Englishman, “we have now got the preferential tariff.” It is not generally known at home—or, if known, it is but imperfectly realized—how little that preference counts for in the fight. It may be well, therefore, to state that, although it is a rebate of one-third of the usual duty, it amounts only to 10 per cent. upon the value of manufactured articles, which, for the most part, are subject to a duty of 30 per cent. In other words, while the American article pays the full duty, the British gets in for 20 per cent. net. It is but a little start which we thus get in the trade handicap, and such as it is it is neutralised by the proximity of the great manufacturing districts of New England and Pennsylvania.

In raw materials or in bulk goods it may sometimes be sufficient to turn the scale. But I am here concerned for

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **CAKES** WELL KNOWN AND RELIABLE.   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 McGlary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

manufactured articles, such as are the staple production of Birmingham and the Midlands, and in these a difference to the consumer of a shilling in the half-sovereign is all too small to countervail against ingrained habit, taste, or custom.

Thus it comes to pass that a man may take to Canada the goods of any of our most celebrated English makers; these goods may be excellent in design, faultless in finish, right in price; but, if they are a departure from the American style and taste prevailing in the Dominion, he will find no market for them. This happened to myself with two separate and distinct, but most widely known, English makes, which sell not only in Great Britain and in at least one British colony, but all over the Continent of Europe besides.

Nor is the difficulty of introducing new makes confined only to cases of being "up against" America. I have never found a people so hard to win over to a new idea as the Canadians. This constituted the greatest surprise of my tour, being, I confess, the very antithesis of what I had expected. I had with me one line of goods that was absolutely a new creation—a departure from anything that has hitherto been made in that particular line, the nature of which I am not at liberty to indicate. Earlier in the year I had taken a journey with these goods through the greater part of the Continent of Europe, where they had been readily, even eagerly, bought all along the line. In Canada I could get no one to take them up. "There was no 'call' for such goods," I was told. Similarly it fared with a number of household patents I was carrying, goods that are in regular demand at home and on the Continent. There was nothing in the nature of these ar-

ticles to render them inapplicable to or unsuitable for Canadian requirements. But they were new, and as yet had not been "called for." Hence it was next to an impossibility for me to awaken interest in them. And these are the people who are incessantly dinning it into the ears of the slow-going old Britisher that they are always "right in front of time."

The reason for this extraordinary lack of interest in new goods—as distinguished from eagerness after cheap-jack "novelties"—is, in my opinion, to be sought in the fact that in Canada the private firm scarcely exists at all. Alike amongst the retail "stores" and the wholesale "jobbers," the trade is in the hands of limited companies to a far greater extent than is the case in Europe. The result is that the traveler comes little into contact with the heads of firms, but has to do almost entirely with the departmental buyers. For the most part these are very young men—much too young, according to our old-fashioned English notions, though, in his own estimation, there is no Canadian of five-and-twenty Summers who is not capable of managing anything on earth. Paradoxical as it may sound, their very youth is antagonistic to the new idea. Lacking the stimulus of the competition of a few first-class private firms, these departmental buyers run pretty much all in the same groove. Their trade horizon is limited to what they know will sell, and, being answerable for the success of their departments, they are "taking no risks." "Fryingpans are 'called for,'" they say; "therefore show us fryingpans, and we will go into your prices; but do not bother us with an article that is to supersede the fryingpan, and which we should have all the trouble of introducing to the public."

Give them regular goods to handle, and they will expend themselves in clap-trap "ads," in trade puffs, and in the cutting of prices. Therein lies the chief element of Canadian business "smartness."

Canadians Slow as Customers.

My next indictment will touch the Canadian "on the raw." There is probably no charge he would more vehemently resent than that of being "slow." "You English are so slow," they never tire of telling you. Yet, as buyers, of all the peoples I have ever had to do with, the Canadians are the slowest. Not in coming to see your samples—that they do with alacrity; curiosity being the motive power. But afterwards, even when the customer has decided to give you an order, you may prepare for a period of exasperating delay before you can get him to make it up. This is especially the case with the young man buyer I have spoken of. He takes no account of time—that is, of your time—to which he helps himself with all the easy assurance of the young man in a young country. It may be that you have to do with more than one department in a store. If so, you are in a bad case, for each departmental order has to go through a highly-elaborated routine system; each individual buyer will procrastinate in turn, and the traveler may be kept hanging about interminably before he is "through" with the firm. My own experience in this direction convinced me that for the despatch of business the time-honored methods of the British War Office are rapid and up-to-date compared with a Canadian "store." When you do get your order it will probably be woefully out of focus with the scale of business which you have been in the habit of associating with all

THANK you for orders sent us during travellers' holidays, also those received and shipped last Monday. We appreciate thoroughly the courteous treatment we received at the hands of our friends.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

*Splendid
Snaps—
Summer
Season*

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

Camp Coffee, Lime Juice, etc., etc.

James Turner & Co., - Hamilton

BRANCH CANADA GROCERS LIMITED

**Two
Lines
That
Lead.**

A Vinegar with Advantages.

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

Quinine Wine with a Reputation.

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

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

TEAS

We are offering exceptional value in all grades of Tea--

INDIA

HYSON

CEYLON

JAPAN

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

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

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



MR. GROCER—
You can cut your troubles
in half by selling only the
right goods.

A. F. MACLAREN
IMPERIAL CHEESE CO., Limited
Manufacturers and Agents
Toronto, Ont.



things American. For your Canadian, being so far in front of time, has always got his stock "laid down" for about eighteen months ahead. At least this is what he tells you. And although he handles so-and-so-many thousand dollars' worth of this or that particular class of goods per annum just now he can only manage to squeeze a little lot of your goods to see how they "catch on." It is the old story, only one hardly expected to hear it in the New World.

It is only fair to state—and the fact is an interesting one—that these characteristics of the Canadian business man go hand-in-hand with a great affability of manner. Accessibility is another of his good points. The traveler on his first journey has no difficulty in getting to see the heads of firms or of departments, at practically any time in ordinary business hours. This is due in a large measure to the Canadian's native geniality, for I have nowhere suggested that he is not a "good fellow." It is also due to his adoption of the American business principle—which we English might also copy with advantage—of seeing everybody, so as to be sure of missing no one. But these very virtues are akin to those of the pleasant-mannered dentist. Myself, I am old enough to have become case-hardened. But many a bright young Englishman did I meet, enchanted, on his first calls, with the cordiality of his reception, only to find him afterwards disgusted and dejected in inverse ratio with the subsequent disillusionment.

Some Reflections.

The abounding prosperity of the Dominion cannot be gainsaid, and that there are trades in which big and regular business is done by English firms need not be stated. That such trades and their representatives are subject in much

We are offering some very attractive values in

CEYLON GREEN TEAS

See our travellers' samples.

THE DAVIDSON & HAY LIMITED

Wholesale Grocers, Toronto

lesser degree to the conditions I have described also goes without saying. Which and what these trades are it is not my province to indicate. I am merely offering a gratuitous guidebook to such English firms as may contemplate opening up trade relations there, and am giving them some idea of what they may expect. I have endeavored to show that the British manufacturer has a lot of leeway to make good before he can catch up with the American. Canadian trade is not, as some fondly imagine, an over-ripe apple ready to fall into any British maw that chooses to open for it. For firms unknown out there—though their names be household words at home—it is an uphill fight all the way. Nor need English houses hope to win their way by reason of being "old established." Age does not command respect with the Canadian; he at once begins to talk of "cobwebs." The story goes of a store in a Canadian city, while, having enjoyed a long monopoly was suddenly confronted with a opposition shop. "Established over 100 years" the old firm put over its doorway with conscious pride. "Established last week but come to stop 100 years" read the signboard which the new-comer promptly stuck up in reply. And there is no doubt which of the two would appeal the more successfully to Canadian sentiment.

I know no country in the world where traveling is so expensive. If a man takes samples with him he will have to plank down one-fifth of their value before he can open out at all. Duty is charged, too, on his traveling cases or baskets, at the arbitrary valuation of the customs officials. None of this duty is recoverable when he leaves the country. This is an exaction which is not practised by the most arbitrary of European Governments; it is not "fiscal policy," it is sheer blackmail,

and should be strenuously taken up by the English Chambers of Commerce. The distances in Canada are enormous, and the freight traffic both slow and uncertain. Consequently the traveler must always despatch his cases by "express" at very heavy cost. Hotels are excellent but high-priced. One misses the handy English "boots," or the Continental "commissionaire," to do little odd jobs. All small services must be dispensed with or paid for at exorbitant rates. There are no outside porters to take one's cases to a customer; these must be sent and fetched by a "transfer company" at a cost of a "quarter" (one shilling) per package each way. And so on, through the whole gamut of petty expenses—from the "shoe-shine" at 10 cents (5d.) a time to the cab at 21-2 dollars for a ten-minutes' drive. In short, the intending traveler must be prepared to pay a dollar for every shilling he would spend at home. If he has the feeling that he is only getting value for the shilling, he may console himself with the thought that he is taking out the balance in "experience."

A USEFUL ADVERTISEMENT.

The Grocer in Montreal has been presented with a thermometer by Mr. D. B. McRae. Mr. McRae is the eastern representative of the Wilson, Lytle, Badgerow Co. Ltd. and the T. A. Lytle Co. Ltd. Toronto, and though he is personally popular and "selling good goods always" as he says, this thermometer is increasing his popularity at an enormous pace. "The trouble is," he said, "everybody wants one once they see it, and I haven't an express wagon with me. Don't tell anyone of this or I'll be flooded with demands." With thanks to Mr. McRae we will not tell anybody but don't doubt if a request is made on the office at Toronto one of these useful and sensible presents will be forthcoming.



If you want the best you will have to insist on getting

Upton's

Jams, Jellies,
and
Orange
Marmalade

They are winners every time.

Business Changes

ONTARIO.

THE stock of Benson & Co., grocers and dry goods merchants, Watford, has been sold at 68c on the dollar.

The Wholesale Grocery Co., Stratford, are liquidating.

The Imperial Export Co., Toronto, have obtained a charter.

The Erindale Stock Farm, Erindale, have obtained a charter.

The assets of I. Cote, cigar dealer, etc., Ottawa, have been sold.

A. Lawrence, grocer, Thamesville, has sold out to Wm. Bambridge.

Powell & Co., general merchants, Tilbury, have assigned in trust.

Reid & Griffin, general merchants, Sand Point, are winding up their business.

John Cox & Co., manufacturers of spices, Hamilton, have given up business.

P. Dainham, who conducts a creamery at Dutton, has admitted A. Goldie to partnership.

J. E. Langlois, general merchant, The Brook, has assigned; meeting of creditors Aug. 16.

The premises of A. Parks, flour and feed merchant, Belleville, have been damaged by fire.

The stock of the estate of Benson & Co., grocers and dry goods merchants, Watford, has been sold at 68c on the dollar.

QUEBEC.

S. Viner, general merchant, Rimouski, has assigned.

Bissonnette & Cie., tobacconists, Quebec, have registered.

The Forrester Co., traders, Outremont, have registered.

S. H. Frigon & Co., general merchants, Three Rivers, have assigned.

Gravel Freres, grocers and liquor dealers, Montreal, have registered.

R. White, proprietor Laurentian Spring Water Co., Montreal, is dead.

The assets of Bissonnette & Giguere, tobacconists, Quebec, have been sold.

A. S. Kendall & Co., general merchants, Lawrenceville, have registered.

The assets of J. E. Bergeron, general merchant, Jonquieres, have been sold.

The assets of J. A. Allard, grocer and liquor dealer, Montreal, have been sold.

D. A. McPherson, of the D. A. McPherson Produce Co., Montreal, is dead.

Quimet Freres, Montreal (Maison-neuve), are starting business as grocers.

E. Fournier & Co., dealers in hay and grain, St. Simon, have dissolved partnership.

Gravel Freres & Cie., grocers and liquor dealers, Montreal, have dissolved partnership.

Laganiere & Savageau, dealers in butter and cheese, St. Ubaide, have dissolved partnership.

A meeting of creditors of J. McGarran, tobacco and cigar dealer, was announced for Aug. 16.

A. Dallaire, general merchant, Tremblay, has assigned, and V. E. Paradis has been appointed provisional guardian.

Simard, Brassard & Cie., tea, coffee and crockery merchants, St. Johns and Valleyfield, have dissolved partnership.

Kent & Turcotte have been appointed curators to E. L'Ecuyer, general merchant, St. Polycarpe Junction.

A. Desmarteau has been appointed curator to H. Gariepy, commission agent, and the Parker Coal, Ice & Cartage Co., both of Montreal.

MANITOBA AND N.W.T.

J. Erickson, confectioner, Louise Bridge, has sold out.

Jones & Douglas, grocers, Carberry, have suffered loss by fire.

W. J. Wilcox, general merchant, Alameda, has sold out to Graham & Co.

McKenzie & Co., grocers, Winnipeg, have sold out to Bardsley & McKenzie.

W. H. Moore, general merchant, Stephenfield, has sold out to D. B. Campbell.

N. A. Rudy, general merchant, Hanley, has admitted N. A. W. Otteson to partnership.

Mackenzie & Co., grocers and hardware dealers, Winnipeg, have sold out to J. R. Bardsley.

The estate of H. H. Hayward, general merchant, Fort Qu'Appelle, have advertised for creditors to file all claims on or before September 20, 1904.

NOVA SCOTIA.

B. Kanter, Sydney, has registered consent for Sarah Kanter to do business as general merchant in her own name.

PRINCE EDWARD ISLAND.

The business of Sterns, Sons & Co., general merchants, Souris, will hereafter be carried on by J. G. Sterns in his own name.

BRITISH COLUMBIA.

Inglis & Couchman, dealers in fish, Vancouver, have dissolved.

C. T. Diamond, general merchant, has assigned to A. C. Vars; meeting of creditors August 15.

R. G. Buchanan & Co., dealers in crockery and glassware, Vancouver, have dissolved partnership.

The dairy business conducted by C. A. Banbury, Phoenix, will hereafter be carried on by J. W. Hannan.

Wright & McGregor, general merchants, Vancouver, have dissolved partnership, and the business will be continued by C. H. Wright.

JAPAN TEA SHIPMENTS.

The Grocer has received the following statistics regarding shipments of tea from Japan for the present season up to July 15 from C. M. Bernard & Co., Yokohama, Japan:

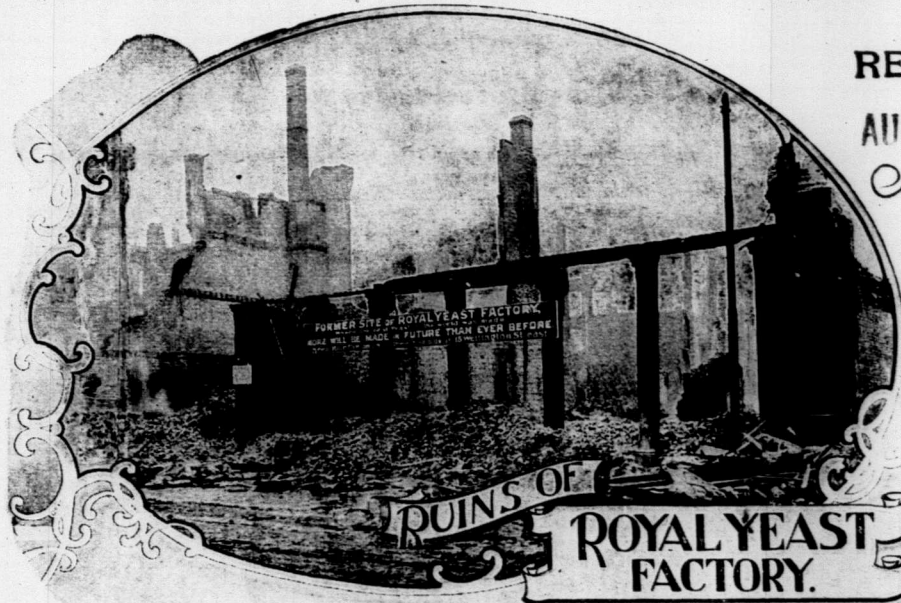
To	Lbs.
New York and East.....	6,472,053
Chicago and West	7,129,949
San Francisco	1,628,221
Canada	1,144,268

Total..... 16,344,493

Decrease to same time last year, 3,037,703 lbs., excepting Canada, which has increased 364,259 lbs. At present popular prices for teas suitable for Canadian market orders are pouring in from that country, ruling prices for medium and low grades being the same as for the year 1901. Fine first crop teas, however, have been higher than last season, and as the supply is very short, holders of them expect to make handsome profits.

JAPANESE RED CROSS MEDAL.

Mr. Shaw T. Nishimura, of the Japan Central Trades Association, Montreal, has just received through the Imperial Japanese Consul-General in New York, the silver medal and badge of an honorary member of the Japanese Red Cross Society. The medal which is of silver is embossed on one side with the mythological phoenix surrounded by leaves of the rice plant, while on the reverse side is inscribed in Japanese the words "Japanese Red Cross Society, twenty-first year of Meiji" (which is the year 1887 when the society was formed). The medal is depended from a band of orange colored ribbon with blue stripes, bearing in the centre a raised Japanese sun. A certificate of membership and a button of same color as the ribbon supporting the medal, accompanied the latter. The button is worn daily in the lapel of the member's coat, while the larger medal is only used on national or society holidays and days of rejoicing. Judging by the reports from the seat of war Mr. Nishimura will have plenty of occasions for displaying his membership in the Red Cross Society of Japan, and no one is more proud to do so.



AS THEY APPEARED ON
APRIL 20TH 1904.

RETURNED

AUG 22 1904
Cut Book 22
page 71
CWS

BUT—WE ARE NOT DOING SO BADLY!

Since being cleaned out by fire we have not said much but all have been busy "sawing wood."

Result has been that in **JULY, 1904**, we made in our TWO LITTLE TEMPORARY factories, and shipped—

more MAGIC BAKING POWDER
more GILLETT'S LYE
more ROYAL YEAST

and just as many other goods as in **JULY, 1903**. (Had all orders been filled SALES WOULD HAVE BEEN DOUBLE AS MUCH.)

That duplicate set of machinery we had in reserve is what did the business.

In this connection we desire to thank our friends (both Wholesalers and Retailers), for their patience with us during the trying period we have just passed through, and for the many kindnesses shown us. Before long will be able to fill all orders the same day as received.

Instead of handling "**GILLETT'S GOODS**" sparingly, it will then be all right to put some steam behind the work, urge the sale of the various articles and have salesmen do likewise.

GILLETT'S CREAM TARTAR—Our trade for these fine goods is immense and we cannot possibly keep up with the demand. **DO YOU HANDLE IT?**

Put up in **ALL** sized packages, but only of **ONE** quality.

E. W. GILLETT COMPANY LIMITED
TORONTO, Ont.

Awarded Gold Medal and Diploma at Dominion Exposition, Toronto, Ont., 1903.

NOTE—The dark spot in picture, inside of pillars on right hand side, is what is left of two vaults.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Co-Operative Trade in Denmark.

IT is obvious to one who has been in England a short time that something is radically wrong with the British dairy industry. That the English themselves realize that something is out of joint is evidenced by recent discussions and the arrival at the conclusion that English dairying needs co-operative organization.

More foreign than domestic butter is consumed in England, and its average price is less than that of the home butter, even after freight and middlemen's profits are paid. England's imports of butter are chiefly from Denmark, about nine-tenths of Denmark's entire butter export coming hither. Denmark exported 220,000,000 pounds of butter in 1903, of which 200,352,000 pounds came to the British Isles. Denmark received therefor nearly \$50,000,000.

An explanation of this situation, unpleasant if not alarming from the British view point, is found in the Danish farmers' co-operative societies, which seem to be able to successfully meet and overcome difficulties which would wreck individuals unsupported by organization, and which seem by their united effort to defy competition in the marketing of their products. There are said to be over 1,000 such co-operative societies in Denmark, with fully 150,000 members. Besides these are the co-operative creameries, numbering 1,057, with 150,000 members.

It is stated that the butter trade of Siberia is being organized in the same way, apparently by Danish companies which are establishing branch organizations in that country. If the statement be a fact, it would give color of truth to the charges made in England that much of the so-called Danish butter is in fact Siberian.

The egg trade is similarly organized in Denmark, and, as in the case of butter, over nine-tenths of that country's exports of eggs come to the United Kingdom. The Danish co-operative egg exporters' societies contain 65,000 mem-

bers. Besides other elements of success in their working, they are said to be extremely careful that no stale eggs are exported.

Glazed Butter in Germany.

UNDER the caption "Glazed butter" German papers state that it has long been known in Germany that butter can be glazed by the use of sugar; that is, it can be coated with a glass-like sugar covering. This method, the papers state, seems to become of some importance, as it recently has been used on a large scale in England for butter sold in forms.

The Druggists' Journal calls attention to the usefulness of this innovation and says that butter so treated keeps fresh for a longer time than if not treated. It is first carefully kneaded and washed, then put into forms weighing 1 pound each, and placed in a cool room. The glazing is done by painting the surface with a hot sugar solution. The brush used should be very soft and the painting should be done quickly. The sugar solution melts the surface of the butter, and the sugar and melted butter form a sort of varnish which protects the butter against deterioration from outside influences.

Produce Merchant's Death.

DEATH came suddenly last week to D. A. McPherson, one of Montreal's best known produce merchants, in a tragic manner. He fell from the steamer while passing through the Coteau Rapids. It was several days before the body was recovered. The funeral took place Monday morning from his late residence, 946 Dorchester street, to Bonaventure Station, thence to Lancaster, Ont., for interment. Among the floral tributes which were very abundant and beautiful, were wreaths from the St. James' Club, and the Produce Merchants' Association.

The pallbearers were: Messrs. T. Ryan, P. W. McLagan, Col. Black, Alex. Stephens, Dr. G. T. O'Russ and Wm. Redmond. The chief mourners

were Messrs. D. A. McPherson, Barclay McPherson and Wilfrid E. McPherson, sons; D. W. Sutherland and J. McL. Sutherland, nephews.

Members of the Montreal Produce Merchants' Association attended in a body, while the Montreal Board of Trade was also well represented.

Among those who attended were: Ald. Robertson, Capt. Muir, Messrs. Geo. Hodge, Jonathan Hodgson, A. C. H. Froemeke, R. Clancy, D. W. Campbell, Wm. Stewart, Frederick Fowler, Rev. Dr. Ross, Wm. Smith, J. Alexander, H. Allen, R. Ware, Wm. Nivin, H. D. Hislop, John Orpe, Frederick Duckett, W. A. Ritchie, Geo. Thompson, E. F. Craig, Joseph Hibbert, W. Currie, J. Dalrymple, A. C. Wieland, Arthur Hodgson, John McKergow, W. P. Hibbard (Cowansville), Wm. J. Farrell, Alex. Grant, Robert Ballantyne, M. J. Murphy, N. F. Bedard, A. McCulloch and A. D. McGillis, and J. Stanley Cooke.

Packers' Strike and Canadian Trade.

In an interview with D. J. Rattray of D. Rattray & Sons, Montreal and Quebec, general agents for Armour & Co., for the Province of Quebec and Ottawa Valley, The Grocer learns that they have booked large business in pork, canned goods, oils, etc.; owing to the Chicago strike shipments have been somewhat delayed, but they are now coming forward promptly, and recent advices say the packers expect to have everything working smoothly during the next few days.

Canadian Eggs Scarce in England.

The latest report on trade conditions in the district of Leeds and Hull, Eng., prepared by J. B. Jackson, Canadian commercial agent, states that Canadian eggs are difficult to obtain there although one sees Russian, Egyptian and Irish eggs on every hand. The prevailing price of eggs in Leeds and Hull at the present time is about 25 cents a dozen.

The Dominion Packing Company

LIMITED.

Telegraphic Address,
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork Compound Lard Smoked Meats

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

The Dominion Packing Co., Limited,

Charlottetown, P.E.I.

BEECHNUT



BRAND

Hot Weather Meats.

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

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

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

LONG CLEAR BACON.

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

Write us for Special Prices.

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

ROSE BRAND SMOKED BACKS

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

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

Peterborough, Hull and Brantford.

The George Matthews Co., Limited

ESTABLISHED 1868.

Peterborough Hull Brantford

Handle only the Best!

GILLETT'S PERFUMED LYE

is the **Standard** article.



There are many imitations of it being offered, **Refuse Them** and handle only the original and **Best**, the kind that pleases your customers and gives you no trouble to sell.

Ask Your Jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng.

TORONTO, ONT.

Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2401.

Toronto.

Provis
ket is v
so much
things t
at the
ease to
export
all adva
meats th
of beef,
followin
time of
consider
vanced.
the Est
We qu

Long clea
Smoked b
Roll back
Small ha
Medium
Large ha
Shoulder
Backs, p
Heavy m
Short cut
Shoulder
Lard, tier
" tul
" pai
" con
Plate bee
Beef, hind
" fro
" cho
" me
" con
Mutton
Lamb, s
Veal ...
Hogs, lig

Butte
large b
of poor
difficult
ity and
most a
ful but
that th
a resul

Creamery
Dairy print
" in ti

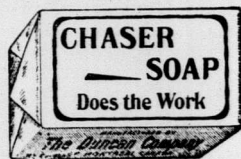
Chee
ter of
there h
cent fi
85-8.
board c
dema
that th
son. I
large c
oring t
Elevati
a rathe
and lit
porters
travagi

**WHAT
MACARONI
DO YOU SELL?**

There is a domestic-made Macaroni better than anything made elsewhere. Lower priced than the imported and put up more attractively.

We would like to send every retail grocer in Canada a sample. Send us your name.

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



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

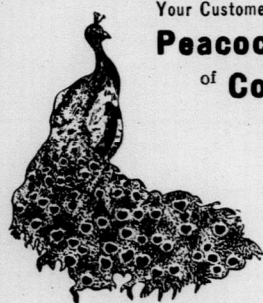
The Duncan Company
P. O. BOX 292. **Montreal**

COMMON SENSE

KILLS (Roaches and Bed-Bugs
Rats and Mice)

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.



Your Customers will Prefer
Peacock Brand
of **Condensed**
Mince
Meat.

It has the
flavor, quality
and cleanli-
ness.

Get it from
your whole-
saler.

The Bates, Peacock Co.
HAMILTON, ONT.

ance of Quebec creamery was selling at 19 to 19 1-4c.

Butter Exports—An immense increase has taken place in the export of butter, the total for the week ending August 13th being 35,986 boxes; of this, 30,769 were of local shipment, and 5,217 through. The corresponding week of 1903, the total shipments were 16,698. It might be noted that the through shipments have not increased nearly so much as the local. The local export of butter has nearly trebled since last year in the corresponding week. The total shipments since May 1st, 1904, were 205,878; for the same period in 1903 there were 136,142, while in comparison with the shipments of 1902, which were 228,314, there is a falling off this

Cheese—Dull and featureless is the cheese market, a general sagging tendency being evident. Sellers of all kinds of cheese were loath to confess a decline; in fact, in order to make at sale at all, concessions in price were made of 1-8 to 1-4 of a cent per pound. Sales of Ontario white cheese, on spot, were reported as low as 8c. Quebees also were in some cases sold at a similar figure. This business was principally between shippers. Finest stock of all kinds may be quoted as follows: Ontarios, 85-8 to 87-8c; townships 81-2 to 83-4c; Quebees, 81-4 to 83-8c. It is self evident that prices were advanced unjustly last week, and a reaction has already set in which may cause further decline.

Cheese Exports—The exports for the week ending August 15, were 98,255 boxes, of this 85,559 were local, and 12,696 through. In comparison with the corresponding week of last year, the local business decreased nearly 12,000 boxes, and as the total shipments were 115,270 boxes, the general falling off is apparent. The total exports make the falling off more apparent still. For instance, since May 1st the shipments total 911,884 boxes, and for a similar period in 1903, they were 1,271,733.

New Brunswick.

Provisions—There is still too little business in barrelled meats to make market prices show much change. Pure lard has been sold this week lower than ever. There has been a continued demand for hams and rolls at good figures. In fresh meats domestic beef is low and prices have been shaded on western. Lamb is very plentiful but holds at a fair price. Mutton, veal and pork are dull.

Mess pork, per bbl.....	\$16 00	\$17 00
Clear pork ".....	17 00	19 00
Plate beef ".....	12 00	14 00
Mess beef ".....	19 00	12 00
Domestic beef, per lb.....	0 06	0 07
Western beef ".....	0 08	0 10
Mutton ".....	0 05	0 06
Veal ".....	0 06	0 07
Lamb, ".....	3 03	0 09
Pork ".....	0 06 1/2	0 07 1/2
Hams ".....	0 12	0 14
Rolls ".....	0 10	0 11
Lard, pure, tubs ".....	0 08	0 08 1/2
" " pails ".....	0 08 1/2	0 09
Refined lard, tubs ".....	0 08 1/2	0 09
" " pails ".....	0 08 1/2	0 08

Butter—Prices are still low and quality must be the best to insure prompt sale.

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

Eggs—Prices keep firm at quite full figures. No cheap eggs this year.

Eggs, henery.....	0 15	0 20
case stock.....	0 14	0 15

Cheese—The sale limited. Early cheese are quoted quite low, but a much better price expected for later cheese. The output will not be large.

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

Winnipeg.

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

Lard, 50-lb. pails.....	4 30
" 20-lb. ".....	1 80
" 10-lb. ".....	5 50
" 5-lb. ".....	5 55
" 3-lb. ".....	5 65
" compound, in 20-lb. pails.....	1 75

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

Hams, per lb.....	0 12 1/2
Breakfast bellies, per lb.....	0 13
Breakfast backs, per lb.....	0 10 1/2
Picnic hams, per lb.....	0 08 1/2
Long spice rolls, per lb.....	0 10 1/2
Short spice rolls, per lb.....	0 10
Long clear rolls, per lb.....	0 08 1/2
Dry salt backs, per lb.....	0 09 1/2

Butter—The market is now firm and the demand is good for creamery butter, but very little dairy is moving at present. We quote as follows:

Creamery, per lb.....	0 20	
Dairy, per lb.....	0 16	0 17

NEW FREIGHT SERVICE.

Donaldson Bros., of Glasgow, who have been trading in Montreal for many years, have established a new freight service, between St. John's, Nfld., and the Scotch port. Steamers outbound from Baltimore, will call at St. John's. S.S. Alcides has already left Glasgow for the first trip.

PERSONAL MENTION.

Mr. W. J. Condon, 254 King St., Quebec city, has been appointed agent for Chaser Soap for Quebec city and district. Mr Condon is an old and experienced grocer who has established himself in the agency business in Quebec and is meeting with good success. The Chaser Soap will have an exhibit at the Quebec Exhibition Sept. 1st. to 10th.

COFFEES

OUR POSITION IS UNIQUE.—We are the only Wholesale Grocers in Eastern Canada who import all our Coffees direct from the country of growth and who CLEAN, GRADE, ROAST and BLEND all our Coffees on the premises. We have the most modern and complete COFFEE ROASTING PLANT in Canada.

OUR COFFEE DEPARTMENT is in charge of an expert, devoting his entire time to it, thus we can recommend our brands of Coffees as being “*par excellence*,”—the best the trade affords.

“**GOLD MEDAL**”

WHOLE OR GROUND,—in 1 and 2-lb. tins.
To retain its delicious aroma.

ARE
OUR LEADERS

“**EMPRESS**”

The peer of bulk Coffees,
to retail at **40cTS.**

GREEN COFFEES.—We always carry a large stock of all kinds and can at all times quote you on RIOS, SANTOS, BOURBONS, MOCHAS, JAVAS, CEYLONS, MEXICANS, EAST INDIANS, MARICAIBOS, BAGOTAS, ETC.

—WE SHOULD BE PLEASED TO HAVE YOUR ENQUIRY FOR SAMPLES.—

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

MOLASSES AS STOCK FOOD.

EVER since molasses fell even approximately to the value of corn, pound for pound, says The Produce Markets Review, it has advocated the use of molasses for stock feeding purposes. It bases its argument upon actual experiments in feeding molasses, which began in the south as early as 1882, when, with a large sugar crop, the molasses market collapsed in so far as the prices of low grades were concerned. Since that time the investigations of many scientists have demonstrated that a pound of molasses as a food article has at least the value of a pound of corn; that molasses, being in a liquid form, is more readily digested and assimilated into the circulation of the system than any of the coarser stock foods, which require a large part of the energy that they create in order to digest them; that apart from these excellent qualities, there results from molasses feeding a quick recuperation of flagging energies as well as excellent nutrition.

The Omnibus Co., of Paris, France, owns over 10,000 horses, and during the year has many accidents with these horses, including an average of 700 broken legs per year. It was thought that perhaps the food of the horses rendered their legs fragile, and experiments began in 1901 to ascertain what could be done to remedy this great evil. One kilogram of sour mash had been used in the daily ration of the horses, and in 1901 this was substituted by an alkaline molasses combination. It will be recalled that while some very low grade Louisiana molasses contains as much as 10 per cent. of ash, that beet molasses, less available for a foodstuff, is characterized by its large amount of ash, and the substitution of this alkaline molasses had a quick effect, and in 1902 the number of broken legs was reduced to 79, and it was concluded that the fragility of the animals bony structure was due to the absence of the requisite mineral elements in their rations.

The Grocer knows of increased inquiries in Canada at the present time for molasses preparations as stock foods, which are coming more and more into popular favor.

THE “National” COUNTER COFFEE MILL

has
all
the
good
points
of
the
larger
mills
—and
is
just
the size
for the
average
GROCER.



For Full Particulars Write.

THE **EBY, BLAIN CO.,** **LIMITED**
SOLE AGENTS IN CANADA. TORONTO.

CEYLON AT ST. LOUIS

THE record of the change from coffee to tea as the staple product of the distant island of Ceylon is asserted to be the most wonderful chapter in the history of tropical agriculture. Thirty years ago one million tons of coffee were annually exported and no tea. Now 150 million pounds of tea are produced and only a few tons of coffee. London has always been the central market for tea; but with the prospect of so vast an addition to the world's supply, the planters of Ceylon twelve years ago created a voluntary

progress made in this country has been markedly greater than in the United States. About the same time, a number of planters decided to turn out green tea instead of black, thus meeting an important demand on this side, at the same time reducing the abnormal supplies of black tea to the London market. The success of this branch of the industry is sufficient evidence of the wisdom of the new departure.

While private enterprise maintains the effort of exploitation during ordinary years, the Ceylon Government itself par-

silver, ivory, tortoise-shell, wood carving, etc. The accompanying illustration, taken on the day of the formal opening, represents the officials and staff of twenty Singalese waiters who have served afternoon tea (both green and black) on the spacious verandahs of the Ceylon Government building to a crowd of visitors since April 30.

IMPORTANT OFFICIAL REPORTS.

FROM Ottawa important official reports have been issued by the Department of Trade and Commerce, which have been sent from the Canadian agents at Sweden and Norway. After quoting reports from the various countries, that agent summarises a deduction from the crop prospect of Europe as follows:

"The above goes to prove that there will be a heavy demand from all over Europe for grain and foodstuffs, and if Canada gets a good crop this year a good price ought to be obtained for the surplus."

Mr. D. H. Ross, Canadian Commercial Agent for West Australia, reported from Melbourne, July 16, to the same department, as follows:

"Record orders are being forwarded this year from Australia to Canada for agricultural implements and machinery. The principal Canadian manufacturers enjoy excellent representation, to which circumstance is attributable the splendid and widely-increasing business done. Quite a number of inquiries are going forward to Canada by this mail for outside lines, near to this country."

Some apparent inattention has hampered Canadian trade with the Commonwealth. It appears from the report of Mr. Ross that "despite the efforts of the American tobacco combine, there is undoubtedly a fine market in Australia for the better class of plug tobacco." But, unfortunately, an order for this article placed with a Canadian concern, was filled with such indifferent material that it was deemed best not to put it on the market at all, lest it might ruin the prospect of future business."

ADDITION BEING COMPLETED.

Work is progressing rapidly in the erection of the addition to G. F. & J. Galt Co.'s wholesale grocers warehouse at Winnipeg.



GROUP OF CEYLON OFFICIALS AND WAITERS.
From left to right. Front row.—Mrs. Stanley Bois, Mr. Stanley Bois (Commissioner-General), Mrs. Liegre (lady manager of the tea department). Second row.—Mr. Peter de Abrew (commercial agent to the Commissioner-General), Mr. R. Hayshe Eliot and Mr. Russell Stanhope (Assistant Commissioners), Mr. Francis Crosbie Roles (official visitor.)

fund for the exploitation of Ceylon tea all over the world with the exception of the British Isles, The United States and Russia were the first countries to be taken in hand, the "conversion" of America commencing with the Chicago World's Fair in 1893. Since then a Ceylon commissioner has lived in or annually visited the North American continent, to advise, advocate and disseminate information concerning the special merits of the article. The movement was seriously extended to Canada only about six years ago, and the relative

participates in international exhibitions and meets the expenditure incurred. As at Chicago in 1893 so at St. Louis this year, besides erecting a handsome pavilion the Government has taken space in half a dozen exposition buildings, viz., agriculture, forestry, fish and game, mines and metallurgy, varied industries, liberal arts, and education. The Government building was modelled after the Buddhist Temple of the Tooth in Kandy, and is a storehouse of Oriental novelties and valuable specimens of work in gold,

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

**Blue Ribbon
Ceylon Tea**

a large prominence in his tea business.

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

Satisfaction and Profit

The former for your customer, the latter for yourself. Distribute satisfaction to your customers and retain profit for yourself, by selling Chase & Sanborn's **High-Grade** Coffees.

CHASE & SANBORN

The Importers, Montreal

Fresh and Cured Fish

Shortage of B. C. Salmon Pack.

THE Anglo-British Columbia Packing Co., Vancouver, report that the salmon run is now sufficiently developed to enable them to gauge approximately the pack of sockeye for this season. Their estimate is as follows:

Naas River, 15,000 cases.
Skeena River, 90,000 cases.
River's Inlet, 95,000 cases.
Outside rivers, 35,000 cases.
Total, 235,000 cases.

Fraser River pack to date is 90,000 cases, and it is said to be finished. Thus the total pack will be 325,000 cases of sockeye salmon.

The total packs of all grades of previous years were as follows:

1903—473,000 cases.
1902—625,000 cases.
1901—1,236,000 cases.

Allowing in addition for a considerable pack of Fall fish, the year's total is likely to be abnormally short.

Fish as Food.

According to the New York Tribune fish, with few exceptions, is below meat in nutritive value in proportion to bulk, but the same elements are contained in both. It is only necessary to eat enough fish to secure the same amount of essentials. The nutriment of the human body are proteine, fat and carbohydrates. Besides these practically all foods contain a large percentage of mineral matter.

The fish containing the most nutriment are Spanish mackerel, salt water eels, salmon, shad roe, salted mackerel and dried cod, "boneless codfish," caviare, salted, smoked and dried halibut, and of the canned fish, sardines, salmon, fresh and salt mackerel, tunny, haddock, lobster, crab, and shrimp. Nearly all of these mentioned are equivalent in nutritive value to an equal amount of veal. California salmon, No. 1 salted mackerel, caviare, salted, smoked and dried halibut, canned sardines, canned salmon, and canned salt mackerel are equivalent to the average of beef, veal and mutton. Caviare, indeed, contains twice the nutriment of almost all meats, and is almost equal to side pork, which contains the highest amount of nutritive elements of any meat. The large pro-

portion of nutriment in pork, however, it may be incidentally remarked, is fat, it being the lowest in the scale as regards proteine, the most valuable nutriment.

Fraudulent French Sardines.

ATENTION has been called, says J. K. Gowdy, of Paris, France, to the fact that although the product of the French sardine fisheries has fallen off considerably in the past three years the exportation of sardines from France has not diminished, and it is noticed that the quantity of sardines imported into France is almost double the quantity consumed there. During the last eleven months the importations into France reached 10,337,370 pounds, while the annual consumption is estimated at 5,511,500 pounds.

The French sardine is excellent, both fresh and preserved. It ranks high when preserved on account of the careful preparation it undergoes in this country and the quality of the oil used. The cost price to the factory of the usual-size box of French sardines (weighing about 0.71 pound) is about 12c, while the cost of the same size box of Spanish or Portuguese sardines in France, freight and duty paid, is only about 6 cents.

Sardines are imported into France in two different ways:

1. In boxes of the usual size, with a deceiving mark or label, such as is shown in figures 1 and 2. On the top of the box, in this instance, the words "Sardines Francaises" are carefully covered by a thin coating or paint which is easily removed. Only the initials "E. D." and the words "Qualite Choix" are apparent when the box passes the French customs, but it becomes "E. D. Sardines Francaises, Qualite Choix" after entry; the address "Usine a Port Louis, France" on the side undergoes the same transformation. The boxes are, of course stamped on the bottom "Produit Importe," but this indication of foreign origin is too vague to be of much value. Another method of deceiving is to print the name of the place of origin in very small letters, or to hide it in a figure printed on the label, which is in French.

2. Sardines are imported in large boxes and repacked in the usual-size boxes, with labels and other indications in French.

The "Chambre Syndicale" of food products of Paris has taken an active part in the pending negotiations to have a new bill passed increasing the duty on imported sardines from 25 to 50 francs per 100 kilos (from \$4.25 to \$6.95 for 220.46 pounds), and insisting that the name of the country of origin be stamped in the tin. The bill also prohibits the importation of sardines in bulk, as it is an easy matter to repack them in small boxes and thus evade the law. The increase of duty would not be sufficient to check importation; it would only increase the cost price of foreign sardines in France by 6 centimes (slightly over 1 cent) a box, thus raising it from 6 to 7 cents to 12 cents, which is the cost price of French sardines to the French manufacturer.

All labels on the boxes, such as "Firmen Jullien, Setubal, Portugal," with the origin in very small letters; "Societe Parisienne," with the words "Produit Importe," "Poissons Choisis" in French, "Packed in Spain" in English; and "Importe" in French, stamped on the tin, and many others, are intended to present the goods as French sardines to the majority of consumers both at home and abroad.

The Danger to Fish.

The Ontario Government recently had its attention drawn by some fishery officers to the destructiveness of the ling, or burbot, and the desirability of adopting some means of cutting it off. Investigations have proven that this ling feeds on the best fish life of the northern Canadian waters. Its flesh is useful for food only in winter time. It is known to devour fish half the size of itself, and at the same time is a notorious consumer of spawn. In the Quebec fishery haunts this destructive feeder has been found in lengths of two feet. Imagine the number of fish such a glutton may consume in one year. Fish buyers, consumers, and all interested in the finny tribe, regret that nothing has been done by the Quebec Government so far to protect fish from this pest.

Fish Notes.

The Grand Trunk Railway System has an attractive exhibit in the Forestry, Fish and Game Building, at the St. Louis Exposition, consisting of mounted specimens of fish, hunting and fishing scenes, etc. The Intercolonial Railway has also an interesting exhibit of specimens of live fish.

ALVINA SALT

PAYS THE GROCER.

BECAUSE

IT RUNS FREE.
NEVER GETS LUMPY.
IS PUT UP IN ATTRACTIVE TINS
RETAILS AT 10c.

WRITE US FOR PARTICULARS

ROSE & LAFLAMME,
MONTREAL.

BATGER'S

NOW'S THE TIME

WHEN YOU SELL

SUMMER BEVERAGES

WHY NOT HANDLE BATGER'S

LIME JUICE AND LEMON SQUASH?

MAKING

PROFITS AND SATISFIED CUSTOMERS

AGENTS :
ROSE & LAFLAMME,
MONTREAL.

Best Values in TEAS

Write us for Samples

● Teas
● and
● Coffees

Ceylon and Indian Greens, at 11c. to 18½c.—Special value.
Try a sample lot.

Special values now in Japans, all grades, from 12c. to 35c.

Also Japan Siftings and Fannings, from 5c. up to 10c.

We carry a full range of all other kinds and our prices will prove attractive.

Pleased to send you samples. Say what grade and price you want.

New Japan Fannings and Siftings now in stock.

JAMES RUTHERFORD & CO.

DIRECT IMPORTERS

27 St. Sacramento Street

MONTREAL

Spanish Olives



Packed in Canada

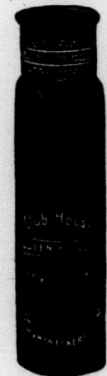
We pack all our own olives by hand.

By doing so we can cull out all inferior fruits, and use only the best.

We also save a lot of good money which used to be paid to the customs for importing foreign packed olives.

Our customers reap the benefit of these advantages—our profits remain the same.

Our fruit is grown in the most famous orchards in Spain, are gathered at perfect maturity, carefully selected as to size and quality, and shipped direct to us from Seville.



Gorman, Eckert & Co.,

LIMITED

LONDON, ONTARIO, CANADA.

The Largest Packers of High-Class Spanish Olives in Canada



President:

JOHN BAYNE MACLEAN,
Montreal.

**The MacLean Publishing Co.
Limited**

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

OFFICES

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

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

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

THOSE ADULTERATED JAMS.

EVIDENTLY the new Minister of Inland Revenue is a man of action. He is about to take action against manufacturers, importers and storekeepers throughout Canada who have been defying the provisions of the Food Adulteration Act by selling products that are not what their labels purport. Sometimes the substitutes are harmless. In other cases the mixture is injurious to the health of the consumer.

An official chemical analysis recently made of ground spices, such as peppers, alspice, mixed spices, cassia and cinnamon, cloves and ginger, showed that of 188 samples collected only 88 were genuine, 7 of the remainder being classed as doubtful and 93 as adulterated. The examination further showed the presence of chips and dirt, charcoal, hairs, stone, husks and shells, sand and sweepings. The Grocer interviewed a prominent spice man on the situation, who met the seriousness of the imputation with a poor excuse, namely, "How can the Canadian con-

sumer expect to get any other than an adulterated article when he will have nothing but the very cheapest on the market?" No one will contend for a moment that there is any justification whatever for Canadian manufacturers willfully violating the provisions of an act framed in the first place for the protection of the consumer against impure products. Such a matter should be dealt with in no half-hearted fashion, and there is every reason to believe that Mr. Brodeur will do his part. It is unfortunate that questionable methods should have been brought to light, but as "evil will out," the only thing to be done is to nip it severely in the bud, and probably a few prosecutions will suffice. Another alternative, and one of the most effective safeguards for the consumer, by the way, would be the widespread advertisement of the names of the manufacturers who foisted these adulterated goods on the market. At this juncture it is interesting to remember the vigorousness with which the Food Adulteration Law is enforced in England. A certain spice manufacturer was recently convicted there of adulterating his products and sent to the common jail for a lengthy period as a penalty for defrauding the public.

A recent analysis of jellies and jams showed that only 14 samples out of 74 were genuine. Fifty-five were classed as adulterated and five as doubtful. The examination included samples of raspberry, strawberry, plum, peach and miscellaneous jams and jellies, and revealed the presence of many substitutes and of glucose, coal tar dyes, salicylic acid and other foreign substance. In some cases the mixing was not positively injurious to the users, in others it was, but in either case the public was deceived and misled in open defiance of the law of the land. As one prominent wholesaler recently remarked, the offence might be reduced to a minimum as far as the actual injuriousness of the adulterative to the public health was concerned, but the lamentable fact remained that the consumer was getting something different from what he bargained for. When he paid for a chicken he did not want a hawk.

Hitherto the samples of jams, jellies, etc., for analysis by the Department at Ottawa have been gathered promiscuously from the retail grocery trade. Hereafter the officers of the Department will also visit the premises of manufacturers and importers.

THE PLACE AND THE MAN.

SUCCESS in business depends more upon the merchant than upon the location of his store. There may be exceptions to this, but this seems to be the rule. Two instances in proof of this assertion come to mind. In a certain city there was a dry goods store kept by three maiden ladies. The store was on the corner of a thickly populated part of the city. The windows were always crowded and the store was always dark and dingy, while the floor was several inches below the sidewalk. The business was what might be termed a two-penny ha'penny one, and only enabled the owners to eke out a bare existence. One after the other the proprietors died and the store finally fell into the hands of a young man who had business ideas. The windows were properly dressed after that and it was not long before other changes were made in order to give the store a more modern appearance. That is not so many years ago and to-day it is one of the most successful of the smaller class of department stores in that part of the country. The windows are modern in every respect and the store is well lighted by day as well as by night. Price cards are freely used and the columns of the local newspapers are liberally patronized. If the original owners were to come back to the old scene they would be prostrated with astonishment at the innovations which have taken place.

CANADA AT ST. LOUIS.

SOME people have been heard to pass uncomplimentary remarks on the Canadian exhibit at St. Louis. "Unworthy," and "inadequate" are terms occasionally heard. But, notwithstanding, the Canadian exhibit is doing a good work and the genius who arranged it, deserves the thanks of the country for

the results which are now beginning to be felt.

What chiefly merits praise is the remarkable arrangement at the rear of the Canadian Building. Here is located a well-lighted picture gallery, illustrating the career of the new settler in the North West. First is to be seen a painting of the pioneer, breaking his first furrows. By easy stages, the spectator watches the progress of the man, as he brings his farm into order, builds his home, and settles down to a life of pleasant exertion. It is a regular panorama and it is all true.

And now comes the crowning triumph of genius. As the pleased spectator turns away from the final picture, he walks directly into,—an immigration office. Already many an American farmer has studied the pictures, has passed into the immigration office, picked out a location in Canada and made arrangements for transportation. Truly the work of the Canadian Commission has not been in vain.

EARLY FRUIT MARKET.

THE wholesale fruit dealers of Toronto have for some time been advocating an early morning market as a means of simplifying and improving conditions existing locally. Only a walk through the market any morning during the busy season is necessary to convince one of the justice of their contentions which are as follows:

The railroads and express companies entering Toronto ought to offer special rates on consignments of fruit shipped during the night for delivery early the next morning or where the distance is small on early morning consignments. This would do away with irregularity of shipments, which as a matter of fact continue to arrive at all hours during the day. The result is that prices cannot be fixed early in the morning for the day and a buyer who purchases on first morning deliveries runs the risk of seeing his competitor on the next corner get his supplies at a cent or two reduction later in the day. It is in the best interests of trade that competition should be keen, but this under

present circumstances is out of the question.

A word ought also to be said on behalf of the wholesale fruit men themselves, who are kept at the market at all times of day and night to serve their customers. The necessity would be removed if only there were one market in the day and that an early morning one. The possibility of this rests entirely with the railroads and express companies.

FRESH FISH IN THE GROCERY STORE.

THE modern grocery store is a subject of interest to all progressive merchants. The changes that have taken place during the last two decades in the retail grocery trade are numerous and valuable, not only to the merchant but to the consumer. The days when sugar was handled in hogsheads, salt in heavy barrels and cereals in their original packages, direct from the mill, are passed and the convenient smaller packages put up in sizes to suit the prompt requirements of trade are an evidence of thoughtful improvement.

While all the changes are in the right direction and in keeping with the requirements of modern trade conditions, there is a branch of the grocery trade that has been neglected, or rather that has not received the attention at the hands of grocers generally warranted by the value of the business; we refer to the handling of fish, and particularly fresh fish. The very suggestion of handling fish in conjunction with staple groceries may strike the average merchant as unreasonable, but a careful study of the subject and of the possibilities for profitable trade in fresh fish, will convince him that some thought should be given to it.

The old-fashioned methods of shipping and handling fish cannot compare with those existing at the present time. In former years the trade was mostly confined to the barrel salt fish, or green cod trade, and the sight of the packages in front of or inside the grocery store was neither an edifying sight nor a fragrant trade-bringer. The odor of

fish is very penetrating and as such susceptible articles as butter, tea and cheese did not improve through proximity to the fish, it was thought best to exclude the latter from the grocery stock. With a marked improvement in methods of transportation and delivery the handling of fish has become a comparatively easy matter, and grocers who will take the trouble to study this branch of their business will be surprised to find how profitable it can be made and how little care is required in handling fish.

The Grocer has always taken an interest in everything pertaining to the fish trade and has for many years paid close attention to the possibilities of this branch with a view of showing how such a healthful article of diet as fish can be profitably handled. Our Maritime fish trade is enormous but nothing to what it may be made by encouraging the consumption of fish. The secret here undoubtedly lies in educating the retail grocery trade to handle fish scientifically. It is gratifying to note that there are already a number of Canadian grocers supplying their customers with fresh fish in season, and in every case profitable trade is reported.

SIGNS ON BUILDINGS.

THE GROCER was much impressed with the pertinency of a letter received some time ago in which the correspondent volunteered the information that in certain towns in the Maritime Provinces little or no attention is paid by the merchants to having suitable signs on their places of business. Apparently there are yet some retailers who fail to appreciate the significance of an attractive business sign, on which both the firm name and general lines of merchandise carried are designated. The day is long past when buyers found their way to a grocery store by instinct and since the sense of sight ranks higher than that of smell there is a scientific reason why a good sign advertisement should be a good trade bringer. No practical demonstration is needed to prove that people in this enlightened age have to be coaxed a little to buy even the neces-

saries of life; they must in the first place know where to go and the merchant who sits in obscurity, trusting that trade may stumble in on him is helping neither himself nor the other man towards a solution of this difficulty. What strikes the eye is the pride of life, and a striking illustration of this in trade circles as well as of the truth that even the small things count, is the fact that a small investment in an attractive business sign is one of the most judicious methods of advertising and one of the best trade bringers known.

MINISTER OF AGRICULTURE HOME

THE Hon. John Dryden, Minister of Agriculture for Ontario, has returned from a several months' trip to Europe. Mr. Dryden is convinced that there is something crooked about the bacon trade over there, and that Danish labels are being put on Canadian bacon. Professor Day who is at present in Denmark, will make a report on this subject to the Department of Agriculture on his return.

Mr. Dryden says that Danish bacon has a better reputation in England than Canadian bacon and commands a higher price. Canadian canned goods are not as highly thought of as the products of other countries up to the present, and the demand for them is comparatively small. Steps, however, can and will be taken to improve this industry. Mr. Dryden also thinks there is room for improvement in the Canadian dressed beef industry.

U. S. EXPORT DWINDLING.

THE summary of exports of domestic products from the United States for July and for seven months of the calendar year, issued by the Bureau of Statistics affords material for reflection in so far as it shows a continuance of the falling off previously exhibited.

According to the New York Journal of Commerce this was to be expected, and there is little chance of its being arrested before the effect of the new harvest begins to be felt. The fact is that the American surplus of some of the leading staples for export had been pretty well exhausted three months in advance of the coming in of this year's crops. Taking all breadstuffs we find the value sent abroad in July to be only \$4,332,762, against \$11,366,699 last year, while for seven months the decrease was from \$113,865,771 to

\$50,621,702, or more than one-half. This is in spite of rather better prices. Of the loss for the seven months about \$26,000,000, or nearly half, was in wheat, of which the export has dwindled nearly to nothing, while the remnant of the supply has become the subject of speculation that gives it an exaggerated "market value." The July export of wheat in quantity was only 114,180 bushels, against 3,884,972 last year, and for the seven months 9,323,820, compared with 42,081,141. Over half the July export went from Baltimore and the rest from the Gulf and Pacific ports. By far the greater part of the seven months' exports of wheat were sent from Galveston, New Orleans and the Pacific Coast. The record for corn is not so bad, but only 2,080,101 bushels were exported in July against 5,155,671 last year, and for seven months 28,051,719 against 66,766,934.

Cotton exports continued in July to the amount of 99,457 bales against 72,978, but the increase in value was proportionately small, because last year it was taken at the speculative price of 13.8 cents a pound, while this year the export price in July was 10.9 cents. Taking the eleven months of the cotton year, however, the average export price this year has been 12.6 against 9 cents last. The value of exports for seven months shows a decrease of \$7,399,568, the quantity having fallen from 3,149,489 bales to 2,095,125. For eleven months the figures are 6,734,803 bales last year and 5,999,923 this. The effect of the decrease of exports traceable to comparative crop deficiency appears also in provisions, of which the export fell off \$3,131,873 in July and \$7,253,896 in the seven months compared to last year, while for the longer period there was an increase of \$4,030,202 in live cattle, hogs and sheep. Putting together the values of the live stock and the provision products there was a decrease from \$16,172,142 to \$12,245,245 in July, and from \$115,270,321 to \$112,046,627 in the seven months. Mineral oil made up the loss in the aggregate of exports to the extent of \$881,126 for the month and \$7,355,448 for the seven months, so that the total stands \$29,107,123 for July and \$360,685,845 for the seven months, compared with \$38,768,877 and \$421,197,728 for the same periods in 1903.

The meaning of these statistics is not far to seek. The production of wheat and corn in the United States last year showed a reduction in proportion to domestic consumption, and the surplus for export was relatively small, especially for wheat. The bulk of this surplus was carried off

early, beginning in the late months of last year and leaving little for this Summer. But for the abnormal price of cotton due to the fact that the crop was short and for the exportation of about two-thirds of the supply, the record for domestic exports would have been much more unfavorable. It is not likely to be improved for the current month, or perhaps for September and the prospects are for a permanently reduced proportion of what are called "domestic products" in U.S. exports. It is already certain that less wheat in quantity, and probably less in value, will be sent abroad next year than this, while there is likely to be an increase in cotton and corn and perhaps in provisions. A prominent authority on trade conditions recommends Uncle Sam to devote his attention to the further cultivation of export trade in manufactures, which is not to be done by keeping up domestic prices, but by diminishing cost of production and facilitating exchange for foreign commodities.

TAX ON COMMERCIAL TRAVELERS

In answer to an inquiry from one of our readers as to whether there is a tax on Eastern Canadian commercial travelers wishing to do business with either the wholesale or retail trade in the city of Winnipeg, we wish to state that no such tax is imposed at the present time.

ALL WILL TAKE PART.

Characteristic of their usual enterprise, Hudon, Hebert & Co. have entered into the "What is your best stroke of business" competition, offered by The Canadian Grocer, very heartily. They have issued instructions, to the effect that every member of their staff should compete, and have offered a very substantial supplementary prize to those offered by The Grocer. The firm have among their employes some of the most capable men in the business, and no doubt they will be heard from in the competition.

HINTS TO BUYERS.

McWilliam & Everist are handling immense quantities of domestic fruits. The sale of foreign fruits this year are far in advance of that of last year.

FOR SALE

FOR SALE — OLD ESTABLISHED GROCERY, meat and liquor business; Hamilton: large trade and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address O. BOX 276, HAMILTON. (36)

There's Money in This For YOU!

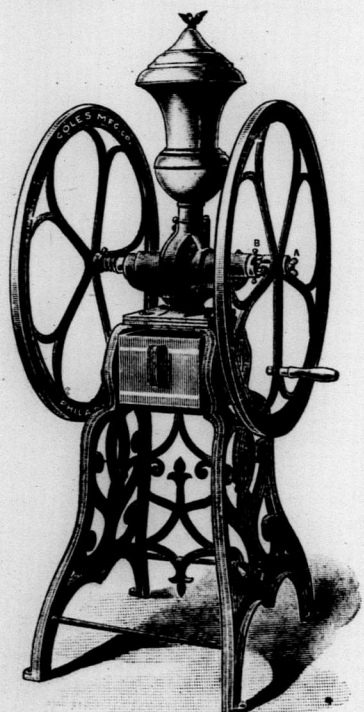


For no other common sense reason than that it has an established reputation for selling readily, day in and day out, without resistance. There's no shrinkage, no waste, no deterioration. It makes the Tea Department of your business immune from the attacks of the fiercest competition.

Surely this is comforting } **Sealed Packets Only.**
and profitable. } **Black, Mixed or Natural Green.**

Wholesale Terms on Application.

"SALADA" TEA CO., Toronto and Montreal



No. 17. List Price, \$40.00.

Goles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

**A GREAT
LABOR-SAVER.**

Our Grinders wear longest.

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

Coles Manufacturing Co.
PHILADELPHIA, PENNA.



Here's to Better Starch Business

Please your customers' eye and you have their attention. Then you can tell them your story. The new drum package in which we put up our

Lily White Gloss Starch

stands out well in your stock. It will catch your customers' attention and then you can tell them what good starch it is.

We pack Lily White Gloss Starch in handsome 6-pound drums, 8 drums to a case, and a pair of drum sticks for each drum. Don't you want this kind of a trade attractor in your stock.

**THE BRANTFORD STARCH WORKS,
LIMITED.**

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Aug. 18, 1904.

Groceries.

It is expected that the grocery trade will take on new life now that the travelers are back from their holidays and have started on the war path to solicit Fall orders. This is the season when trade begins to pick up, and indications point to a big volume of business during the coming Fall.

Trade during the week has been brighter than usual. The sugar market continues strong and a surprisingly good business is reported. In fact the sugar trade during August has been a surprise in view of the fact of the estimated shortage of the fruit crop. Canned peas, 1904 pack, are being delivered to the retail trade, and general trade in canned goods of all descriptions continues brisk; 1903 pack sockeye salmon is pretty well cleaned up in the market, wholesalers being practically reduced to cohoes and pinks. Increased sales of New Orleans molasses are reported at firm prices. A scarcity of low grade Pekoe Souchong tea is reported locally as well as increased inquiries for Japans. The coffee market is very firm both in Rios and milder grades and prices of Rios have advanced. Spices are without special feature. Tapioca shows signs of stiffening in price. The market in foreign dried fruits is quiet; a drop has occurred in California prunes, but little buying is reported as yet in spite of the fact that stocks in the hands of wholesalers are low. Currants are firm and some business in Comadra figs is reported. Peanuts are active and easier in price.

CANNED GOODS.

There has been a brisk demand for canned goods of all descriptions during the week under review. New pack peas are already being delivered to the retail trade. It is not expected that corn and tomatoes will be ready for a month yet, meanwhile surmises are for a poor to fair crop; 1903 pack sockeye salmon is practically used up and it is only hoped that the retail trade have sufficient on hand to supply their customers until the 1904 pack is on the market. Lobsters

are firm and the prices of herrings is higher than usual owing to the higher price of raw fish. Potted meats continue to be good sellers. We quote the following prices:

Apples, 3s.....	0 90
" gallons.....	2 20
Asparagus.....	3 50
Beets, 2s.....	0 50
Beets, 3s.....	1 00
Blackberries, 2s.....	1 50
Beans, 2s.....	0 90
Corn, 2s.....	1 25
Cherries, red, pitted, 2s.....	2 20
" white.....	2 40
Peas, 2s.....	0 82 1/2
Pears, 2s.....	1 45
" 3s.....	2 10
Pineapples, 1 1/2s.....	1 50
" 3s.....	1 80
" 3s.....	2 25
Peaches, 2s.....	1 65
" 3s.....	2 60
Plums, green gages, 2s.....	1 10
" Lombard.....	1 00
" Damson, blue.....	0 95
Pumpkins, 3s.....	0 95
" gallon.....	2 50
Rhubarb, 3s.....	1 80
Raspberries, 2s.....	1 40
Strawberries, 2s.....	1 47 1/2
Succotash, 2s.....	1 00
Tomatoes, 3s.....	1 12
Lobster, talls.....	3 50
" 1-lb. flats.....	3 70
" 1-lb. flats.....	2 00
Mackerel.....	1 00
Salmon, Fraser River, "Horseshoe" and "Maple Leaf".....	1 25
1-lb. talls, 5 cases and over.....	1 77 1/2
1-lb. talls, less than 5 cases.....	1 80
1-lb. flats, 5 cases and over.....	1 90
1-lb. flats, less than 5 cases.....	1 92 1/2
1-lb. flats, 5 cases and over.....	1 17 1/2
1-lb. flats, less than 5 cases.....	1 20
Chums.....	0 95
Sardines, Sportsman 1/2s.....	0 15
" Portugese 1/2s.....	0 23
" P. & C. 1/2s.....	0 10
" P. & C. 1/2s.....	0 25
" P. & C. 1/2s.....	0 35
" Domestic, 1/2s.....	0 03 1/2
" Mustard, 1/2 size, cases 50 tins, per 100.....	0 09
" Mustard, 1/2 size, cases 50 tins, per 100.....	8 00
Haddies.....	1 00
Haddies, per case.....	4 00
Kipper herrings, domestic.....	1 00
" imported.....	1 45
Herrings in tomato sauce, domestic.....	1 00
" imported.....	1 45
California ripe olives, tins, per doz.....	4 75
Corned beef, 1s, per doz.....	1 50
" 2s.....	2 70
" 6s.....	9 00
" 1s.....	2 00
Lunch tongues, per doz.....	3 00
Potted meats, 1s.....	0 50
" 1s.....	1 00

For the new price list for 1904 pack vegetables and fruits see Quebec markets.

SUGAR

We have to record this week a further advance of 1-8c per lb. in raw sugar, large sales having transpired on the basis of 4 1-4c, duty paid, New York, at which the market remains nominal. Last week just before we went to press, large purchases were made by American refiners, totalling about 100,000 tons, including beet, Java and West Indian sugars. These sales pretty well cleaned up the market. Since then further purchases have been made in Europe at 10s 6d, f. o. b. Hamburg, which is equivalent to a landed parity of 4.24c duty paid for 96 test cane sugar.

Arbuckle Brothers who did not participate to any extent in the heavy buy-

ing, came into the market later in the week and secured about 11,000 tons, part from store, part afloat, and the balance embracing 45,000 bags Cuban centrifugals for August shipment, all at full landed cost of 4 1-4c for basis 96. Since then the market has been developing indifference on the part of buyers and sellers, while quotations remain nominal on basis of last sales. At the moment refiners have their wants fairly well supplied and are disposed to defer further purchases; on the other hand, stocks in importers' hands is barely 15,000 tons and there are few unsold nearby sugars. Sellers are disposed to hold for present prices and holders of Java centrifugals are asking an advance of 3d per cwt.

Recent cables from Europe report continued unfavorable weather for growing crops, and mail advices say that during July the rainfall in Germany was only 1.10 of the normal rainfall for the last 25 years. Mr. Licht estimates the damage to the beet crop from drought in Germany at 20 per cent, and in Austria at 15 per cent.

There has been a marked advance in Europe for the week, quotations for 88 per cent, going to 10s 6d, basis f. o. b. Hamburg, for August-September shipment, which is equivalent to a duty paid parity of 4.23c for 96 test centrifugals. There are no indications of further changes for the immediate future and it is believed by some that the market has reached the upward limit for the present.

Receipts at United States Atlantic ports for the week ending August 10 were 21,374 tons, meltings were 42,000 tons, leaving total stock of 146,750 tons. Combined stocks of United States and Cuba at same date were 229,250 tons, a decrease of 34,126 tons compared with the previous week, and of 280,647 tons from last year. Total stocks of Europe and America of latest uneven dates were 2,001,250 tons, or a decrease of 415,558 tons, compared with the same date last year.

There are no changes to note in Canadian refined and the demand for the month has been exceptionally good, in fact unusually so for August. It remains to be seen how far this will affect the demand during the approaching

high a figure, particularly as the history of the currant trade shows that the normal consumption is not greatly affected by the slightly higher range of prices.

Locally some sales of Comadra figs are reported. We quote the following prices:

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

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

FIGS			
	Per lb.		Per lb.
Tappets	0 03 0 03	Elemes	0 09 0 20
Naturals	0 06 0 09		

APRICOTS.		Per lb.
Californian evaporated		0 12 0 15

PEACHES		Per lb.
Californian evaporated		0 08 0 12

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

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

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

FOREIGN NUTS.

Trade in foreign nuts continues quiet but seasonable. The demand, as usual at this time of the year, is principally for peanuts and coconuts, in both of which large sales are reported. The experiment of introducing Japanese peanuts to the Canadian trade has proved very successful, and next season will undoubtedly see much larger quantities consumed in this market.

Peanuts are from 1 to 2c easier in price. Bordeaux walnuts have dropped 2c, and filberts 1c. California almonds are off the market. Taragona almonds are reported to be about 1-3 an average crop, and filberts less than 1/4 an average crop. Prices on almonds are expected to range about 40s f. o. b., although one shipper is reported to have offered 250 bags at a few shillings less than these quotations, while some others refuse to quote until goods are actually on the market. New crop October filberts have soared from a little above 40s to 64s 6d, c. and f. New York, and the bulk of orders for Canada have yet to be placed. We quote the following prices:

Peanuts, green, per lb.	0 08 0 10
" roasted	0 10 0 12
" Spanish, green, per lb.	0 09
" roasted	0 10
" Japanese, green, per lb.	0 09
" roasted	0 11
Almonds, Tarragona, per lb.	0 12
Walnuts, Grenoble,	0 10
" Bordeaux,	0 10
Filberts, per lb.	0 10
Pecans, per lb.	0 14 0 15
Brazils	0 15
Cocoanuts, Jamaica, per sack	4 00

Country Produce.

EGGS.

Receipts of eggs for the week have been somewhat larger, but prices are higher than ever. Dealers stand to lose a great deal with eggs at the present level. There is a large local demand for good eggs even at the high prices. They bring now 17 to 17 1/2c, and some Toronto retailers are asking as high as 22c for fresh eggs. Such a price in the middle of August is unreasonable and entirely unjustifiable.

HONEY

The honey trade is picking up gradually and provision men report increased inquiries during the week under review. Small quantities of new crop honey have been received and are quoted at 8c per lb. for extracted honey, and \$1.50 to \$1.75 per doz. for honey in the comb. Indications point to a short crop. We quote the following prices:

Honey, extracted clover, per lb.	0 07 0 07
" sections, per doz.	1 65 1 75

BEANS.

Beans, and especially white beans, are in steady demand at unchanged prices. Next week's issue of The Grocer will contain a summary of the condition of the growing bean crop in Ontario. Some beans are being held in the country in expectation of higher prices. Our quotations are as follows:

Beans, mixed, per bush	1 25
" prime	1 35
" handpicked, per bush	1 55 1 65
" Lima, per lb.	0 05 0 06

Green Fruits.

Up to date prices of California fruit have been very low, the average being below that of last year. Complaints may be heard from the shippers on the ground that there will be no profit in handling California fruit this year unless conditions soon change.

During the week of August 8-13 ten cars of California fruit were sold at auction. The prices for the first five days of the week were very good, while the average of Saturday was very poor. The supply of raspberries is practically over, those left on the market selling from 8 to 9c per box. Tomatoes, owing to over supply on the market, have taken a sudden drop and are now selling at from 20 to 30c per basket.

Large lots of Canadian peaches are arriving from the Niagara district daily. The bulk of these peaches seem to be of an inferior quality, owing doubtless to the earliness of the season for this fruit. As a result they are divided into two classes. Canadian "Triumph" firsts are selling at from 75c to \$1 per basket. "Triumph" seconds are selling at from 40 to 60c per basket. Lemons are a trifle easier this week although

there has been no change in prices.

At present there is an over supply of bananas on the market and prices have dropped as a result. Unless the conditions improve there is a likelihood of another drop in prices. Canadian apples are coming in freely, the quality generally being superior to that shown a week ago. We have added to our list this week pears, Lawton berries, and sweet potatoes. Canadian pears are now arriving from different points in Ontario. Although it is rather early in the season for Canadian pears the outlook is for a good supply.

Taking the fruit trade in general business has been very brisk during the week. Our quotations are as follows.

California late valencias, per box	4 50 4 75
Verdelli lemons, 300's, per box	3 50 3 75
" 300's, per box	3 00
Florida pineapples, per crate	4 25 4 50
Bananas, large bunches	1 50 1 75
Bananas, 8's, per bunch	1 00 1 25
Apples, Canadian, baskets	0 15 0 30
Limes, per box	1 00
Tomatoes, per basket	0 20 0 30
Watermelons	0 25 0 35
Cantaloupes, Indianas, per basket	0 50 0 60
California peaches, per crate (4 baskets)	1 00 1 25
" plums	1 00 1 25
Raspberries, per box	0 08 0 09
California Bartlett pears, per box	2 25 2 50
Blueberries, per basket	1 00 1 25
Black currants	1 25
Blackberries, per box	0 07 0 08
Peaches, Canadian, per basket	0 75 1 00
" Firsts, per basket	0 75 1 00
" Seconds	0 40 0 60
Lawton berries, per box	0 07 0 09
Pears, per basket	0 35 0 50
Sweet potatoes, per bbl.	4 25 4 50
Plums, Canadian	0 40 0 60

Vegetables.

The demand this week for vegetables continues good and is being filled almost exclusively with home-grown products. Good cauliflowers are very scarce and an inferior kind has been put on the market in order to meet the demand. The season for rhubarb is practically over. Egg plants have appeared on the market for the first time this season and are selling at 40 to 50c per basket. Following are our quotations:

Head lettuce, per doz. bunches	0 20 0 25
Radishes, per doz. bunches	0 20 0 25
Mushrooms, per lb.	0 15
Mint, per doz. bunches	0 15
Parley	0 20
Sage, per doz.	0 15
Savoury, per doz.	0 20
Carrots, new, per doz.	0 20
Beets, new, per doz.	0 20 0 25
Rhubarb, per doz.	0 15 0 40
Green onions, per doz.	0 25
Green house water cress, per doz.	0 25
Green cucumbers, per basket	0 25
Waxed beans, per bush	0 60 0 90
Cauliflowers, per doz.	0 80 1 50
Green peppers, per basket	0 50
Canadian new potatoes, per bush	0 35
Michigan celery, per doz.	0 50
Canadian celery, per doz.	0 35 0 50
Vegetable marrow, per basket	0 60 0 75
Green corn, per doz.	0 10
Egg plant, per basket	0 40 0 50
Potatoes, per bush	0 65 0 75

Fish.

As a result of the people settling down after the holiday season the demand for fish has brightened up to an appreciable extent during the week under review. Lake herring have become a little easier ranging in price from 5 to 7c per lb. The supply is good with the exception

is generally believed that, while a fair average crop may be expected, the yield will fall short of that of last year. Higher prices are in sight for custrants. Valentia almonds are reported to be an excellent crop. Jordans may possibly be short. Special reference is made to this elsewhere. Higher prices are expected for French peanuts. Canned meats are selling well and a good strong market is expected to continue. Eggs remain strong and it is very difficult to get a fresh egg. Coffees are in steady demand, and prices are expected to remain firm for some time. Canned fruits and vegetables are reported in good demand and the prices of new pack goods seem to be acceptable to the trade.

SUGAR.

The advance in sugar has been maintained and the demand has kept steady all the week. Even further advances are expected, owing to the excellent demand for fruit preserving now dominating. In comparison with the same period last year, sugar is in a much stronger position. We quote:

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

SYRUPS AND MOLASSES

Tameness rules in the molasses market, because everyone is well stocked and the demand is comparatively light. The price of Barbadoes still remains 28c however, and brokers find little acceptance for their offers at these prices. We quote:

Barbadoes, in puncheons	0 28
in barrels	0 30
in half-barrels	0 31
New Orleans	0 22
Antigua	0 37
Porto Rico	0 45
Corn syrups, bbls.	0 02
1-bbls.	0 03
50-lb. pails	1 30
25-lb. pails	0 90
Bbls. per 100 lb.	2 75
1-bbls.	2 75
Cases	3 00
2-lb. tins, 2 doz. per case	1 90
5-lb. " 1 doz. "	1 35
10-lb. " 1 doz. "	2 25
20-lb. " 1 doz. "	2 10

COFFEE.

As prophesied some months ago in The Grocer, coffee is growing stronger every day, and with the reported shortage of crop in various countries of production it is only sensible to believe that good stiff prices may be paid for it. The local market is easy and not a great deal is moving at the time of writing.

Coffee, however, is worth watching, as some heavy receipts are reported to be coming in shortly. We quote:

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

SPICES.

Spices are unchanged.

Peppers, black	Per lb.	0 17	0 19
whit.	0 22	0 28	
Ginger	0 17	0 24	
Cloves, whole	0 25	0 35	
Cream of tartar	0 25	0 30	
Allspice	0 14	0 17	

TEA.

Low grade Japans have advanced one cent in the country of production. This naturally has affected the local market by curtailing sales. Local dealers are compelled to ill orders at a loss under such conditions. Other teas have not changed much and news from abroad shows that the imports of Indian tea have been very moderate, and those from Ceylon somewhat larger. New season's Indian teas are, generally speaking, of lower grade than usual and so far the samples of Assam or Darjeeling growths have not been choise. Stocks are considerably behind those held at the same time last year. From Ceylon one house writes on July 14, that the weather up to that date had been very unfavorable for tea manufacture, but it was thought a change for the better had taken place about that time. New season's China tea (black) and red leaf Cenzous, are on the market. The quality of the better sorts Keemuns and Kintuck is not so good as last year. Green teas are still very cheap and both Gunpowders and Young Hysons show excellent value to buyers.

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

CANNED GOODS.

Abundance of new fruits and vegetables are passing daily into the hands of the canners. These articles are almost certain to maintain an easiness of price. The turnover in all kinds of canned goods is not large, with the exception, perhaps, of canned meats, which is usually increased by the picnic season. Canned fish, especially salmon, holds strong and the demand has never sagged for a moment. The stiffness of sardines is reported to be based upon the small catch on the French coast and

higher prices may easily be expected. Canned corn and canned tomatoes still remain in a very firm position and are comparatively scarce. New crop tomatoes will shortly appear and relieve that difficulty. We quote:

Fraser River salmon	5 75	
Skeena	5 65	
River Inlet and Lowe Inlet salmon	5 35	
Spring sockeye	5 00	
Cohoos	4 00	
Humpbacks	2 75	
Tomatoes	1 05	
Corn	1 25	
Peas	0 87	1 50
String beans	0 85	0 90
Strawberries, preserved	1 40	1 60
Succotash	1 00	
blueberries	1 10	
Raspberries	1 47	
Lawtonberries, 2s	1 57	
Raspberries, black	1 42	
Gooseberries	1 83	
Pears, 2s	1 52	1 67
" 3s	2 00	2 20
Peaches, 2s	1 63	1 77
" 3s	2 57	2 72
Plums, Lombard 2s	1 35	
" Green Gage, 2s	1 47	
Cherries, red pitted, 2s	2 30	
Baked beans, 3s	1 03	
3-lb. apples	0 90	
Gallon apples	2 20	
2-lb sliced pineapples	2 00	2 10
Grated pineapples	2 40	
Singapore whole pineapples	2 40	
Pumpkins, per doz.	0 95	
Spinach	1 00	
Sugar beets	0 90	1 40
Salmon, pink	0 90	1 00
" spring	1 40	
" Rivers Inlet red sockeye	1 50	
" Fraser River red sockeye	1 50	1 70
Lobsters, talls	3 45	
" 1-lb. flats	4 00	
" 1/2-lb. flats	2 25	
Canadian Sardines, 1s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

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

VEGETABLES.		Per doz.
2s Asparagus Tips		\$2 50
2s Beans, Golden Wax		0 80
2s " Refugee or Valentine		0 82
2s " Crystal Wax		0 92
2s Peas, No. 4 "Standards"		0 82
2s " No. 3 "Early Junes"		0 85
2s " No. 2 "Sweet Wrinkled"		0 85
2s " No. 1 "Extra Fine Sifted"		1 30
2s Table Spinach		1 40
FRUITS.		
2s Cherries, red, pitted		2 20
2s " " not pitted		1 75
2s " black, pitted		2 20
2s " black, not pitted		1 75
2s " white, pitted		2 40
2s " white, not pitted		2 00
2s Currants, red, heavy syrup		1 37
2s " red, preserved		1 77
Gals. " red, standard		4 75
Gals. " red, solid pack		7 00
2s " black, heavy syrup		1 75
2s " black, preserved		2 05
Gals. " black, standard		5 00
Gals. " black, solid pack		8 00
2s Gooseberries, heavy syrup		1 62
2s " preserved		1 85
Gals. " standard		7 25
2s Lawtonberries, heavy syrup		1 57
2s " preserved		1 85
Gals. " standard		4 97
2s Pineapple, sliced		2 25
2s " grated		2 35
3s " whole		2 50
2s Plums, Damson, light syrup		1 00
2s " heavy syrup		1 30
2s " " " "		1 57
3s " " " "		1 85
Gals. " standard		2 95
2s " Lombard, light syrup		1 05
2s " heavy syrup		1 35
2s " " " "		1 62
2s " " " "		1 90
Gals. " standard		3 15
2s " Green Gage, light syrup		1 15
2s " heavy syrup		1 47
2s " " " "		1 72
3s " " " "		2 00
Gals. " standard		3 45
2s " Egg, heavy syrup		1 52
2s " " " "		1 80
2s " " " "		2 10
3s " " " "		2 40
2s Raspberries, red, heavy syrup		1 40
2s " preserved		1 60
Gals. " standard		5 00
Gals. " solid pack		8 00
2s " black, heavy syrup		1 35
2s " preserved		1 50
Gals. " standard		4 75
2s Rhubarb, preserved		1 15
3s " " " "		1 30
Gals. " standard		2 62

Canadian sardines, per 100.....	3 75	400
Canned oysters, No. 1 size, per doz.....	1 30	
Canned oysters, No. 2 size, per doz.....	2 25	
Standard bulk oysters, per gal.....	1 50	
Selects.....	1 75	

Country Produce.

EGGS.

The receipts of eggs increased extensively early in the week and the demand is fairly good. There is still a strong tendency towards firmness, as the supplies in sight are not by any means large. First-class guaranteed fresh eggs are bringing 21 cents, candled 17 1-2 to 18 cents, and straight gathered 16 1-2 to 16 3-4 cents per dozen. We quote:

Selected.....	0 21
Candled.....	0 17 1/2
Seconds.....	0 16 1/2

BEANS.

Little is doing in beans and prices are unchanged. We quote:

Choice primes.....	1 35	1 40
Primes.....	1 30	1 35

HONEY.

No change has taken place in honey, and new stock is coming in. We quote:

White clover, extracted, tins.....	0 08	0 08 1/2
Buckwheat.....	0 07	0 07 1/2

MAPLE PRODUCTS.

Business is quiet and prices unchanged. We quote:

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

Flour and Feed.

FLOUR.

Flour has advanced 10 cents per barrel. The reason assigned is a continued strength in all the leading wheat markets, and a steady upward tendency of prices. The Lake of the Woods Milling Co., were the first to advance prices. This makes their Five Roses Spring wheat patent sell at \$5.15 per barrel, and red patent at \$4.35 a barrel. The prospects are that if the present prices for wheat are continued, flour will go still higher. We quote:

Manitoba spring wheat patents.....	4 90	5 00
Winter wheat patents.....	4 60	4 70
Straight rollers.....	4 70	4 75
Extra.....	4 00	
Straight rollers, bags.....	2 30	2 35

FEED.

Prices for mill feed are steady, and the advance of last week has been maintained. We quote:

Ontario, bulk.....	15 50	16 00
Shots.....	17 00	18 00
Mouillie.....	22 00	23 00
Ontario bran, in bulk.....	15 00	15 50
Manitoba bran, in bags.....	16 00	17 50
Mouillie.....	19 00	20 00

OATMEAL.

No change has taken place and a

steady market is maintained. We quote:

Fine oatmeal, bags.....	2 06
Standard oatmeal, bags.....	2 90
Granulated.....	2 90
Rolled oats, bags.....	2 55
bbds.....	5 30

TRADE CONDITIONS IN MARITIME PROVINCES.

Halifax, Aug. 15, 1904.

THE conservative policy adopted at the beginning of the year by Halifax wholesale merchants has necessitated the dropping of some weak accounts, thereby lessening to some extent the volume of business. The mid-summer lull is now about over, and those travelers who have been enjoying short vacations are now getting back on their territory once more and sending in very fair orders. City merchants are extending invitations to their customers to attend the Provincial Exhibition, which opens in three weeks' time, and make the personal acquaintance of the heads of firms.

Now that the trouble at Sydney is over, conditions in eastern Nova Scotia have improved. In all other parts of the province there has been a continuance of industrial activity, the only cloud being the low price of lumber, which has led to the failure of one or two firms. The apple crop throughout the Annapolis Valley promises to equal that of last year in quantity, although the quality will not be up to the mark, a great deal of the fruit being badly spotted.

High prices are being paid for fish. In fact sales of dry cod ex vessel were made last week at \$5 per quintal, the highest figure for many years at this season. The catch is larger than last year in this province, but smaller in Newfoundland and elsewhere. There is a good deal of business doing along the western shore.

Rails are laid on the new railway from Liverpool to within four miles of Halifax, and it is expected to have regular trains running within a month. On the eastern shore the Whitman's at Canso are building a cold storage plant for the preservation of bait for the use of the deep-sea fishermen. The building and plant will cost \$50,000, and towards its erection the Dominion Government contributes \$20,000. It is to be ready in November for the Fall run of bait fishes, and it is hoped that when it is in operation the bankers will not again suffer such loss of time in procuring bait as has occurred last year and this.

Molasses is very firm with an upward tendency. The agreement of jobbers fixing a uniform selling price on this article is being well carried out, and is having a very beneficial effect. Porto Rico at present is jobbing here at 35c in puncheons, 36c in tierces, and 37c in barrels.

Prices of pork and beef continue strong. Owing to the strike it has been a difficult matter to get supplies of some brands of American beef and pork. There can hardly be said to be a quotable market, as prices rule according to the jobbers' ability to make the delivery. Spot stocks are very light.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,

St. John, N. B., Aug., 1904.

BUSINESS continues fairly good. Money is, however, somewhat scarce. It is a bad habit which many of the retail dealers have allowed themselves to form expecting the wholesale house with whom they do business to help them meet their paper. It is a request they should be ashamed to make except for very special reasons.

Markets are very firm. Flour, sugar and fish are higher. Pork products, particularly pure lard, are low. Dried California fruits are also very low. There is a prospect of a new outlet for some of our lumber,—the shipment to Ontario and the west of shooks for barrels. Western shippers of flour, salt, etc., have for some time found great difficulty in getting barrels, in fact some shippers have found it impossible. Already some sample shipments have been made and favorable reports received. Cream of tartar is rather easier.

Oil.

There is an improved consumptive demand for burning oil. Large contracts for Fall have been made. Prices have shown no change since the change in duty, at which time a reduction was made. Lubricating oils have just a fair demand. In paint oil, linseeds are firm at the last slight advance. Turpentine remains unchanged. In cod oil business is dull, with the market rather easier.

Salt.

There is a fair stock of Liverpool coarse sale held and some factory filled. A further cargo is expected next week. Buyers should place their orders for shipment while landing, and so take advantage of lowest prices. In Canadian there is a steady sale.

Canned Goods.

Prices are unchanged. The free arrival of new peas has tended to lower prices. Spot corn and tomatoes are light stock. Dealers, however, do not wish to carry any over. In fruits, firm prices are held. Peaches and strawberries have the largest sale. Except a fair sale for blueberries, gallon apples and pineapples, there is little sale for other lines. Meats are unchanged. Fish will be high this season. The pack of best salmon is very light. Domestic fish, such as sardines, haddies and kippered herring, will be light. Lobsters are scarce and high. Best grades are largely exported.

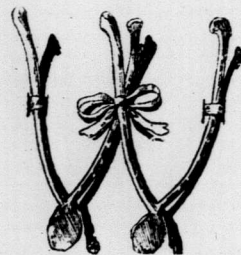
Green Fruits.

Dealers are inclined to complain a little. Apples begin to be a feature in this business. New Brunswick apples are now offered. Bananas, while having a large sale, feel the competition of other fruits. California pears are low. The California peach is not a favorite. Plums are plentiful. In oranges, prices are high. Lemons are quite firmly held at full figures. There is but a fair sale for melons. In berries the season is about over. Eastern barrel pears are now offered.

Sugar.

The sale has continued heavy. There has been another slight advance and the market is very firm. Full stocks are held. Foreign sugar continues to arrive.

SYSTEM OF AN INSTALMENT BUSINESS



WITHIN the last decade there has sprung into prominence a style of business that has for its supporters a number of people who represent by far the greater part of the buyers of all classes of goods. It has developed such an importance as to be adopted by several of the largest retail houses in America, and from appearances is spreading into every branch of the retail

business. The instalment system has found its strongest adherents in the housefurnishing trade, and until recently was confined almost entirely to that branch. There are at present, however, in Canada several clothiers and dry goods men who are confining themselves to this style of business, and claim that not only are they doing a large trade, but they are also filling a position that is a boon to the working classes.

The latter claim they base upon the fact that very many people are deterred from the purchase of articles of necessity or luxury because of their inability to provide the needed cash. They are perfectly honest and competent to pay if given time, and the man who allows them to buy in instalments is a benefactor. Whether the

customers being made up by his collections on goods reclaimed or by his extra charge on the goods sold.

In the first place the prime necessity of an instalment business is a perfect system, one which meets every requirement of the extended intercourse between customer and merchant, that fully protects the merchant, and that simplifies the bookkeeping which might be considered a requisite feature of such innumerable and lengthy transactions. Without a system that answers all these demands, an instalment business will be beyond the powers of any man, whereas with a careful study of the perfections of modern systems, and the possibilities afforded by a mind that is master of detail, there can be evolved methods and principles that make this style of business of astonishing simplicity.

In a necessarily abridged article like this hundreds of exceedingly useful details must be omitted. But with the larger principles before him any merchant can establish a system that will need only the improvements offered by the experience rapidly acquired in handling such a business.

At the very outset the instalment merchant is faced by the most difficult part of the system—the selection of risks. After a few years experience the worry of this will wear off, but at first the success of the business

APPLICATION FOR CREDIT.

Ledger No.....

Name.....
 Address.....
 Is this the first transaction?.....
 Former address.....
 Occupation.....
 Where employed.....
 Reference and other information.....

Record of Previous Transaction.

How many purchases.....
 Total amount of same.....
 Average of payments.....
 Balance of present account.....
 Estimated amount of this purchase.....
 Terms proposed.....
 Office recommendation.....
 Manager's approval.....

Fig. 1

Form of credit application.

argument of the opponents of the system, that the instalment business is an encouragement to extravagance and a discouragement of thrift and economy, is a question which can be settled only in individual cases.

The principle of the entire business is that, by the instalment system, customers can build up an attractive home, without credit, without cash, and possessed of nothing but honesty and an income that is not large but steady. Lacking property and capital qualification, the merchant protects himself by retaining, in the contract, his title to the goods sold until they are entirely paid for. His protection is limited and somewhat unstable even in this, but as judgment is supposed to be used in the granting of the privileges of the system, he is reasonable and amply protected, his losses through dishonest

seems to depend upon each customer applying for business.

The system treated here is that of one of the largest housefurnishings houses in Canada, and in it will be noticed a strictness and an attention to detail that is not treated as a necessity in the smaller business.

Every applicant must, of course, supply information concerning himself. The upper half of the form given has to be filled in at the dictation of the applicant, while the lower is compiled from the record kept of previous transactions. Every source of information must be taken advantage of, and upon it all the merchant has to pass as to the safety of the account. The manager or proprietor should o. k. all accounts.

When an application is o. k.'d, or before this has been done, the periods of payment have to be decided, whether weekly, fortnightly or monthly, and the salesman is then ready to take the order. As a rule a certain sum is demanded down, varying according to the size of the account and the reliability of the customer. Thus a set

sum can never be named off-hand by the salesman as a cash payment.

The amount of the instalments depends more closely upon the size of the account, and varies from 25c weekly to two or three dollars. Weekly is the favorite period of payments, and such payments are insisted upon by most

	Ledger No.	J. G. CROSBY & CO.				Order No.....				
		ORDER.				Salesman				
		Name				Toronto.....19...				
	Credit O.K.	Address.....								
		First payment.....				Terms				

Size.	Ship'er's Check.	Quantity.	ARTICLE.	Pattern or No.	Color.	Quality.	Maker.	Price.	Amount	Price.	Amount
		1	Lounge	5	Olive ..	Cord ..	G. M.		10 00		6 00
		6	Chairs.....	180	Ant	Elm....	McG ..	90	5 40		3 24
		1	Lamp	206	Ruby ..		H. A.		2 50		1 50
									17 90		10 74

Fig. 2 Original of order form for instalment or lease sale.

J. G. CROSBY & CO.,
FURNITURE, CARPETS, ETC.,
18 Main Street, TORONTO.

This certifies that I have received this day of J. G. Crosby & Co. goods as per invoice or order on other side, for which I agree to paydollars, as follows.....cash down, and balance in..... payments of.....each from the date thereof.

It is hereby agreed that the title to said goods and to all other goods which are included in contracts which may hereafter be made by me with the said firm shall not pass from them until the said amount of.....dollars is fully paid in cash. And all the dues, terms and conditions of this and the said other contracts shall have been fully complied with. And in case of failure to make any of said payments, when they come due, I will surrender said goods to said firm, or its agents, or attorney without process of law. In case I fail to deliver said goods to said firm, or its agent or attorney at any time upon demand after any breach of this agreement, I hereby grant to said firm, or its agent or attorney, full authority to enter upon my premises for the purpose of removing said goods, without rendering them liable for any manner of trespass. If full payment of the purchase price is not made in the time specified, said firm shall be entitled to retain all sums paid by me as a reasonable compensation for injury to and use of said goods, and for its trouble and expense in connection with this transaction with me.

It is also agreed that if said firm takes possession of said goods for any breach of this agreement, I shall have the right to redeem the same within thirty days after such taking by paying to it the full amount of the price then unpaid, together with all lawful charges and expenses due to said company.

And I also agree not to remove said goods from the premises I now occupy without written notice to said firm, and having first obtained its written consent. And I hereby certify that there is no contract or understanding, verbal or otherwise, between myself and said firm, or any of its agents, or salesmen, other than is here expressed.

When said goods have been fully paid for, according to the terms of this agreement, they shall become my property, and not otherwise.

The first instalment after the delivery of this agreement shall be payable within..... after the date hereof, and each subsequent payment during each succeeding.....

In the event of seizure for rent, I hereby authorize the said company on my behalf to claim any of said goods as exempt by law from distress. Revised statutes of Ontario, chapter 19, and all amending acts, shall in no way apply to effect this contract

Toronto..... day of..... 19....

Signed in the presence of

..... } (Name of Customer.)
 }

Husband's occupation..... Reference.....

Where employed

Have you had goods here before?

Your address at that time

Fig. 3 Back of order form of lease sale.

merchants. Almost all wages or salaries are paid weekly, and the oftener the payments are made the more likely the customer is to be punctual.

A sample of the order form is given. The one shown is the office copy with the cost price of the various articles filled in in the last two columns. The customers copy ends before these.

On the back of the form used for these sales there is printed the lease or agreement under which the goods are sold. The customer signs this at the bottom. As will be seen from the wording the merchant is as fully protected as he can be. This agreement is absolutely necessary not only to protect from lapse of payments, but also from seizure of the goods by other creditors.

There are two methods of making the periodical payments open to the customer. He can either call at the office on the pay-day, or make the payment to the collector, who is a necessary part of all large instalment businesses. For evident reasons the majority of customers prefer to call and pay directly. In either case the customer must be provided with a pay card, which is filled out week by week at the office or by the collector. This card is too simple in construction to need a sample. It merely contains the name, address, amount of bill, ledger number, and columns for date, amount paid and collector's name. A convenient style is formed of a sheet of

the system, and are prepared with a care of detail that must characterize all transactions in this business of trust. If a merchant should see fit to adopt this style of business he must first of all spare no amount of trouble, study and attention to every detail. Without a perfected system failure is sure to result.

DIVERSIFY YOUR TRIMS.

WHEN you get hold of a good idea don't work it to death. For instance, there is one trimmer we know whose work could be recognized if you saw it in South Africa. He has a certain drape which he has utilized for the past three years or more. Another man we know can put in handsome backgrounds and beautiful designs, but he uses them for months, until they become as familiar as the store front, and cause all his work to look stale. It is an old time saying, trite and true, that variety is the spice of life, and to nothing is this more applicable than to window work.

It is permissible to use the same background say two or three times, but even then it should be with a distinctly different line of goods. For instance, to take out

JANUARY, 1904.

From Ledger	NAMES	Ledger No.	DEBITS				Sales No.	CREDITS					
			Balance from last month.		Merchandise and Interest.			Payments and their Dates.				Total Cash.	Sundry Credits.
	Amounts brought forward Thomas Loney	18	33	50	12	70	A 120	7 1 00	14 1 00	21 1 00	28 1 00	4 00	1 00

Fig. 4

A page of the ledger.

ledger paper, 7½ inches wide by 8½ inches long, folded in the centre lengthwise. The card thus folded is printed on all four pages, with proper debit and credit spaces. The first page is a debit page and the remaining three are devoted to credit payments. The collectors carry a similar card.

The ledger is a book specially prepared for this business and consists of a small page or section devoted to the transactions of each month. In the form shown one month's entries are made, occupying one page. Facing it are a number of half pages, each of which is marked for a month of each side.

The collector, whether he be an employe devoted only to this, or the proprietor or his clerks, must be controlled by a system that shows no carelessness to customers. Collections must be made regularly and on the appointed day. Too great care cannot be exercised in the selection of collectors, as upon them to a great extent depends the success of the business. Policy, firmness, honesty, gentlemanliness, judgment and persuasive powers are necessary characteristics.

There are, of course, other forms of more or less importance in the instalment business, such as those for "delivery," "returned goods," and "changes of address," but those given will convey a good idea of the outline of

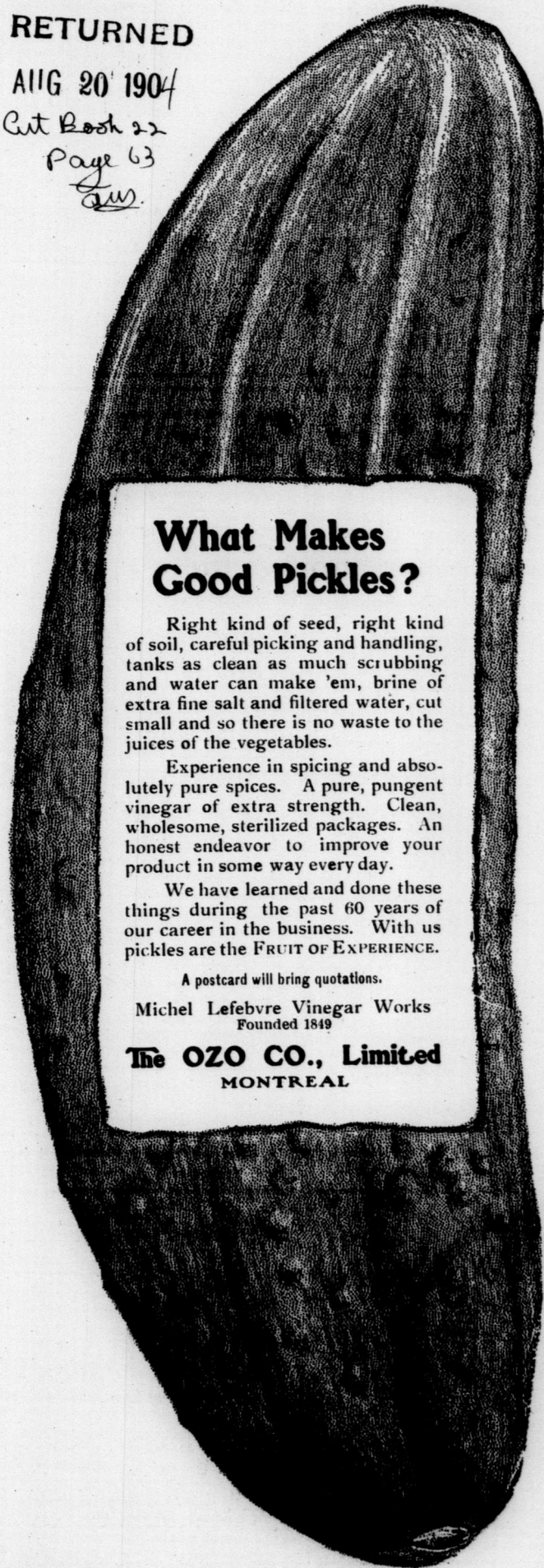
a wall paper show and put in something decidedly different, such as crockery, glassware, etc., is the proper way.

FURTHER ADVANCE IN FLOUR.

ANOTHER jump took place in flour on August 17, when, following the example of the Lake of the Woods Milling Co., which advanced flour 10 cts. per barrel, the Ogilvie Milling Co. stepped in with an advance of 15 cts. This makes them both on the same level; the Lake of the Woods "Five Roses Spring Wheat Patent," selling at \$5.30, and "Red Patent" at \$5.00 per barrel, while the Ogilvie Flour Mills quote, "Royal Household Spring Wheat Patent" at \$5.30, and "Glenora Patent" at \$5.00. There is a marked sympathy existing in the market, with the steady advance in the prices for the raw material in spring wheat markets. Prospects are at present, that flour will go still higher. An advance has also taken place of 10c. to 15c. per barrel, in the price of winter wheat patents, and 90 per cent. straight roller flours. The Ogilvie Milling Co.'s quotations also effect bran, which is now selling at \$18.00 a ton, and shorts at \$20.00 a ton.

RETURNED

Aug 20 1904
Cut Book 22
Page 63
J.W.



What Makes Good Pickles?

Right kind of seed, right kind of soil, careful picking and handling, tanks as clean as much scrubbing and water can make 'em, brine of extra fine salt and filtered water, cut small and so there is no waste to the juices of the vegetables.

Experience in spicing and absolutely pure spices. A pure, pungent vinegar of extra strength. Clean, wholesome, sterilized packages. An honest endeavor to improve your product in some way every day.

We have learned and done these things during the past 60 years of our career in the business. With us pickles are the FRUIT OF EXPERIENCE.

A postcard will bring quotations.

Michel Lefebvre Vinegar Works
Founded 1849

The OZO CO., Limited
MONTREAL

It is worth something
to you



This Book

will be mailed, postage paid to any address in Canada upon receipt of price \$2.00.

Its sale in the United States has been phenomenal.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co., Limited
10 FRONT STREET EAST :: :: TORONTO

LORIMER'S WORCESTER SAUCE

For purity, piquancy and style this line is unequalled. Then too, it is a genuine, high-grade ENGLISH Sauce for the price of an ordinary home-made article.

We have just landed a very large shipment from London, England, for which we are quoting a new very special price.

Try a 3 dozen case.

The Robert Greig Co., Limited
TORONTO

THANKS —for your liberal patronage during the travelers' holiday season. They will be back with you next week loaded for bear

SEASON IS ON FOR . . .

SUGARS
SPICES
VINEGARS

and a wise grocer will buy a few **TEAS** while they are cheap.

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

ONE of the principal objects of the canners' amalgamation was to reduce the cost of production to the lowest possible point, and at the same time improve the quality to the highest standard.

Sugar, Labels, Cases, Solder and Labor are considerably higher this season than in 1903. Notwithstanding this, our opening prices, so far as made, are lower than last season.

New Peas, Beans, Strawberries, Raspberries and Cherries are now ready for shipment. We are confident that quality will please, and think the present a favorable time to place your orders, and await your favors.

Canadian Canners, Limited
Hamilton, Ont.

The boy is in the ring—

—If your jobber don't keep it write direct to

W. P. DOWNEY
AGENT

26 St. Peter Street MONTREAL



you will be too with reliable grocers selling

HIRES' Root Beer

—It is a ready seller
—and a profitable one.
—Just the thing for this warm weather.

B US

steady which I past fe upward

Suga the 9th is now \$5.15 i burg is barrels

Rolle quotin sacks lb. sac \$2.85.

Flou prices \$2.55; \$1.80.

Corn and p \$1.75

Canr are no quotes canne marke and p than small accou high j

Eva stock the n 13½c evapo stock cours advar able count

Gre a lit orang

a c; peacl crate boxe cord barr rhub a ba

Ca quot to fi coho back dies cann the marl

MANITOBA MARKETS.

Winnipeg, Aug. 12, 1904.

BUSINESS in every respect is quite up to the expectations of the trade, and all markets are fairly steady with the exception of sugar, which has been advancing slowly for the past few weeks and has again taken an upward turn of 5c.

Sugar—The market again advanced on the 9th inst. 5c. Montreal granulated is now quoted at \$5.25 in barrels, and \$5.15 in sacks. Yellows, \$4.65. Wallaceburg is holding prices good at \$5.10 in barrels and \$5 in sacks.

Rolled Oats—The market is steady, quoting 80-lb. sacks at \$2.25; 40-lb. sacks at \$2.30; 20-lb. sacks at \$2.35; 8-lb. sacks at \$2.65, and 6-lb. sacks at \$2.85.

Flour—The market is now steady and prices firm, quoting No. 1 patent at \$2.55; No. 2 at \$2.35, and No. 3 at \$1.80.

Cornmeal—The market continues firm and prices steady, quoting cornmeal at \$1.75 per sack and 90c per half sack.

Canned Fruits—Canned strawberries are now available, which the market quotes at \$3.25 per case. Other lines of canned goods are expected to be on the market in the course of a few weeks, and prices will undoubtedly be higher than last year, owing to the crop being small. Jams will advance in price on account of the scarcity of fruit and the high price of sugar.

Evaporated and Dried Fruits—The new stock of evaporated apricots is now on the market. They are quoted 13c to 13½c per lb. There are practically no evaporated apples to be had, and new stock will be on the market in the course of a few weeks. Currants are advancing in price owing to the available stocks in Greece being scarce on account of the wet weather.

Green Fruits—The market holds prices a little easier in some lines, quoting oranges \$5 a case; California lemons \$5 a case; bananas \$2.75 to \$3 a bunch; peaches \$1.35 a crate; plums \$2.25 a crate; pears \$2.50 a crate; apples in boxes \$2; watermelons \$4.50 to \$5, according to size; American apples per barrel \$5 to \$6; blueberries 7c a lb.; rhubarb 2c a lb.; Ontario tomatoes \$1.25 a basket; cucumbers 50c a doz.


Canned Fish—The market is now quoting 1904 Fraser River salmon one to five cases, at \$6.75 to \$7 per case; cohoes \$5.10 to \$5.25 per case; humpbacks \$3.75 to \$4 per case; finnan haddies \$4. to 4.60 per case. All lines of canned salmon will likely advance as the run this year is very light. The market quotes 1904 pack lobster at 1

Sure Money

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

Clark's Sliced Smoked Beef will repay the trouble.

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

 <p>This design a guarantee of quality.</p>	<p>DO YOU PUBLISH A CATALOGUE? IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER. All Grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."</p>
	<p>YOUR PRINTER CAN SUPPLY IT.</p> <p>CANADA PAPER Co. Toronto LIMITED Montreal</p>

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

Our Travelers are again on the War Path

and have some special values to offer in Canned Goods for Fall delivery.

We are overstocked in **JAPAN-CEYLON BLACK AND GREEN TEAS**, Chests and Half-Chests, which we are offering at about cost of import to reduce our stock. Ask for samples and prices and discuss this matter with our representatives. **Don't wait, delays are dangerous.**

If you want "**AYLMER**" **CANNED TOMATOES**, "**QUAKER**" or "**KENT**" **CORN**, for present delivery, let us have your enquiries. Our prices are much below regular quotations.

CANNED SALMON. Choice Red Sock-eye Brand for present delivery at \$1.35 per dozen, worth \$1.50.

JUNE CHEESE. Now is the time to buy, before the price goes any higher. We have a quantity on hand and you will find our quotation useful.

Yours truly,

The R. & J. H. Simpson Co.,
 WHOLESALE GROCERS AND TEA IMPORTERS,
 Guelph, Ont.

lb. at \$3.65 to \$3.75; ¾-lb. at \$2.65 to \$2.75; ½-lb. at \$2.10 to \$2.15 per doz. Salt.—The market is firm and is still quoting salt lower than last year, as follows: 3-lb. bags at \$3.25; 5-lb. bags at \$5.25; 50-lb. cotton sacks at 49c a

a sack; 50-lb. jute sacks at 39c, and common, fine or coarse salt in barrels \$1.95.

Eggs.—The demand is heavy and the market now quotes eggs a little easier, which are jobbing to the trade at 20c per doz.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondent of THE CANADIAN GROCER

Vancouver, B. C., Aug. 11, 1904.

BUSINESS generally is reported active in all lines, and payments are satisfactory, with but few features in the market. The price of Japanese rice has stiffened this past week, lard has declined a half cent, but otherwise there is little to note, with the exception of flour. Following the rise in the east, western dealers are also advancing the price, and yesterday an increase was made of 10c. Locally, conditions sometimes hold such an increase down for a time. One or two of the large wholesalers may have on hand a fairly large stock of flour, which is sold at the former figure, even after the raise has been declared, and it necessarily arises that other dealers must hold back, to keep in the competition.

Prices in the tea market are maintained for the present, but a reduction is looked for. Japan product is better than last year, and the price is lower. China teas are still firm in the price, caused by the demand in the European market, which was nearly altogether out of them. As soon as these wants have been filled the prices may be a little better for the consumer. The price of Indian teas is about the same as in former years, and the quality, if anything, a little better.

Fine washed coffees are advancing, caused by the shortage in crop. An instance of this may be seen in the difference in the number of bags received in San Francisco from Costa Rica. Last year 23,000 bags were imported, and this year but 3,000. All that are coming on the market are being absorbed, and the article is still scarce and dear in consequence.

There is a full market in fruit, and good demand. More local apples are now coming in, and they are well sought after. The local fruit will be much in evidence from now on. Oranges are high, owing to the lateness of the season. Pears are more plentiful and are lower, as are grapes and watermelons. California peaches sell for \$1.25, and Washingtons \$1.10 and \$1.15. Local peaches are few as yet, and the demand for them is light. California Bartletts,

plums, \$1.50 to \$1.65; local plums, 50c to \$1; Gravensteins, California, \$1.75 to \$2.25; local yellow transparents, \$1 to \$1.85; valencia oranges, \$1.25; lemons, \$3 to \$3.50; hot-house tomatoes, \$2 per crate of 20 lbs.

A carload each of bananas and watermelons are due from the south. The former are going at \$2.75 to \$3.25 per bunch, and melons at from \$3 to \$4.25 per dozen. The refrigerator car service this Summer has been excellent, and as a consequence the fruit on the Vancouver market is of the very best.

There have been several complaints in Victoria because of lax inspection, but this was remedied last week, when a new officer was installed. Since he has been attending to the duties there has been more fruit condemned than during the whole term of office of his predecessor. Mr. Thomas Cunningham, inspector for the province of the Provincial Board of Horticulture, is very particular in regard to fruit inspection, and every box is rigidly examined. The object is to prevent the introduction into this province of destructive pests, and up to the present he has been very successful. None have been reported, and as long as the inspection is carried on so well, both in regard to fruit and nursery stock, the province will be free. It also results in a better class of fruit for the consumer, for it must be perfect to pass.

Dawson's markets have been weak and quiet. Fresh fruits have been more numerous in variety, but the weather has not been warm enough to encourage their rapid consumption. Prices in all lines rule low and there is little likelihood of a change for a month or so. Fresh salmon is plentiful there, the fish coming up the Yukon, and being caught in front of the city. The fish sell at 18c wholesale, and 25c retail.

Last year was a small one as far as the salmon pack is concerned, but this year will be far less. In fact, the pack for 1904 will only be about half. Up to August 6th, last year, the pack was 63,900 cases, and this year it is but 31,265, for the Fraser River. At Skeena River it is about 75 per cent. of that of 1903, though more is expected. The weather there has been very stormy, and as a result the fish have gone deep, avoiding the nets, and appearing in great numbers in the higher reaches of the Skeena River. At Rivers Inlet, the only run of any importance occurred, and all the canneries there, with the exception of one, packed more than last year. The pack on the Sound is also very low, and now that cohoes have ap-

peared the run of the best fish is presumably over.

Rates on flour and wheat to Asiatic ports from the Pacific Coast have been increased from \$1 to \$5 per ton. Small shipments will not be affected.

George A. Paulson, of the grocery firm of Paulson Bros., Rossland, was struck by a train a week ago and fatally injured. He was deaf and did not hear it approaching.

J. A. Kirkpatrick & Co., of Nelson, have decided to adopt the cash system on and after August 1st.

Charles W. Slipp, manager for Brackman-Kerr Milling Co., at Rossland, for the past year, has gone to San Francisco to take a responsible position with a wholesale furniture house there.

R. M. Hood has retired from the management of the Nelson branch of the J. Y. Griffin Co., to take the Kootenav agency of the Blue Ribbon Tea Co. The latter company has appointed a resident representative owing to the expansion of business, and will make an effort to introduce the tea into Washington, Idaho and Montana, with Nelson as the centre.

A WELL-KNOWN MAN DEAD.

The death was announced last week of Mr. Fred L. Kimball, of Waterloo, Iowa. The late Mr. Kimball was known to the grocery trade as editor of the Egg Reporter, Creamery Journal and Kimball's Dairy Farmer.

He passed away at the early age of 38 years, full of honor and success. His widow and young son, F. L. Kimball Jr., will have great sympathy in their bereavement. As authorities on their respective trade matters, his papers will live long after his demise, and while his place cannot be entirely filled, it is hoped that a measure of continued success will still attend them.

A LUDRICOUS ERROR.

The Grocer notes with regret that in the description of the Frontenac Cereal Company's exhibit at the Winnipeg Exhibition, contained on page 44 of its last issue, a line was omitted, which gave an unintentionally ludicrous turn to the write-up. Readers will kindly note that it was not Mr. Blakeslie who weighed 560 lbs. and created so much interest, but a darky woman. The Orange Meat man is not guilty.



"Clover Leaf" Salmon

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

For sale by nearly every Wholesale Grocer in Canada.

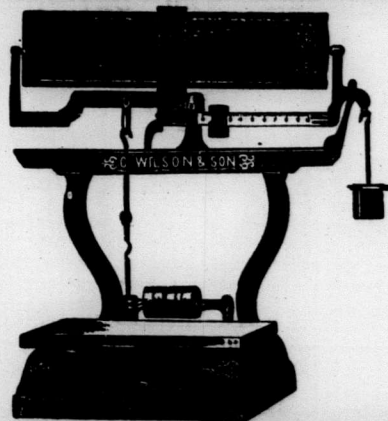
THE PACIFIC SELLING CO., 95 HUDSON ST.,
NEW YORK, N. Y.

Just to Hand

British Columbia Fresh Herring. "Scottish Chief" Brand. 1-lb. tins,
cases 4 doz. Delicious in flavor. Attractive in price.

See our travellers or write direct for Quotations.

WARREN BROS. & CO., - TORONTO



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIR:-

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

Yours truly, _____

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

C. WILSON & SON, Limited, TORONTO.

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

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

2 brands always and ever reliable and profitable :-

BORDEN'S "Eagle" brand **CONDENSED MILK** and
"Peerless" brand **CREAM.**

For sale by all Canadian jobbers.

WM. H. DUNN
AGENT, MONTREAL

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

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

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

YEARLY CONTRACT RATES.

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

SITUATIONS WANTED.

A YOUNG man, good education, with several years experience in the tea trade, desires position in wholesale house or brokers; excellent references. Box 35, Canadian Grocer. (36)

A S miller—A man—long experience in the best mills; try me. B. Dean, Innisfil, Ont. (f)

BUSINESS CHANCES.

50-BARREL roller, flour and saw mills for sale; water and steam power. R. G. Webb, Londesboro, Ont. (f)

SITUATIONS VACANT.

C LERK wanted—For general store—must be sober and have experience; willing to work and understand care of horses. Apply to R. Jackson, Port Coldwell, Ont. (f)

FLOUR packer wanted—Steady job for good husky man, with some experience. The Goldie Milling Co., Limited, Galt, Ont. (f)

GROCERY salesman wanted—to take charge; good stockkeeper. The Northway Company, Limited, Ridgeway. (f)

GENERAL store clerk—young man. Apply, stating age, experience and salary expected, Box 30, White River, Ont. (f)

ARTICLES FOR SALE.

EXHIBITION showcases—handsome, richly carved black walnut wall case and counters to match; cost six hundred dollars, now two hundred. 12 Elm Street, Toronto. (f)

AGENTS WANTED.

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

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

ARTICLES WANTED.

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

AGENCY WANTED.

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

Association News

TORONTO RETAIL MERCHANTS' ANNUAL EXCURSION.

ON Wednesday, August 10, The Toronto Retail Merchants' Association held their annual excursion to Niagara Falls. Members and friends of the Association to the number of 1,200 patronized the outing this year, and gave as their verdict that it was one of the most successful in the history of the Association.

The excursion party left by the early morning Niagara boats, arriving at the Falls about 11 o'clock, where they separated, each to spend the day after his own fashion. The feature of the outing was a reception tendered the Toronto Retail Merchants by The Natural Food Co., Niagara Falls, N.Y., at their magnificent factory, which has now a continental reputation. Over 800 visitors were shown over the plant, where they saw all the process of manufacturing shredded wheat biscuit and triscuit in actual operation. At the conclusion of their sight-seeing the party were entertained at a novel luncheon, consisting entirely of the products of The Natural Food Co., served in such a variety of ways as to entirely nonplus the hundreds

We want your COFFEE trade

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

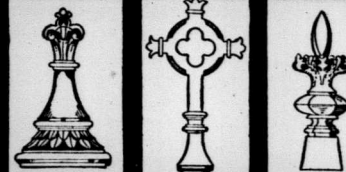
TORONTO CLUB COFFEE CO. TORONTO.

FOR SALE.

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

IRISH

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



CROSSES AND FINIALS

We make a most extensive variety of these ornamental lines—adaptable to all requirements of artistic finish.

Made of copper or galvanized steel in most gracefully pleasing designs—they are both reliable and economical.

A full set of illustrations shown in our catalogue.

THE METALLIC ROOFING CO.,
WHOLESALE MANAGERS, LIMITED,
TORONTO, CANADA

Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT.

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

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

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

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

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

NO DOUBT ABOUT BROCK'S BIRD SEED

there is about common kinds.

Sell Brock's

NICHOLSON & BROCK, - TORONTO

of uninitiated housewives present. This section of the visiting contingent were not slow to appreciate the handsome appointments everywhere; but they veritably went into ecstasies over the spotless cleanliness of the enterprise, where every room and appliance is as clean and white as a parlor. The unanimous opinion among them was that "there never was such a deliciously clean place."

It is to be hoped that Canadian manufacturers may see their way clear to continue such entertainments, especially when they cannot fail to see that the advantages to be derived therefrom are mutual.

PERSONAL MENTION.

Mr. W. H. Lever, of Lever Bros., the English "Sunlight" soap manufacturing firm, was in Toronto last week.

Mr. P. C. Larkin, of the Salada Ceylon Tea Co., is visiting the "Salada" branches in New York, Boston and Buffalo.

Mr. D. B. Odette, commission merchant, Windsor, has announced himself as a candidate for the Conservative nomination for the Dominion Parliament, in opposition to Mr. R. F. Sutherland, M. P., in the next election.

Mr. W. D. Harrington, collector of customs at Halifax, died on August 15. Mr. Harrington was at one time M. P., representing Halifax County, and for years carried on a successful grocery business.

Mr. R. A. Donald, of the Pure Gold Mfg. Co., Toronto, has been appointed chairman of the Toronto branch of the Canadian Manufacturers' Association for the ensuing year.

Mr. D. J. Byrne, head of the firm of Leonard Bros., wholesale fish merchants of Montreal, has just returned from a pleasant business trip to eastern fishing points.

Mr. M. Stevens, of Stevens, Hepner & Co., Port Elgin, Ont., was in Montreal this week, promoting in his own capable way the interests of his firm's brushes and brooms. Mr. Stevens reported business excellent all over the Province of Quebec.

Mr. Mark Sanderson, of Leith, Scotland, who will be remembered by all who met the Scottish team of curlers in January, 1903, was a welcome visitor in Montreal this week. He is the guest of Mr. S. B. Townsend, Melbourne avenue, Westmount. It might be mentioned that Mr. Townsend is the sole Canadian agent for Sanderson's Scotch whiskey.

The Toronto office of THE GROCER was favored this week with a call from Mr. Brittain, of A. H. Brittain & Co., Mont-

real, agents for Black Bros. & Co., of Halifax and La Have. Mr. Brittain is calling on the Toronto wholesale grocery and fish trade, and incidentally "converting" a few of the Toronto dealers to handle more boneless and shredded codfish than they have ever done. He sees a big future for the codfish trade in Canada, but thinks we do not as yet fully realize in Toronto "wherewithal we should eat." Everybody knows of the wonderful salmon fisheries of the Pacific Coast; not so many know that the codfisheries on the Atlantic Coast are equally significant, the value of the output of the latter for the season of 1903 having been over \$4,000,000.

Mr. Brittain talks and eats nothing but codfish, and has no difficulty in convincing his friends that he has specialized in his chosen department, a scheme which seems to be coming more and more into favor among the rising business men of Canada.

The commercial travelers of Hudon, Herbert & Co., for the Province of Quebec, will bid good-bye to work at the end of this week, and will take two weeks' holidays. They are hard workers and The Grocer wishes them the best of a good time. These travelers are: E. A. Prevost, J. N. Cabana, J. A. Chevalier, P. Panneton, J. I. Lalonde, T. Fournier, and D. Giguere.

Mr. W. F. Thomas, of Thomas Bros., Limited, St. Thomas, Ont., was a visitor to Montreal last week. The Grocer ran across him at his company's eastern warehouse, St. Paul street, and renewed old acquaintanceship. Besides being extensive manufacturers of brooms and brushes Mr. Thomas stated that the demand for their improved washing machine had developed to such an extent that special salesmen were required to pay exclusive attention to this branch of their business. Mr. A. R. Tourgis is agent in Montreal and through hard work and a pleasing personality is working up a good trade.

INQUIRIES FOR CANADIAN TRADE.

The following inquiries relating to Canadian trade have been received by the commercial agent of the Dominion Government at Leeds and Hull:

18. Tallow merchant desires to be put in communication with parties in Winnipeg, Toronto or Montreal, willing to sell for export to England clean fat direct from the carcass 5 to 10 tons per week.

20. Large tea firm, with London house, desires to be put in communication with large tea importing house in Canada, and would be willing to inspect and pass teas at London on percentage.

25. Wholesale dealer in cheese, butter and eggs, desires to be put in communi-

cation with exporters in Canada desirous of shipping direct.

26. Wholesale dealers in butter and eggs desire correspondence with Canadian exporters.

33. Wholesale dealer in eggs desires communication with Canadian egg exporters.

34. Wholesale hide buyers desire quotations from and communication with Canadian exporters of hides.

The following inquiries concerning Canadian trade have been received by the curator of the Canadian Section of the Imperial Institute at London, Eng.:

63. A firm in Hamburg, Germany, would like to hear from Canadian shippers of evaporated apples (rings and quarters), chopped apple waste, cores and skins, also peach pits.

64. A London firm of packers and brokers agents is in a good position to handle a good canned lobster account.

65. A correspondent in Paris, France, is desirous of acting as buying or selling agent or correspondent for Canadian firms.

68. A firm in Dublin asks for addresses of Canadian makers of egg case fillers.

69. A firm of tanners, packers and importers is prepared to hear from Canadian shippers of glace kid and calf leathers.

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

120. A firm of food product packers have requested to be placed in touch with exporters of peas from Canada.

The following inquiries relating to Canadian trade have been received by the Canadian Commercial Agent at Manchester:

57. A Manchester firm doing an extensive business in canned goods and who at present buys in the United States, is desirous of communicating with Canadian canners of all varieties of fruits and vegetables.

59. A very large Manchester institution, through the manager of the confection branch, wishes to get in touch with Canadian manufacturers of all description of candies.

The following trade inquiries have been received by the Canadian Commercial agent in Japan:

1. A Japanese responsible firm in Yokohama invite correspondence with firms in Canada prepared to export:

- Condensed milk.
- Cheese.
- Butter.
- Evaporated fruits.
- Canned fruits.
- Canned vegetables.
- Corn, flour and meal.
- Cornstarch.
- Oatmeal and rolled oats.
- Canadian whiskies.
- Canadian wines.

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

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—


VAN HOUTEN'S COCOA

There are other Dutch Cocos.

Van Houten's "beats the Dutch."

Grocers, don't supply other Cocos when your customer will appreciate only Van Houten's.

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



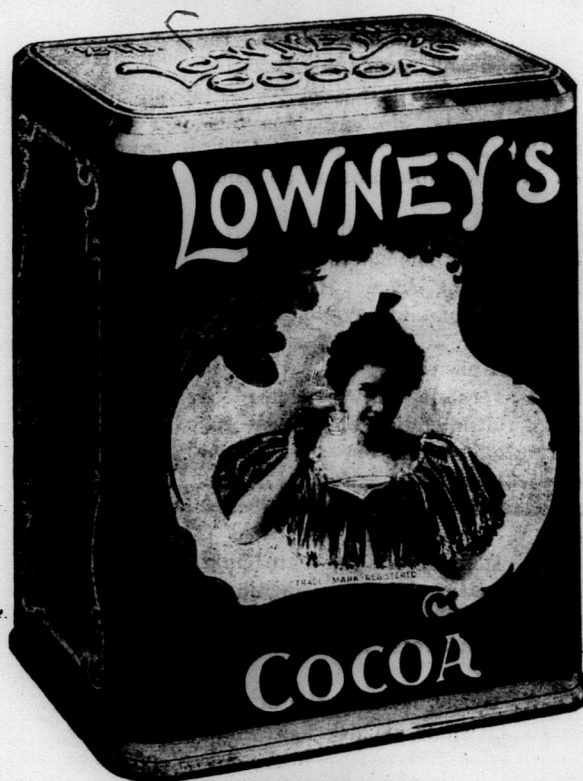
Ever and always
in the front
rank

MOTT'S
CHOCOLATES

"Diamond" and "Elite" brands.
"CANADA'S BEST."

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

SELLING AGENTS:
J. A. TAYLOR, MONTREAL R. S. MCINDOE, TORONTO JOS. E. HUXLEY, WINNIPEG.



Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalis or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

New Crop Maple Syrup and Sugar

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

We feel quite sure the quality will please you.

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

Biscuits And Confectionery

Mr. Walter M. Lowney in Montreal.

MR. WALTER M. LOWNEY, of Boston, Mass., was a visitor to Montreal during the past week. Mr. Lowney's name is suggestive of all that's good and delicious in the chocolate and cocoa line, and the legend "Name on every piece" has worked its way into the minds and memories of a continent. Readers of The Grocer are no doubt familiar with the well-advertised and attractive-looking lady on the chocolate and cocoa packages made by Mr. Lowney, and it may be interesting to learn something of the personality of the man, his struggles, plans, and ultimate success. About a decade and a half ago Mr. Lowney conceived the idea that there was room on the market for an absolutely pure and high-grade chocolate bon-bon, and starting in a small way he produced an article which he intended the trade to sell at 40c to 50c per lb., something so different from the ordinary paste goods then on the market. He was met with very discouraging reception, confectioners and grocers alike stating that "people wouldn't pay 50c per lb. for this class of goods; there was no demand; it wouldn't pay to stock, etc." However, with a persistence and an enthusiasm born of conviction, he persisted, introducing his goods to a few here and there, gradually finding that business was going ahead. Being a strong believer in advertising, Mr. Lowney used the magazines, trade and other papers freely, never letting up on posting the public of the "really good thing" he had to sell, until to-day Lowney's chocolates are for sale from ocean to ocean both in the United States and in Canada.

The original factory on Commercial street, Boston, an immense building employing hundreds of hands, was found inadequate for the development of the business, and a large tract of land was purchased at Mansfield, Mass., about 25 miles from Boston. Here a seven-storey building was erected, equipped and fitted throughout with the latest and most improved machinery for the preparation of cocoa and chocolate. The convenience and health of the employes is one of Mr. Lowney's strongest considerations, everything tending to hygienic comfort and benefit is carried out. Large and well-equipped dining-rooms, kitchens,

lavatories, etc., are provided for the help, of whom there are more than 1,500 on the pay roll. On the land surrounding the factory Mr. Lowney has erected a number of cottages for those employes with families, and more are in course of construction.

The representative of The Grocer was presented by Mr. Lowney with an illustrated souvenir of the two factories, (Boston and Mansfield), and a glance through the catalogue, with description of the different departments, was certainly a revelation to him. Space and lack of technical knowledge precludes a detailed description of these two modern chocolate and cocoa works, and it is only by a personal visit that one can be able to grasp the perfection of everything depicted.

Asked as to the reason for the increase in consumption of chocolate and cocoa, Mr. Lowney said: "People are realizing more and more every year the value of chocolate and cocoa as a perfect food. Chocolate contains the highest percentage of food value, that is, comparing values pound for pound. Cocoa, naturally, has not the value of chocolate on account of the extraction of the oil. As the public becomes convinced of the superior merits, the healthy and invigorating qualities of chocolate over other beverages, it will turn to the more frequent use of chocolates and cocoas. Manufacturers are finding out that it pays to place a good article on the market, and the better the article the better everybody in the chocolate and cocoa trade will profit. I started out to make pure goods, and pure goods I am turning out.

"Business in Canada," continued Mr. Lowney, "is increasing satisfactorily, and we have lately been obliged to open up a branch warehouse in this city to attend to the steadily increasing wants of the trade. Canadians are somewhat slower in taking hold of new lines of goods, and more conservative in their tastes and habits, but I feel satisfied that the next decade will show a very much larger consumption of chocolates and cocoas than in the preceding period. You are a tea drinking people; we a coffee people, and the change from coffee to chocolate and cocoa is easier than from tea to chocolate and cocoa."

Mr. Lowney entered into a close and interesting description of the various processes of manufacture, the business

THE HUMAN ELEMENT IN Perfection Cream Sodas

beyond everything else, makes them what their name asserts them to be—perfection. The principals of the business **INSIST** on a perfect Soda Biscuit.

**"Where there's a will
there's a way."**

No Canadian Grocer will make a mistake if he orders **PERFECTION CREAM SODA BISCUITS**.

3-LB. CARDS OR TINS.

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

BRANCHES:
WINNIPEG and HAMILTON
Manitoba and Ontario

TELEPHONE { MAIN 125
" 467

**Wm. McCann
Milling Co.**

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

of their Chicago branch, and the general conditions of the cocoa trade in United States, all of which were most entertaining and instructive.

Mr. W. M. Littler, of St. John, N.B., the general agent for Canada, has taken charge of the branch on St. Paul street, Montreal, and all orders are attended to from there.

Mr. Lowney's was only a flying visit to see how the Canadian branch was looking. Apparently it is all right, as the offices are light and neatly furnished, with a large warehouse in the rear. The sample room contains show cases displaying the great variety of bon-bons, cocoas, chocolates, etc., prepared by Mr. Lowney.

Adulterated Chocolate.

Dealers in chocolate and confections should buy only of reliable makers as few articles afford a more favorable opportunity for adulteration. In some cases the husks are ground with the nibs making it gritty, rough and difficult of digestion. The law should provide for the labelling of the article, with the formula and name of maker, and the analyst should do more than indicate what he finds. If there are injurious ingredients they should be pointed out and their use forbidden. The discovery subsequently, that the same things are used, should invite a punishment in keeping with the offence. One thing is certain, that our food should be pure and good, and that any attempt at the adulteration of them should, when detected, be followed by the severest penalties.

Cape Colony Biscuits and Cakes.

The quantity of biscuit and cakes imported in 1902, by Cape Colony was 3,819, 799 lbs., of the value of £106,814, the figures for 1903 being 4,643,539 lbs. and £59,061 respectively. The increased quantity and decreased value of the biscuits and cakes imported in 1903 were due to the sale of these articles by the military authorities at very low rates.

SUGAR REFINERY'S JUBILEE.

FIFTEEN years before Canada had federated into the Dominion, the Canada Sugar Refinery was founded. Its history and the history of the Dominion began almost together and they have kept pace together ever since. It was fitting therefore that the fiftieth anniversary should be celebrated last week, with due ceremony. The event took the form of a large gathering of the employes, at which presentations and congratulatory addresses were

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

made. Silver services were presented to several veteran employes.

The address to Sir George Drummond, who succeeded the late Mr. J. J. Redpath in the management of the refinery, was as follows:

To the Hon. Sir George Drummond, K. C.M.G.:

Sir—On this occasion, the fiftieth anniversary of the opening of the Canada Sugar Refinery, we, your employes, deem it a fitting and proper time to give expression to the high regard and esteem we entertain towards you, and to congratulate you upon the high honor conferred on you by His Majesty King Edward the Seventh.

We wish also to return our grateful thanks for the generosity and sympathy which you have always shown towards your employes and their families, in time of trouble and distress.

We sincerely trust and hope that you may long be spared with Lady Drummond to enjoy the recent honor conferred upon you.

On behalf of the employes, (Signed)
ALEXANDER BOWER,
Chairman of committee.

Montreal, Aug. 12th, 1904.

An address was also presented to Mr. McMenamin, who has been in the employ of the company since its inauguration. The address was as follows:

"We, the employes of the Canada Sugar Refinery Company, Limited, wish to offer you our hearty congratulations upon this golden anniversary of your connection with this company. Your long and successful services have well merited our highest praise and recognition, and we take the opportunity this celebration presents to beg your acceptance of the accompanying purse of gold in token of our goodwill and esteem.

"On behalf of the committee,

"ALEX. BOWER."

Prior to the presentation of the address a photograph of those present was taken.

A pleasant feature of the event was the presentation of silver services by Sir George Drummond to Mr. and Mrs. McMenamin, Mr. and Mrs. John Bennett, Mr. and Mrs. Alex. Bower and Mrs. James Robertson. He also presented loving cups to Mr. McMenamin and Mr. Bower.

Sir George thanked the employes of the company for their faithfulness and said that he would continue to do all in his power to further their interests.

Those present included the following: Mr. James and Mrs. McMenamin, Miss Parker, Mr. E. W. Parker, Mr. Maurice Drummond, Mr. Frank Redpath, Mr. and Mrs. Huntley Drummond, Mr. and Mrs. John Bennett, Father Daniel McMenamin, Mr. and Mrs. Robert, Mr. Charles Senecal, Mr. and Mrs. Alex. Bower, Mr. and Mrs. George Bower, Mr. and Mrs. A. Y. Blomeley, Mr. John Colfer, Mr. M. Morrissey and Mr. John Duncan.

The committee in charge of the arrangements was as follows: Messrs. A. Bower, Geo. Bower, C. Senecal, J. O'Down, J. Smith, R. Bennett, J. Haddlesey, R. Lamoureux, J. Colfer, J. Kelly, Louis Mosse, C. Godsall, M. J. McCarthy, M. C. Morrissey, T. Ward, A. H. Thomson, J. G. Gagnon, A. Y. Blomeley, J. Duncan, J. O'Brien, J. Shea, V. Groulx, F. Denniston, F. Pilon, J. Blake, M. Mahorey, N. Brisbois and O. Durocher.

ENLARGED.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, have enlarged and remodeled their offices and sample rooms, owing to the increasing demands of business.

WHY IS IT

that for over half a century

JAMES' DOME BLACK LEAD

has remained on top? Because there is nothing to equal it.

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

An
Irresistibly
Delicious
Confection



MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

Gives
Eating
Chocolate
a New
Meaning

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

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

old
reputation

Attention!

old
reputation

The BEST
of

Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

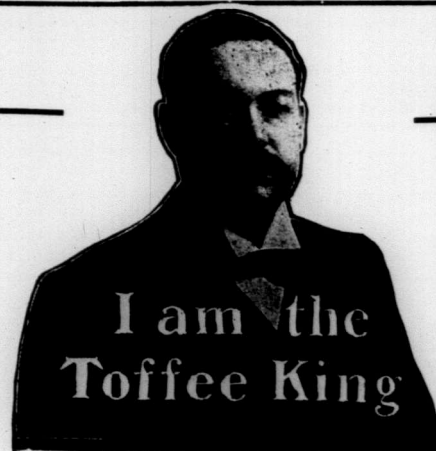
(Klaus's Chocolates were awarded the Gold Medal)
at the Glasgow Exhibition.

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.



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

MACKINTOSH'S TOFFEE

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

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

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

PHONE MAIN 645.

ESTABLISHED 1876

MAIL ORDERS FOR FRUIT

can only be satisfactorily filled when good judgment, based on long years of experience, is used in selecting the goods.

Our constantly-increasing Mail Order business is the best evidence that our efforts to please our customers are appreciated. If not already a customer, our price list, to be had for the asking, will enable you to join the contented ones.

McWILLIAM

Mc. AND E.

EVERIST

TORONTO, CANADA

The

DAWSON

Commissioners
Co., LimitedFRUIT, PRODUCE AND
COMMISSION MERCHANTS.Cor. Market and
Colborne Streets.

TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St.,

HAMILTON

Pineapples Tomatoes

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

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

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3426.

GREEN FRUITS

England's Fruit Output.

IN his latest market report, the Canadian Commercial Agent at Leeds and Bristol, Eng., says a decided drought has set in in England, extending over almost the whole of England, and especially severe in the north. This has almost entirely ruined the raspberry crop, and there will be a decided shortage of this fruit in England. Raspberry jam is used extensively there, and there will be an extremely brisk demand for this product from Canada. There is an excellent market for any quantity of this product, which should be packed in 1, 2, 4, 7, and 14-lb. jars (net weight of fruit).

Apparently there will be quite a small crop of plums in England, and there is no reason why good Canadian plums should not be shipped there. Especially would this apply to the larger and finer varieties of Canadian plums. They should be sent in boxes and well packed. Possibly it might be necessary to pack each plum rolled in tissue paper, but even with this extra trouble the shipping of this fruit should be extremely remunerative. The above remarks will also apply to pears, which are always in great demand in the District of Leeds and Bristol, and bring very handsome prices. Last year there were over 60,000 tons of raw plums and pears imported into England.

Fruit Prospects.

Harvest and Fall apples will give an average yield in most Ontario orchards, but the Winter sorts, more especially Spies and Baldwins, will be comparatively scarce. Pears will range from poor to good in yield, except in British Columbia, where they will be plentiful, but peaches will be light generally. Grapes give promise of being a good crop, although there is danger of some late varieties being caught by frost, owing to the backwardness of the season. Reports from Great Britain and Europe generally show a large crop of fruit, which will come into direct competition with Canadian Fall varieties, and may slightly affect the market for Winter fruit. Up to the present, however, European fruit has not competed seriously with Canada's best keeping varieties. Plums are the most scarce of all, the crops in the majority of large

orchards being very light, while in many cases there is no fruit whatever. Small fruits, such as raspberries, currants, gooseberries, Lawton berries, etc., are reported as fair to good all over the country.

Banana Cultivation in Colombia.

BANANA cultivation in the district of Santa Marta was begun in the year 1890, but it was not until the year 1892 that exportation commenced from the district. At first, prices were high, and it was generally thought that banana cultivation required little or no real agricultural attention. Severe failures have, however, established the following necessary conditions for the production of bananas for export. The plantations must be located in good soil, with natural protection from all strong winds, good drainage, either abundant rainfall all the year round or irrigation during the dry season, judicious thinning out of trees, reducing the number of stalks to three or four each set of roots per year; and, lastly, a good and rapid means for transport to the steamer at the shipping port. The districts of Riefrio, Sevilla, and as far as the Fundacion River, lying from 60 to 80 miles inland from the Atlantic port of Santa Marta, offer the most favorable conditions for the cultivation not only of bananas, but of cocoa and sugar cane. These lands are of excellent quality and depth, and, lying as they do to the eastwards, at the foot of the great Sierra Nevada de Santa Marta, are especially well protected from all violent winds, and out of the West Indian hurricane zone. They are abundantly watered by several large rivers. There are thousands of acres which are still untouched. The great advantage of these lands is that they are not easily exhausted by cultivation, cutting down a banana field and ploughing every six or eight years, being all that is necessary to restore the land to its original high-class production. Some of the best plantations in this district are the ones which have been established for over twelve years. In 1894, the export production of the district reached some 13,000 tons of

fruit.
1903,
The e:
15,000
to be
able e
place
The
irrigat
and 'h
to the
week.
Santa
seven
transi
fruit.
Railwa
who a
velop
—Pla

The
ing aj
as No
matu
on th
wise
result
be gr

T
last r
many
when
turer:
that
cider
Autu
pecial
the t
apple
waste
Can
take
for th
Last
to G
of ci
in F
whole
40-ga
allor
Sor
press
have
there
Canat
son.
ma
only
precia
is ce

How to Increase and Maintain Canadian Trade

(By J. S. Larke, Canadian commercial agent for New South Wales, Queensland and New Zealand.)

AUSTRALASIA though large geographically has not a large population, being about three and three quarter millions in Australia and three-quarters of a million in New Zealand, but these four and a half millions are the largest consumers of imported goods, per head, of any people. The total importations from abroad for 1902, the last returns published, were:

Australia	£40,678,239
New Zealand	9,611,428
Total	£50,289,667

This is at the rate of £10 14s 3d per head. Of the imports into Australia £23,848,526 were from the United Kingdom, £5,484,902 from the British colonies, and £11,444,775 from foreign countries. Into New Zealand the figures were:

From the United Kingdom ..	£6,851,452
From the British Colonies ...	2,569,505
From foreign countries	1,905,766

The proportion of imports from foreign countries has increased rapidly during the last ten years, both in Australia and New Zealand, as the following percentages show:

Imports Into Australia.

1891-95	71.27	11.64	17.09
1901-2	59.06	12.24	28.70

And Into New Zealand.

1891	67.2	24.2	8.6
1901	58.3	24.6	17.1

The imports from the United States which are of special consequence to Canada were:

	1891.	1902.
Into Australia.	£2,558,320	£4,989,812
Into New Zealand	361,795	1,318,937

Relatively the Canadian trade has more than kept pace with this rapid expansion, though still far behind in volume. The imports from Canada were:

	1891.	1902.
Into Australia	£149,786	£346,276
Into New Zealand.	1,941	33,516

The two hundred and fifty million dollars of imports represent a vast variety of goods and varies with the seasons. In times of severe drought Australia imports foodstuffs, flour, meat, butter, cheese and even vegetables, but at all times they include the manufactured products of almost all civilized countries.

There is scarcely an article made in Canada that is not sold here or could not be sold here.

Disadvantages of the Australian Market

The disadvantages are two: Its remoteness, but this is inherent in all foreign trade, and Australasia is not farther from the centres of production in Canada than from those of other countries. The distance necessitates a slower return for the capital invested, higher rates of exchange and insurance and increased risks, but these are items which must be considered in making up the cost price of the goods.

The other is unequal freight facilities which Canada possesses for reaching the market as compared with European countries and parts of the United States. There is no doubt that the average rate of freight is lower on goods from Europe than from Canada and the communication is less frequent, but on the other side by means of the Canadian Pacific and the Canadian Australian steamers, Canadian manufacturers can land goods when necessary to the populous side of Australia quicker than can his European rivals. Increased trade will improve the freight rates.

Advantages of the Australian Market.

The advantages are that these countries are British countries, doing business in the English tongue, with British methods and with British integrity. They use the Imperial weights and measures, and though their currency differs from that of Canada, it is well understood by Canadians. Their tastes, wants and circumstances have great similarity to those of Canadians, and small modifications, as a rule, need to be made in Canadian goods to meet their requirements. In New Zealand a substantial preference has been given to certain British goods, and while no such preference has yet been given in Australia; there is here a sympathetic market in which there is a preference for British productions.

Australia, therefore, presents to the Canadian exporter of certain manufactures as inviting a field as is open to him.

The Goods.

It is to be presumed that this market is desired not so much for the disposal of the uncertain surplus of occasional over production in Canada as for goods made directly for export. The two

classes vary widely and require different treatment. The manufacturer who purposes to export must first determine whether he has the equipment to promptly supply the goods when a demand has been created and at the price at which others do it. It is useless to undertake the cost, and it requires considerable expenditure of opening a market and then discover when the orders come in that he cannot fill them. The money will have been spent for nothing, and worse than nothing, as it has given him a bad reputation.

Competition is Keen.

Competition is very keen in Australia. Every manufacturing country has its representatives here who closely watch all laches of rivals and take advantage of them. Most countries are protectionist and sell abroad cheaper than at home; subsidized ships bring goods cheaply and the Canadian exporter must learn if his goods are of the quality and price to compete. After having determined upon his capacity to produce the goods the next business of the exporter is to ascertain from every available source the knowledge of the market here from them and the character and prices of similar lines sold.

Must Be Up-to-date.

One thing will be evident from what has been stated respecting the competition in this market that it is hopeless to attempt to do business with antiquated styles or with goods made by out-of-date methods. They must be the very best.

Mercantile.

This includes not only the selling of the goods, but all the processes of conveying them to the buyer and receiving payment therefor. Most Canadian exporters act as though their responsibility ended with the making and selling. Selling only begins trade, the proper execution of the other processes contributes largely to its maintenance.

Selling.

The new exporter must keep in mind this simple fact: He and his goods may be household words in Canada, but both are absolutely unknown in Australia. He may be the soul of business integrity and his goods equal to or a little better in quality and price than those of any other maker, but no one here knows

either, and a knowledge of both is necessary to a permanent trade. As a large proportion of the imports received here are paid for before the goods are seen there must be a confidence in the exporter as well as in his goods. This comes only by experience, and this takes time. Hence the exporter may expect small orders at the outset.

Make the Goods Known.

The first step is to make the goods known. In raw products samples and price-lists will bring orders but rarely in manufactured goods. Catalogues, descriptions and prices are necessary, but behind them must be the living representative who understands the goods and can present their merits. If the Canadian will think for a moment how he secured success in Canada, he will see the force of this, for successful selling requires the same methods in Australia as in Canada. Business of any extent is not made permanent here without a seller.

Where the business can be made large enough to support the expense, an Australian branch should be established. The agricultural implement and bicycle trade of Canada is an illustration of the wisdom of such a policy.

If the extent of trade is not deemed sufficient to warrant a branch, a representative from Canada should be sent out to open up the trade. In either case, great care should be exercised in selecting the man. He should not only be a good business man and salesman, have thorough knowledge of his goods, but have so much the confidence of his principals that reasonable freedom of action can be given.

Where it is not advisable to follow either of the above methods, a manufacturer's agent can be employed. To do the business without an intermediary has been the aim of Canadian exporters, but such attempts have failed. The fact that travelers are such a necessity in doing business in his home market, so close at hand, should convince the Canadian exporter of the truth of this statement. It is better to delay entering the market than to employ an incapable agent.

Again, good agents are not good in all lines, and the best are prone to take on lines to which they cannot do justice. It is important to know and definitely fix the territory covered by an agent. Australia is of very large extent and few commission houses cover the whole of it. Firms in different States may be required, but care must be taken that

they do not infringe upon each other's ground. When a representative is appointed, the Commercial Agent of the Canadian Government of the territory in which the agent does business should be notified, in order that he can give all the assistance in his power in securing an opening for the goods and watching over the interest of that branch of Canadian trade.

Buying Agencies.

The largest Australian houses have branches or buying agencies in London and some in New York. Occasionally business can be done through them, but, as a rule, they only buy lines already known in the Australian trade. It is difficult, therefore, to secure an entry for new goods through them.

What would much assist the Canadian export trade to Australia would be the formation of an export company with sufficient capital and managed by men of ability and character. There are many manufacturers in Canada who could supply goods suitable to this market, but who have not the means of getting into it. A company could buy varied lines and sell them here to advantage.

Such a company should buy as well as sell in Australia, and by exchanging goods would reduce the cost of exchange and make a double profit. There are sufficient articles in the wool, hides, skins, meat, gums, hemp, sugar, copra, etc., of Australia, now bought in a roundabout way to make a large exchange.

In making prices it must be remembered that Australia is a market open to the world, but that it will pay a fair price for an article that suits it. The seller must, however, prove that the article is good and in making up his price must consider the expense of doing so. He must further remember that the Australian dealer is concerned not as to what the Canadian manufacturer gets, but what the goods will cost him landed in his warehouse. Freight is as important an item in his cost as the price paid for the goods. The Canadian exporter can better ascertain the charge for transmitting his wares to the buyer than can the latter. Particularly is this true in regard to inland charges. The exporter should, however, free himself from liability of fluctuation in rates as much as possible. When shipments are made via New York or Liverpool it will be enough to quote absolute prices f.o. b. New York or Liverpool. The Australian buyer can ascertain the rest. In

shipping via Vancouver, unless otherwise advised, quotations should be absolute to the port of destination. The price-lists should be free from local technical terms, perfectly clear as to extra charges, and should give such information as will enable a buyer to get at the landed cost. The exporter should study the rise and fall of the cost of production and if by securing better rates of freight or lower cost of production prices can be reduced, or if on the contrary they require to be advanced, the agent should be promptly notified by cable, and there should be a suitable code for that purpose. Mails are too slow for export business. Cabling will show an agent that his principal is taking an interest in his business and enable him to take quick advantage of changes.

Orders.

Unless otherwise provided for, every order should set forth particulars as to goods, prices, terms of payment, time of shipment, method of invoicing, packing and addressing route by which shipment is to be made and whether it is to be by steamer or sailing vessel.

The head of the firm should require that every person in his employ be responsible for carrying out these details, is fully informed of them and that he strictly does his duty. The failure to do this is responsible for many of the Canadian failures in the Australian trade.

Canada has yet no daily mail to Australia. There are two direct routes, the Vancouver having sailing every four weeks and the San Francisco one each three weeks. The mails are, therefore, generally one each three weeks. It is more necessary in Australian business that correspondence should be prompt than where the missing of a mail is of slight importance. Every order received should be acknowledged on receipt, and more particularly so if there is any misunderstanding of any part of it, or the goods cannot be shipped at the date specified. There is no justification for six and ten months elapsing between the giving of an order and any acknowledgment of it from the exporter. Acknowledge it to the firm giving the order as well as to the agent taking it. If the order be large or the prospects of the future good enough to warrant it acknowledgment should be by cable. It need cost but a couple of dollars and the Australian buyer will appreciate it.

(To be concluded in our next issue.)

SPECIAL NOTICE to the TRADE.

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

Bloomfield Packing Co.

LIMITED

Bloomfield, Aug. 9th, '04.



F
T

vance, all
with whea
the fact
barrel fro
ginning of
the advan
period ha

At the
is being
reason be
export tr
of wheat
Ontario v
during th
lent of t
One Cana
estimates
from Ont
present s
says the
be corres
tative of
the inter
shipment
John, N.
about to
mills for
home.

The rea
firmness
is undou
ports be
States.
mates th
quire ev
consump
output o
the norm
is not th
will need
can busi
flour ex
duty on
States.
supply t
at home,
other fo

FLOUR AND CEREAL FOODS

Flour Trade of Canada.

THE chief topic of interest in flour and cereal circles at the present time is the firmness of the flour and cereal markets. Flour continues to advance, although it is not keeping pace with wheat. This is readily seen from the fact that the advance in flour per barrel from the lowest level at the beginning of the season has been 35c, while the advance in wheat during the same period has been 60c per barrel.

At the present time no Canadian flour is being exported to Great Britain, the reason being that the conditions of the export trade do not warrant the price of wheat prevailing in the home market. Ontario wheat brought \$1.01 per bushel during the past week, the exact equivalent of the price ruling in Liverpool. One Canadian grain and flour exporter estimates the exportation of Fall wheat from Ontario to the Old Country for the present season at 25,000 bushels, and says the volume of flour exported will be correspondingly small. A representative of The Grocer moreover gleaned the interesting information that a large shipment of wheat in store at West St. John, N.B., for the English market is about to be brought back to Ontario mills for grinding and consumption at home.

The reason for the unusual activity and firmness of the Canadian flour market is undoubtedly the unfavorable crop reports being received from the United States. A prominent grain man estimates that the United States will require every bushel of grain for home consumption. Some estimate this year's output of grain at considerably below the normal consumption over there. It is not thought, however, that this fact will necessarily mean increased American business for Canadian grain and flour exporters, because of the heavy duty on flour and cereals entering the States. If Uncle Sam hasn't enough to supply the normal consumptive demand at home, he will simply revert to some other foodstuff.

The present prospects in Canada are that the crop of Ontario Winter wheat will not be more than half an average crop. The crop in Manitoba and the Northwest Territories, barring accidents until the grain is threshed, will be from 10 to 15 per cent. larger than last year's, or about 70,000,000 bushels. This increase in the West will make up for the shortage in the Eastern part of Canada so that the actual output of Canada will be larger if anything than last year. Ontario, however, will not have any soft wheat to export and will have to draw from Manitoba to a large extent for to supply the home market.

There will be a big surplus of Manitoba wheat for export purposes and the general impression is that the prices ruling in European markets will be favorable. As a matter of fact they are rising over there, although somewhat more slowly than in Canada and the United States; the rise in wheat in the Liverpool market during the past two months has been 13c per bushel, while in Canada and the United States it has advanced 20c. England will require as much or more hard wheat this year than usual, and when it is remembered that Minneapolis will in all probability have very little to export, and that Russia, another important source of supply is in a similar situation, Canadian exporters may have reason to congratulate themselves within the next few months.

The Wheat Area of Argentina.

A SPECIAL agent of the Department of Agriculture of the United States Government who has been making a personal investigation of the agricultural conditions and resources in the South American republic has issued the following statement:

"The exports so far this cereal year beginning January 1, amount to nearly 67,000,000 bushels. The present area devoted to wheat in Argentina is 10,000,000 acres, and Senor Ronaldo Tidblom, an Argentine authority in agricultural matters, says that 'there are more

than 80,000,000 acres in the republic that could be immediately devoted to successful wheat farming if there were the farmers to do it.' Beyond this immediately available land is a great area stretching southward into the territory that used to be called Patagonia.

"The actual wheat area is rapidly increasing and getting into a region of very great extent and adaptability, superior to that of the region in which it was started. Wheat growing will increase in proportion to the population, the extension of railways and river navigation. If we see settlers—farmers—going to Argentina in large numbers and staying there; if the Government offers sufficient inducements to get the right sort of men to go and to stay—then we may look for a tremendous production of wheat. The railway service will be provided as fast as there is a demand for it. The Southern Railway, which dominates the Province of Buenos Ayres and all the southern part of the country, is enterprising, has practically unlimited resources, and will extend its lines to secure new territory years before it will pay any dividends. It has repeatedly done this. The same may be said of the Western and Pacific Railways, which are developing the country to the west, only not to the same extent. Most of the Argentine railways are owned by the same group of English capitalists, and they work quite harmoniously together."

It is British capital that is developing Argentina as a wheat-growing area and developing it on such a scale that that country has already outstripped the United States as a grain-exporting country. Great, however, as are the possibilities of further development, there are many difficulties to be contended with. There is no lack of land, but there is a decided lack of land-tillers. Argentina has to depend largely on the races of Southern Europe—mainly Italy, with Spain second; and other nations figuring only to a slight extent—for immigration; and the immigrants it gets are not settlers who anchor themselves for good on Argentine soil, but are forever thinking of the homes they left and of

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

Shredded Wheat

... AND ...

TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, \$5.25

" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, \$3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

going back some time. The immigration and emigration figures of Argentina for the past five years are instructive:

	Immigrants.	Emigrants.	Net Immigration.
1902	96,080	79,427	16,653
1901	125,951	80,251	45,700
1900	105,902	55,417	50,485
1899	111,083	62,241	48,842
1898	95,190	53,536	41,654

"The net immigration is thus seen to be small—amounting to less than half the gross immigration. And it is a population of uncertain character which is thus being added yearly to the total population of Argentina. Some two-thirds of the Argentine farms are rented.

"The methods of farming are described as being somewhat backward, the grain-growers being slow to avail themselves of labor-saving agricultural machinery. However, such machinery is coming more and more into use.

"One great advantage possessed by Argentina for growing grain for export trade is the proximity of the wheat-growing area to the seaboard. The average railroad haul to tide-water for the country now under grain cultivation is only about 150 miles, and for the remote interior points only about 300 miles.

These are small distances compared with what the bulk of the wheat grown on the North American Continent and exported has to pass over before reaching the seaboard. The water haul to Europe is, of course, much longer from Argentina, but the far more expensive land haul is for the great agricultural regions of that country a matter of comparatively slight importance.

"The immigration problem is the serious one. Settlers such as those who are attracted to the country in such great numbers and who come here to make homes for themselves are what Argentina needs, but does not get. The immigrants to that country rent land instead of acquiring ownership, and after a few years, having accumulated some money, turn their thoughts to the matter of returning to Italy or Spain. The climate is temperate throughout a considerable part of the country; but the northern races seem to prefer the north temperate zone to the south, and to be averse to approaching the equator even for the purpose of crossing it to try a climate in the southern hemisphere like that of their northern homes.

Condition of Grain Crops.

LATEST reports on the grain crops of Ontario indicate that the Fall wheat harvest is about two weeks later than usual, and that the yield will probably be the poorest among the cereal crops. The outlook for Spring wheat was not much more cheerful, but barley and oats have done well and the yield is generally above the average. Last year Ontario produced 26,000,000 bushels of wheat; this year's crop is estimated at 8,000,000 or 9,000,000 bushels, and by some as low as 5,000,000 bushels. In the latter estimate, however, only wheat is included that will grade No. 2.

Wheat cutting has begun at several of the important wheat centres of Manitoba and it is expected that harvesting will be general there by August 20. Farther west the crops are maturing rapidly and are in splendid condition. The hailstorm of last week is reported to have done considerable damage to standing crops in the vicinity of Brandon and Carberry. The cool weather has been favorable on the whole to well-filled

heads the coloring

Within Regina t followed. The crop been plo tions poi the Prin fields are prospects equally p

The W do not p tion as to of the li prospect the Cana very pro. a field c bushels crop is a weather growing able ove two weel ally very in the a The bulk stage, ar let of e able wea next fou and qual present under a ther good els.

Latest show a c Spring v 6.2 per flection c tions up concerni received completi Govern basis of average statistici combine wheat at reports days be happen 550,000, total. supply requiremen would b prices; surplus

heads though it has prevented the grain coloring as soon as usual.

Within a radius of 50 miles around Regina the yield of wheat on Summer fallowed land will be up to the average. The crop on stubble land that has not been ploughed will be light. Indications point to a good average crop. In the Prince Albert district the wheat-fields are in splendid condition and the prospects in Southern Assiniboia are equally promising.

The Winnipeg Commercial says: We do not profess to have special information as to the standing of the crop south of the line, but we do know that the prospect for the crop in Manitoba and the Canadian Northwest is on the whole very promising at the present date, for a yield of from 10,000,000 to 15,000,000 bushels larger than last year. The crop is a week to ten days late. The weather at seed time and during the growing time has not been equally favorable over all districts, but in the last two weeks the weather has been generally very favorable everywhere, so that in the aggregate the prospect is good. The bulk of the crop is now at the filling stage, and it has still to run the gauntlet of crop accidents, but with favorable weather and no accident for the next four weeks a full average in yield and quality would be assured. At the present writing we consider the prospect under a continuance of favorable weather good for a yield of 65,000,000 bushels.

Latest reports from the United States show a deterioration in the condition of Spring wheat during the last month of 6.2 per cent. This is only a partial reflection of the impairment of crop conditions up to date, as the worst reports concerning the effects of rust have been received during the ten days since the completion of the data upon which the Government report was based. On the basis of the acreage and percentages of average condition given by the federal statisticians, experts now figure the combined yield of Winter and Spring wheat at 590,000,000 bushels; but if the reports of damage during the past ten days be only partially true it may easily happen that the production will fall to 550,000,000 bushels, or even below that total. This would afford an abundant supply for domestic food and seed requirements especially as consumption would be likely to be curtailed by high prices; but it would cut the exportable surplus to less than two-thirds and prob-

ably half of the comparatively small shipments from the crop of 1903.

Aside from the anticipated lowering of the promise of the wheat crop the report is generally favorable. The condition of corn is 8.6 per cent. higher than it was a year ago, and that of oats 7.1 per cent. better than at the close of July last year. Taken in connection with the previous high estimate of the condition of cotton, the Government's favorable report concerning important crops other than wheat should be encouraging to business interests. Bumper crops of corn and cotton and abundant yields of minor agricultural products will go far to offset the adverse effect of a disappointing yield of wheat.

Reports from agents of the Trade and Commerce Department in Ottawa show drought in almost all parts of Europe, with especially disastrous effect on hay and oats. An abstract of the reports is as follows:

Christiania—Poor outlook for crops; want of rain; such a dry season not known for 60 years. Hay is nowhere, as drought is general throughout European countries. Importations must come from United States and Canada.

Copenhagen and Petersburg—Grain poor; hay and oats particularly so.

Vienna—Oats poor; wheat light to medium.

Paris—Wheat medium; oats insignificant.

Genoa—Grain crop goes under a medium, or about one-fourth of last year.

At Variance With the Labor Unions.

The Postum Cereal Co., of Battle Creek, Mich., have engaged in a lively conflict with the labor unions of the United States, as a result of which the latter have declared a boycott against Postum Cereal and Grape Nuts. The cause is the fact that the Postum Cereal Co. refused to withdraw its advertisements from certain newspapers which had antagonized the unions. All the labor papers have served notice on their constituencies not to buy the above products until the Postum Cereal Co. obeys their demands.

In retaliation the Postum Cereal Co. has inserted advertisements in a number of the larger newspapers within the past fortnight giving the history of the controversy and detailing their views on labor organizations in general.



The Orange Meat People

are building up a wonderfully fine demand for their breakfast food.

Good business methods are employed, but these alone wouldn't explain the heavy daily demand made upon the mill.

At the bottom of it all lies

A GOOD FOOD.

The public like it. They buy it once, and they buy it again—and again. And the grocer is always ready to lend his support to a line that sells.

ORANGE MEAT

sells as follows:

Single cases, 36 pkgs. - \$4.50

5-10 case lots, freight paid, 4.40

GIVE ORDERS THROUGH THE
WHOLESALE GROCERY TRADE

THE FRONTENAC CEREAL CO.,
Limited

43 Scott St., Toronto.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Tobacco Crop of Mexico.

IN view of the interest shown in Canada in regard to Mexican trade conditions, the following information on the tobacco crop of Mexico is not without interest. A recent issue of the Mexican Investor states that the tobacco crop of Mexico for 1904 is estimated at 800,000 arrobas of 25 pounds each, or about 20,000,000 pounds, produced in the following districts:

	Arrobas.
San Andres Tuxtla.....	160,000
Valle Nacional.....	50,000
Ojitlan.....	40,000
Acayucan and Jaltipan.....	5,000
Tlapacoyan and Cordoba.....	108,000
Simojovel.....	150,000

The above are all in the State of Veracruz.

Territory of Tepic.....	150,000
Other districts.....	65,000
Total.....	800,000

The tobacco exported is mainly the production of the San Andres Tuxtla, Valle Nacional, and Ojitlan districts, in the State of Veracruz. All of it goes to Europe, Amsterdam and Hamburg being the largest buyers, and London and Liverpool next in rank. No Mexican tobacco in any quantity goes to the United States, because of the very high duties, which are really prohibitive.

Nearly the entire San Andres crop, and over one-third each of the Ojitlan and Valle Nacional, have been sold and exported.

The Tlapacoyan tobacco is used exclusively in small factories for making cheap cigars and cigarettes, consumed mainly by the Indians.

The whole of the Tepic crop, which is considered of the best flavor, has been purchased by the Buen Tono cigarette factory.

All the exports are in form of "tabaco labrado"—that is, made up into cigars and cigarettes. The following table shows the quantities exported annually during the twelve fiscal years from 1890-91 to 1901-2, according to figures published by the Treasury department:

	Kilograms.	Pounds.
1890-91.....	307,300	677,289
1891-92.....	394,336	869,116
1892-93.....	373,513	823,222
1893-94.....	361,326	806,362
1894-95.....	366,514	807,806
1895-96.....	401,946	885,889
1896-97.....	420,232	926,191
1897-98.....	389,697	858,892

1898-99.....	404,701	891,961
1899-1900.....	276,967	610,435
1900-1901.....	284,283	626,550
1901-1902.....	241,710	532,728

It will be observed that the export trade in tobacco has not increased during the twelve years, as the heniquen and other productions have, and the reason is that the home manufactures have developed so largely every year that the home trade gives a home market at as good prices as the export trade; in fact, the manufacturing capacity and the home consumption are increasing more rapidly than the tobacco plantations, and these have increased considerably.

To Prevent Tobacco Mold.

WHAT should prove of great value to tobacco farmers throughout the country is the discovery of an anti-mold remedy by an American chemist. The compound is said to be neutral, quite a departure from the old compounds, which are largely acid and will be known as the cherry-capillary solution. Its main function is to rapidly permeate the entire leaf through the midrib and sub-arteries, and as the inventor claims, absolutely and permanently destroy mold.

Since January 1 numerous experiments have been made on different varieties of molded tobacco, and it is averred that in each of these complete success was secured. The new remedy is a liquid which is used in the form of spray. The tobacco may be treated either through the butts or the leaves. It is claimed the butt treatment is to be preferred, as by this plan tobacco need not be taken out of the case to be treated. If the leaves are sprayed the inventors claim the mold will disappear in a week to ten days. If the butt treatment is given, it will take three or four weeks. About three quarts of the liquid are used for 300 pounds of stripped tobacco.

In addition to removing all traces of mold permanently, the inventor claims that his discovery exerts a chemical effect upon nicotine, changing its properties into other agents, which are highly desired in the manufacture of cigar wrappers. The intense "bite" of the nicotine is largely removed by the solution. A more glossy leaf, a brighter and more brilliant appearance, and a finer texture are also secured, and it is claimed that

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

HOW TOM JENKINS WENT TO ST. LOUIS FAIR

He said :—" I'll just try that Payne Cigar offer, and if I make it go I'll put aside the profits for a trip to St. Louis."

That was last Fall. He has been to St. Louis, and he continues to make money out of our Cigars. He sticks to **Pebble** for a 5-center, and **Pharaoh** for a 10-center.

And every other grocer has as good a chance as Tom Jenkins has to make a tidy sum every month out of Cigars. We solicit orders.

J. BRUCE PAYNE, Limited, Mfrs., Granby, Que.

The One Thing

to do is to sell
a tobacco that
every smoker
will like, and
that tobacco is

T & B —Ten-cent size

Then invest the
money that you
release from your
tobacco department
in some other line
that will pay you
a good profit.

Geo. E. Tucket & Son Co., Limited,
Hamilton

tobacco treated by this preparation holds fire longer than untreated.

Year after year tobacco growers have had more or less difficulty with mold. It is claimed that not since 1844 has an important patent been issued for a remedy to fight this evil. For the past two generations the method employed to remove mold has been to spray the leaf with diluted "high wines," wood alcohol generally being preferred. However, unless the tobacco be removed to a more favorable atmosphere the mold will reappear. For this reason a cure that will destroy mold effectively and prevent its recurrence without continually shifting

the tobacco from place to place will be welcomed by the trade.

Use for Tobacco Stalks.

It is the practice of many tobacco growers to cut the tobacco stalks with an ensilage cutter, obtaining in this way a fertilizing material regarded by them as worth four or five times the price of stable manure. In fact, the value of stalks is more and more appreciated, and each season finds the ensilage cutter added to the equipment of the tobacco farm.

The cutting of the stalks comes at a time when other work is not pressing, and does not involve great expense, espe-

cially when this item is taken into consideration with the additional fertilizing value that the stalks have over the uncut.

While many of the farmers use the stalks on their tobacco land, others prefer to spread them on grass land or use them in connection with other crops. The cut stalks are easy to apply, being spread by hand or preferably with a manure spreader.

The stalks of the tobacco plant are said by investigators to contain more nitrogen than the stem of tobacco leaves, and to contain less potash than the stems. The nitrogen in the stalks runs from 3 to 4 per cent and in the stems from 2 to 3 per cent; the potash running 4 to 5 per cent in the

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos



We Always Smile

when we get a new account. Every day the output of

McAlpin's Tobaccos

increases. More orders and bigger orders—both a proof that the tobaccos are right—and the profits. Profits count.

Smoking

- Tonka
- Solid Comfort
- Pinchin's
- Hand Made

Chewing

- British Navy
- King's Navy
- Beaver
- Apricot

McAlpin Consumers Tobacco Co., Limited
Toronto

stems. and mos stems ar of soda percenta and ste phoric a half of o

Analy cultural showed and par in the leaves h

Actual stalks about 3, pounds acid, 13 is, abou up by curing,

O^N

partme The de who pa unimpe a few l and sn and all that ca

The cigar" to dam friend, store; l a miser cost tl and \$5 grocer you w tobacco and m grocer and ye sales.

This an ex cost \$5 cigars for car store baccos a ciga mente more than a handl

stems. The potash is free from chlorine and most of it in soluble form. Tobacco stems are sometimes treated with nitrate of soda in order to bring up their percentage of nitrogen. Both the stalks and stems seem to be lacking in phosphoric acid, analysis showing about one-half of one per cent.

Analyses made at the Connecticut Agricultural Experiment Station years ago showed that large amounts of plant food, and particularly of potash, are contained in the stalks of tobacco from which the leaves have been stripped.

Actual field tests show that barn-cured stalks from an acre of tobacco weigh about 3,500 pounds and contain about 32 pounds of nitrogen, eight of phosphoric acid, 13 of lime and 49 of potash. That is, about one-third of the plant food taken up by a tobacco crop is contained, after curing, in the stalks.

Tobacco in the Grocery.

ONE of the most important, yet unimportant, departments of a grocery business, is the tobacco department says a western contemporary. The department is important to the men who patronize it, but the grocer makes it unimportant by neglecting it. As a rule, a few leading brands of chewing tobacco and smoking tobacco are kept in stock, and all the other goods are the cheapest that can be purchased.

The reputation of the "grocery store cigar" is proverbially bad. If you want to damn a cigar that you are giving to a friend, tell him it came from a grocery store; he knows that that means that it is a miserably poor piece of goods, which cost the grocer somewhere between \$14 and \$24 a thousand. Where you find a grocery store and a drug store side by side, you will see the druggist selling cigars, tobacco and cigarettes in large quantities and making a handsome profit, while the grocer has a showing of green and blue and yellow labels in his showcase, but no sales.

This is poor business policy. There is an excellent profit in 5 cent cigars that cost \$30 or \$32, and a fine profit in 10 cent cigars that cost \$60 to \$75, and a reputation for carrying such goods brings men to the store who buy groceries as well as tobaccos and cigars. Consistent pushing of a cigar department in a grocery, supplemented by high-grade goods, will bring more profit and more popularity to a store than any other one line that a grocer can handle.

Chronology of the Lucifer Match.

THE first really efficient lucifer match must be put to the credit of John Walker, of Stockton-on-Tees, England, who, in 1827, placed them on the market under the name of "congreves," in compliment to Sir William Congreves, the inventor of the war rocket. These matches were sold for a shilling a box, which contained, besides a few dozen matches, a little piece of folded sandpaper, through which each splint of wood had to be drawn before it could be made to inflame. An original tin box, stamped with the royal arms and bearing the word "Congreve," is preserved as a curiosity in one of the London museums.

As in the case of all other industries, this was initiated by hand labor alone. The splints of wood were no doubt originally dipped in the igniting composition one by one, but subsequently they were tied up in bundles and dipped en bloc, the workman giving each bundle a twist with his hands, so that the end of each splint would be free to move a certain extent and absorb a little more of the compound than it would if kept quite still.

The next advance was to fix the splints in a frame, so that each was separated from its neighbor, and this frame, containing about 1,500 matches, would be brought down on a marble slab upon which the composition was spread. The tipped matches still in their frame would then be dried in air for a few hours and afterward placed in a heated chamber to complete their desiccation. Manual labor is now almost wholly dispensed with in the manufacture of matches.

The employment of yellow phosphorus for the charging of matches made the industry a very unhealthy one, and the workpeople, if not in the best of health, ran the risk of contracting a terrible disease, known as necrosis of the jawbone, the vulgar name for which was "phossy jaw." With improvements in manufacture this evil has now been eliminated.

Hints to Smokers of Havanas.

LIGHTING a new Havana a downtown professional man the other day, after taking a few whiffs, blew into his cigar and forced a lot of smoke out of the fiery end. Then he laid it aside and permitted the spark to die out. When asked for an explanation he said: "Well, I learned that habit some years ago, and I find that a cigar which has been lighted and then allowed to go out makes a much better smoke. I take several vigorous draws in order to bring the heat well through the weed. If a cigar becomes

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

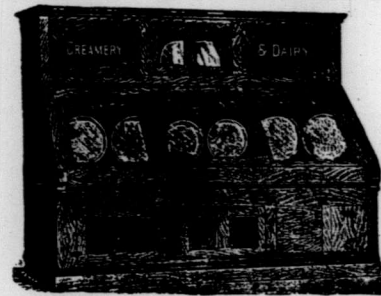
D. McDougall & Co., Glasgow, Scotland.

Each Caddy of

"Currency" Plug Chewing Tobacco

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

Premium Dept., No. 210 St. Lawrence St., Montreal
 " " No. 167 Yonge Street, Toronto
 " " Cor. Richelieu, St. Claire Sts., Quebec
 " " No. 87 1/2 Bank Street, Ottawa
 " " Oddfellows' Block (Cor. Princess St and McDermott Ave.) Winnipeg



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

C. P. FABIEN,

Merchant and Manufacturer.

67 to 171 N. Dame St., Montreal, Can.

Write for Illustrated Catalogue.

cold while it is saturated with smoke it has a musty odor, consequently it is necessary to blow steadily and quite hard before extinguishing the spark, in order to clear out all the smoke that has been drawn in between the layers of tobacco. After permitting the cigar to lie ten or fifteen minutes, or even a half hour, I find on relighting it that the flavor has greatly improved. The why and wherefore I am not philosophical enough to explain, but I know it makes a cigar better. It also improves a toby. Try it and you'll agree with me."
 —Pittsburg Despatch.

Tobacco Notes.

The cigar dealers and jobbers of Philadelphia will hold a tobacco fair on October 17.

Mr. S. Myers, of the American Tobacco Co., who has recently visited Canada, says the company isn't worrying over Hon. Mr. Brodeur's bill. It is reported that the Canadian dealers will now form a branch of the Canadian Manufacturers' Association to help Mr. Brodeur enforce the law.



This fact deserves emphasis—that "Cow brand Baking Soda" has been on the market for 50 years, and is now used in millions of homes all over America. Never any risk and never any guesswork.

SOLD ONLY IN PACKAGES

JOHN DWIGHT & CO.
Manufacturers TORONTO



Southwell's can't make better jams than those they are making.

Nor can anybody.

You sell it—or should.

FRANK MAGOR & CO.,
CANADIAN AGENTS, 403 St. Paul St., MONTREAL

Recommend

IVORINE GOLD WATER STARCH

to your Customers

For Collars, Cuffs, Shirt Bosoms, Dresses, Skirts, Blouses—it matters not what—better results can be obtained from the use of "IVORINE" (Cold-Water) Starch than is possible with any other. Serve your customers well if you would make them good customers.

Per case of 40 packages, \$2.50.

Pays 60 per cent. profit.

Order from your wholesaler.

St. Lawrence Starch Co.
LIMITED.

Makers - Port Credit, Ont.

The Official Report of

The Maritime Board of Trade

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

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

a large Extra Edition.

of this number of the Grocer.

Advertisers

Looking for Maritime Trade

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

ZOECO

COFFEE and MILK
COCOA and MILK
CHOCOLATE and MILK

Just the thing for warm weather, picnic parties, or camping, hunting and fishing parties. Takes up very little room and is easily prepared—just add hot water.

Prices are right and leave you a good profit. Write for samples.

J. H. MAIDEN,
Canadian Agent **MONTREAL.**

"FACTS"

THE BEST GROCERS

POPULARIZE THEIR STORES

AND

PLEASE THEIR CUSTOMERS

BY SELLING

Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE TO THE CRITICISM OF THE BEST JUDGES.

POST CARD WILL BRING SAMPLE PACKAGE FREIGHT PREPAID. **AMERICAN COFFEE & SPICE CO. TORONTO.**

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.

The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Aug. 18, 1904.

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	\$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1 lb., packages, 4 doz.	40
Ocean Cornstarch, 40 pkts. in a case.	78

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal-Dime	\$ 1 00
" 1 lb.	1 60
" 8 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	\$ 1 00
" 1 lb.	1 50
" 8 oz.	2 20
" 1 lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

1-lb. tins, 4 doz. in box	Per doz. \$2 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz. per doz.	\$2 25
-----------------------------------	--------

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case 1 lb.	\$2 40
1 " 1 lb.	4 75
1 to 5 cases, 5 per cent.	
5 to 10 cases, 10 per cent.	

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
1-lb. " " "	14 00
W. H. GILLARD & CO.	
Diamond—	
1-lb. tins, 2 doz. in case	\$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2 1/2 lb.	10 40
1 doz.	5 lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6-oz.	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
2 " "	6 oz.	Per case \$4 85
1 " "	12 " "	
1 " "	16 " "	



EAGLE BAKING POWDER

Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/2 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16c
"Sapphire"—14-lb. boxes, 1-lb. pkgs. per lb.	12c
"Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz.; or 1/4 gross, 4 oz.	

JAMES' DOME BLACK LEAD.

Per gross	
6a size	\$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 " "	3 25
" " 16 oz., cases, 48 " "	4 25

EAGLE BORAX.

Cases of 5-doz. 5c. packages	Per doz. \$0 40
" 5-doz. 10c.	0 85

Brooms.

UNITED FACTORIES, LIMITED.	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	\$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " E, 3 "	3 55
" " " G, 3 "	3 30
" " " I, 3 "	3 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	8 08
" " 7-lb. cotton bags, per bag.	0 18
Quaker Oats, 2-lb. pkgs., per case.	3 00
Tillson's Oats, 2-lb. pkgs., per case.	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.	3 25

VALENCIAS

ASK YOUR WHOLESALER FOR


REIRA'S  BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg.
MONTREAL

110 Dalhousie St.
QUEBEC

Chocolate—	per lb	
Queen's Dessert, 1/2's and 1/4's	\$0 40	
Mexican Vanilla, 1/2's and 1/4's	3 35	
Royal Navy Rock, 1/2's	0 30	
Diamond, 1/2's	0 25	
Diamond, 1/4's	0 23	
Cings for cake—	Per doz	
Chocolate, pink, lemon color, lbs.	\$1 75	
Orange, white and almond, 1/2-lbs.	1 00	
Confections—	Per doz	
Cream bars, large boxes	\$2 25	
" " small	1 35	
Chocolate ginger, 1-lb.	3 75	
" " 1/2-lb.	2 25	
" " wafers, 1/2-lb.	2 25	
" " 1/2-lb. boxes	1 30	
FRY'S.		
Chocolate—	per lb	
Caracas, 1/2's, 6-lb. boxes	\$0 42	
Vanilla, 1/2's	0 42	
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29	
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42	
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24	
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24	
Cocoa—	Per doz	
Concentrated, 1/2's, 1 doz. in box	2 40	
" " 1/2's	4 50	
" " 1-lb.	8 25	
Homoeopathic, 1/2's, 14-lb. boxes	0 29	
" " 1/2's, 12-lb. boxes	0 42	
Epps's Cocoa, case of 14 lb., per lb.	0 35	
Smaller quantities	0 37 1/2	
BENSODOR'S COCOA		
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.		
1-lb. tins, 4 1/2 doz. to case	per doz.	\$ 90
" " 4	"	2 40
" " 2	"	4 75
" " 1	"	9 00
JOHN P. MOTT & CO.'S		
R. S. McIndoe, Agent, Toronto.		
		
Mott's Broma	Per lb	\$0 30

Mott's Prepared Cocoa, 1/2 and 1/4 boxes	0 28
Mott's Breakfast Cocoa, 1/2 in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2 in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 35
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20
0 36	
WALTER BAKER & CO. LIMITED.	
Premium No. 1 chocolate, 12-lb. boxes	\$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
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda)	
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56
The above quotations are f.o.b. Montreal.	
WALTER M. LOWNEY CO.	
Canadian Branch 530 St. Paul St. Montreal.	
Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	44c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44c.
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, 1-lb. tins	32c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	35c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 23c.

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 50
Gold Seal brand..... 1 30
Peerless brand evaporated cream.. 1 20



"Reindeer" Brand
Case (4 doz) \$5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins 9 00
" " 2 lb. tins, cases, 15 tins 8 70
THE EBY, BLAIN CO., LIMITED.
In bulk— Per lb.
Club House..... 0 32
Royal Java..... 0 31

Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 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 12

JAMES TURNER & CO. Per lb.

Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	\$0 25
" " Mocha	0 25
"Condor" Java	0 30
" " Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I, 40-lb. boxes	45c.
" " II, 40-lb. boxes	42c.
" " III, 80-lb. boxes	37c.
" " IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S. Per lb.

Mocha and Java coffee, in 1-lb. tins, 30-lb. cases	32
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases	29

Cheese.

Imperial—Large size jars	per doz. \$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	18 00
Medium size	15 00
Small size	12 00
Roquefort—Large size	2 40
Small size	1 40

Ed
Be

53 Front
TC

Coupon Book
For sale in Canada
Limited, Toronto.
Fils Montreal.
\$1, \$2, \$3, \$5, \$10 a

In lots of less than
books, 1 kind assor
100 to 500 books
100 to 1,000 books

Allison's Couy

\$1 00 to 3 00 books
5 00 books
10 00
15 00
20 00
25 00
50 00

Cane's Ck

UNITED FACTY
Clothes pins (full co
case, per case
doz packages (12 to
doz packages (12 to



The Davidson & I

F

Gela

Knex's Gelatines
Robinson's patent bar

" " " gro

To satisfy the housewife is easy.

Sell her

Edwardsburg "Silver Gloss" Starch

for the Laundry

and

Benson's Prepared Corn

for the Kitchen

these two lines are **Canada's Best**

Every jobber carries them in stock.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.
Un- Covers and num Coupons bered. numbered
In lots of less than 100 books 1 kind assorted. 4c. 4c.
100 to 500 books 3c. 4c.
100 to 1,000 books 3c. 3c.

Allison's Coupon Pass Book.

\$1 00 to 3 00 books 3 cents each
5 00 books 4 " "
10 00 " 5 " "
15 00 " 6 " "
20 00 " 7 " "
25 00 " 8 " "
50 00 " 12 " "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case \$0 82
doz packages (12 to a case) 0 75
doz packages (12 to a case) 0 95

Cleaner.

BRUNSWICK'S EASYBRIGHT
WATER-PROOF CLEANER
CLEANS EVERYTHING.
Per doz. 4-oz. cans \$ 0.90
6-oz. " 1.35
10-oz. " 1.85
Quart " 3.75
Gallon " 10.00

Wholesale Agents.

The Davidson & Hay, Limited, Toronto

Food.

Gelatine.

Knorr's Gelatines Per gross \$16 75
Robinson's patent barley 1-lb. tins \$1 25
" " 1-lb. tins 2 25
" " groats 1-lb. tins 1 25
" " 1-lb. tins 2 25
Per doz. 5 doz., at \$ 1 40
1 doz., at 1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade \$1 50
Clear jelly marmalade 1 80
Strawberry W. F. jam 2 00
Raspberry " " 2 00
Apricot " " 1 75
Black currant " " 1 85
Other jams \$1 55
Red currant jelly 1 90
T. UPTON & CO.

Pure Fruit Jams—
1-lb. glass jars, 2 doz. in case, per doz. \$0 95
2 1/2-lb. tin pail, 2 doz. in crate, per lb. 0 06
5 and 7-lb. tin pails, 8 and 9 pails to crate per lb. 0 06
7, 14 and 30-lb. wood pails,
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 0 09
7, 14 and 30-lb. wood pails 0 09

BRAND & CO.

Brand's calf's foot \$3 50
Real turtle jelly 7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb. \$0 40
Fancy boxes (36 or 50 sticks) per box 1 25
"Ringed" 5-lb. boxes per lb. 0 40
"Acme" pellets, 5-lb. cans per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans 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

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz. \$3 70
3 cases 3 60
5 cases or more 3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Sunlight (Parlor) \$3 50
Flashlight (Parlor) 5 75
Kodak (Sulphur) 3 80

WALKERVILLE MATCH CO.

Parlor— 1 case. 5 cases.
Imperial \$5 75 \$5 50
Best 3 50 3 25
Crown 1 70 1 60
Maple Leaf 1 90 1 80
Knights 4 75 4 50
Sulphur—
Club 3 90 3 70

Mince Meat.

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

Mustard.

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

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—
1-lb. tins per lb. \$0
" " 1-lb. tins 0 35
" " 1-lb. tins 0 32 1/2
4-lb. jars per jar 1 20
1-lb. jars 0 35
Old Crow, 12-lb. boxes—
1-lb. tins per lb. 0 25
" " 1-lb. tins 0 23
" " 1-lb. tins 0 22 1/2
4-lb. jars per jar 0 70
1-lb. jars 0 25



Orange Meat.

Cases, 36 15c. packages. \$4 50
5 case lots. 4 40
(Freight paid.)
Cases, 20 25c. packages. 4 00
5 case lots. 4 00
(Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

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

T. UPTON & CO.

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

Pickles.

STEPHENS'

A. P. Tippet & Co., Agents.
Cement stoppers (pints) per doz. \$ 3 30
Corked 1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, \$3 00.
Case of 1/2-lb. containing 120 pkgs., per box, \$3 00.
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.), per box, \$3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.

MAGIC BRAND.

Per case.
No. 1, cases, 60 1-lb. packages \$ 2 75
No. 2, " 120 1/2-lb. " 2 75
No. 3, " { 30 1-lb. " } 2 75
" { 60 1/2-lb. " }
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
5 cases 2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs. } Per case
" " 10 oz., cases, 96 pkgs. } \$3 75
" " 16 oz., cases, 60 pkgs. }

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross \$10 20
" " black 15 30
Oriole soap 10 20
Gloriola soap 13 00
Straw hat polish 10 20

BABBITT'S.

Babbitt's "1776" 10, 6-oz. pkgs. \$3.50 per box. 5 boxes freight paid and a half box free.
Babbitt's "Best soap, 100 bars, \$4 10 per box.
Potash or Lye, box



each 2 doz., \$2 per box.
WM. H. DUNN, AGENT.

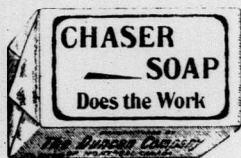
HOW ABOUT PICKLING SPICES? NOW is the time to lay in a stock of selected high grade spices. YOU WANT THE BEST, therefore handle

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

High-Grade SPICES

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

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



CHASER SOAP.
1 case \$2 40
5 cases 2 30
10 cases 2 20
20 cases 2 10
5 per cent. 10 days or 60 days acceptance.



OCEAN MILLS.
Chinese starch, per case of 4 doz., \$4, less 5 per cent.
San Toy Starch—10c. pkges, cases 5 doz., per do 1 00 less 5 per cent.

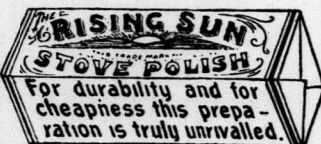


KOLONA PURE CEYLON TEA
Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.
Black Label, 1-lb., retail at 25c. \$0 19
1/2-lb. 0 20
Blue Label, retail at 30c. 0 22
Green Label, " 40c. 0 28
Red Label, " 50c. 0 35
Orange Label, " 60c. 0 42
Gold Label, " 80c. 0 55

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.
No. 1 per lb. 0 35
No. 2 " 0 30
No. 3 " 0 25
No. 4 " 0 20
No. 5 " 0 17 1/2

LIPTON'S TEA (in packages).
1 lb. & Sold
Color of 1/2 lb. & 1 lb. for
Label per per
lb. lb. lb.
Ceylon-India, Ex. oh't A Yellow 45 47 70
" " B Red 40 42 50
" No. 1 O Pink 35 37 50
" 2 O Orange 32 34 40
" 3 O L. Blue 32 34
" 4 O L. Green 30

EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches— per lb.
No. 1 White or blue, 4-lb. carton. \$0 06 1/2
No. 1 " 3-lb. 0 06 1/2
Canada laundry 0 05 1/2
Silver gloss, 6-lb. draw-lid boxes. 0 07 1/2
Silver gloss, 6-lb. tin canisters. 0 07 1/2
Edward's silver gloss, 1-lb. pkg. 0 07 1/2
Kegs silver gloss, large crystal. 0 06 1/2
Benson's satin, 1-lb. cartons 0 07 1/2
No. 1 white, bbls. and kegs. 0 05 1/2
Canada White Gloss, 1-lb. pkgs. 0 05 1/2
Benson's enamel. . . . per box 1 25 to 2 50
Culinary Starch—
Benson & Co.'s Prepared Corn. . . 0 07
Canada Pure Corn 0 05 1/2
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps. 0 08 1/2
BEE STARCH CO., MONTREAL.
"Bee" brand, cases, 64 packages. 5 00
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.



Per gross.
Rising Sun, 6-oz. cakes, 1-gross boxes \$5 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 1-gross boxes. . . 10 00
Sun Paste, 6c. size, 1-gross boxes. . . 5 00



RAM LAL'S PURE INDIAN TEA
Cases, each 60 1-lb. \$0 35
" 60 1/2-lb. } 0 35
" 30 1-lb. } 0 36



LUDELLA CEYLON, 1's AND 1/2'S PKGS.
Blue Label, 1's. \$0 18 1/2 0 25
Blue Label, 1/2's. 0 19 0 25
Orange Label, 1's and 1/2's 0 21 0 30
Brown Label, 1's and 1/2's 0 23 0 40
Brown Label, 1/2's 0 30 0 40
Green Label, 1's and 1/2's 0 35 0 50
Red Label, 1/2's. 0 40 0 60
"CROWN" BRAND.

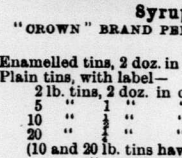
Tobacco.
THE EMPIRE TOBACCO CO., LIMITED.
Smoking—Empire, 3/4, 5c. and 10c. . . \$0 30
" Amber, 5c. and 3c. 0 20
Chewing—Stag, bars, 10oz. 0 43
" Bobs, 5/8s. and 1/2s. 0 44
" 10oz. bars, 6c. 0 44
" Currency, 12 oz. bars, 12c. 0 47
" 6/8s. and 12c. 0 47
" Old Fox, narrow, 12c. 0 47
" Snowhite, 14oz. bars, 10c. 6/8 0 51
" Pay Roll, 7s and 6/8s. 0 52
" Fair Play, 5c. and 12c. 0 50



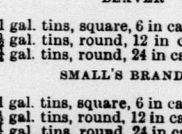
DUNN, AGENT.



ENAMELINE
pr. dz.
Enameline No. 1, 4 bxs. ea. 3 dz. 0 38
Enameline No. 2, 6 bxs. ea. 3 dz. 0 65
Enameline liquid, bxs. ea. 3 doz. 0 75
Blackene, 5-lb. cans, per lb. 0 10



SYRUP.
"CROWN" BRAND PERFECTION SYRUP.
Enamelled tins, 2 doz. in case \$3 40
Plain tins, with label—
2 lb. tins, 2 doz. in case. 1 90
5 " 1 " " 2 35
10 " " " 2 25
20 " " " 2 10
(10 and 20 lb. tins have wire handles.)
"BEAVER" BRAND. Per case.
1 gal. tins, square, 6 in case. \$4 40
1/2 gal. tins, round, 12 in case 4 50
1/2 gal. tins, round, 24 in case. 4 60



SMALL'S BRAND—Standard. Per case.
1 gal. tins, square, 6 in case. \$4 70
1/2 gal. tins, round, 12 in case 4 90
1/2 gal. tins, round, 24 in case 5 30



Teas.
SALADA CEYLON.
Wholesale. Retail.
Brown Label, 1's. \$0 20 0 25
" 1/2's. 0 21 0 26
Green Label, 1's and 1/2's 0 22 0 30
Blue Label, 1's, 1/2's and 1/4's 0 30 0 40
Red Label, 1's and 1/2's. 0 35 0 50
Gold Label, 1/2's. 0 44 0 60

Wholesale. Retail.
Red Label, 1-lb. and 1/2's. \$0 35 0 50
Blue Label, 1-lb. and 1/2's. 0 23 0 40
Green Label, 1-lb. 0 19 0 25
Green Label, 1/2's 0 20 0 25
Japan, 1s 0 19 0 25

E. D. MARCEAU, Montreal.
Japan Teas—
"Condor" I 40-lb. boxes. \$0 40
" " II 40-lb. boxes. 0 37 1/2
" " III 80-lb. boxes. 0 35
EMD AAA Japan, 40 lb "at. 0 32 1/2
" AA 40 " " " 0 30
Blue Jay, basket fired Japan, 70 lbs., " " " 0 27 1/2
" "Condor" IV 80-lb. " " " 0 32 1/2
" " V 80-lb. " " " 0 27 1/2
" " XXXX 80-lb. boxes. 0 23 1/2
" " XXX 80-lb. " " " 0 21 1/2
" " XX 80-lb. " " " 0 22
" " XX 80-lb. " " " 0 19
" " XX 30-lb. " " " 0 20
" " LX 60-lb. per case, lead packets (26 1's and 70 1/2's) 27 1/2

Black Teas—"Nectar" in lead packets
Green Label, 1-lb. and 1/2's. 0 25 at 0 20
Chocolate Label. 0 35 at 0 25
Blue Label, 1-lb. and 1/2's. 0 50 at 0 36
Maroon Label. 0 60 at 0 45
Fancy tins—Chocolate, 1-lb. 0 32 1/2
" "Blue, 1-lb. 0 42 1/2
" "Maroon, 1-lb. 0 59
" " "Maroon, 1-lb. 1 50
"Condor" Ceylon black tea in lead packets
Green Label, 1/2, 1/2 and 1/4. 0 25 at 0 20
Grey Label, 1/2, 1/2 and 1/4. 0 30 at 0 23
60-lb. cases retail
Yellow Label, 1/2 and 1/4. 0 35 at 0 26
Blue Label, 1/2, 1/2 and 1/4. 0 40 at 0 30
Red Label, 1/2, 1/2 and 1/4. 0 50 at 0 34
White Label, 1/2, 1/2 and 1/4. 0 60 at 0 40
60-lb. cases retail

Vinegars.
E. D. MARCEAU, Montreal. Per gal.
EMD, pure distilled, highest quality. \$0 30
Condor, pure distilled. 0 25
Old Crow. 0 20
Special prices to buyers of large quantities

GRIMBLE'S MALT.
Bulk, 1-casks, 25 gals. \$5 45 0 85
casks, 60 " 10 25 0 40
Bottles, cases, 3 doz. 3 25 0 40

Washing Powder.
FAIRBANK'S GOLD DUST.
Five cases assorted—
24 25c. packages. \$4 65
100 10c. " 7 50
100 5c. " 3 50
1 case 50 c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.
UNITED FACTORIES, LIMITED.
Per doz.
Washboards, Victor \$1 35
" Crown 1 45
" Improved Globe. 1 60
" Standard Globe. 1 70
" Original Solid Globe. 2 00
" Superior Std. Bk. Globe. 2 15
" Jubilee 2 18
" Pony 0 95
Diamond King (glass). 3 00
Tubs, No. 0 11 25
" " 1 9 00
" " 2 7 00
" " 3 1 85
Pails, No. 1, 2 hoops. 2 00
" No. 3, 2 00

Yeast.
Royal yeast, 3 doz. 5c. pkgs. in case. \$1 65
Gillett's cream yeast, 3 doz. 1 05
Jersey cream yeast cake, 3 doz. 5c. 1 00
Victoria " " 3 doz. 5c. 1 00
" " " 3 doz. 10c. 1 20

RETURNED

AUG 20 1904

Out Book
p. 62

WE EMPHASISE OUR
ASSORTMENT OF

KOPP LAMPS

ALSO ASSORTED
PACKAGES OF

Fancy Lamps

WRITE FOR COLORED
SHEET SHOWING FULL
ASSORTMENT AND
PRICES.

Full line of Regular
Lamps now ready.

GOWANS, KENT & CO.
TORONTO and WINNIPEG
WHOLESALE CROCKERY AND GLASSWARE

Crosse & Blackwell Philippe & Co's SALES

C. E. COLSON & CO.

OAKLEY'S
WELLINGTON

JAMES H. ...
...
...



"Partially ..."
Your customer ...
than at any other ...
reason for giving the ...

Walter's Mince Meat

They'll like the ...
they'll thoroughly enjoy it.

J. H. Walter, Ltd.
ST. CATHARINES