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ARE UNQUESTIONABLY THE BEST

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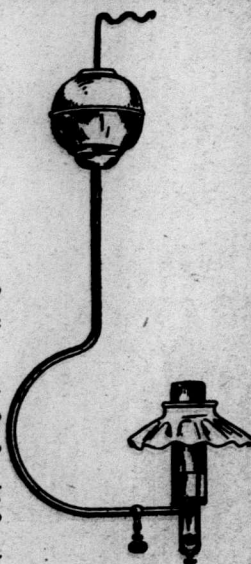
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But that is not all, because Captain Austin has the unequalled skill of a life-time of experience. **There is no dirt or slime—no uncleanness to be found in the "Thistle" Brand.** The reputation of the foremost fish-curer in the country is at stake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

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

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

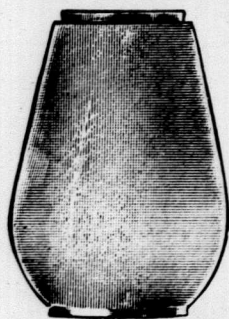
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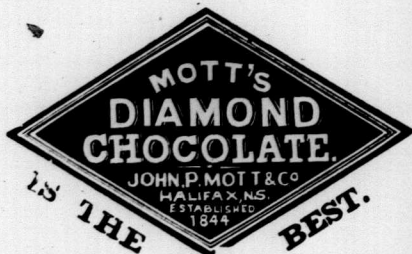
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This is a Floor Mop fitted with a wringing device whereby a specially knitted cloth is wrung dry without wetting the hands. This article has been on the market 14 years and enjoys a universal sale with increasing demand, because of its utility and the permanent standard of value.

The foreign demand is becoming large and we solicit new accounts where not established.

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Not the "Tarbox."

Some Salmon Sellers.

In selling salmon the greatest care should be taken in the selection of brands that are strictly first-class and stay first-class, brands that you can absolutely rely on.



**Maple Leaf
Salmon**

These are two brands which you may sell with positive satisfaction. Ask for them. They are put up by



**Low Inlet
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The British Columbia Packers' Association

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The "Perfection" Canister



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

This Package is a Guarantee of Quality.

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Pickles

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are unequalled.

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

Put up in attractive two-pound packages.

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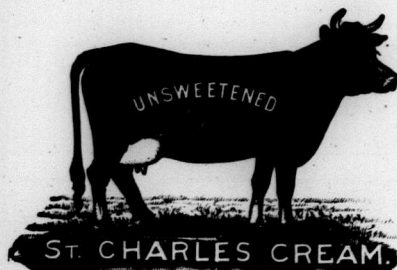
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climate.



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Packages and Bulk
The best of its kind.

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

ALL GROCERS SELL

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It's the popular fancy ; in demand by
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Are Peddlers Getting Some of Your Tea Trade?

If they are, would it not be a good plan for you to take hold of and push some good standard line of package tea that is never sold by peddlers?

RED ROSE TEA

is never sold by peddlers, and I believe you know that it is a tea that you could recommend to your customers with the greatest confidence.

Isn't the suggestion worth following **right now?**

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The question of **EXTRACT** is one of supreme importance in deciding the true value of tea. The climatic conditions, together with the remarkable fertility of soil, make **CEYLON** at once the most favourable of all lands for the successful maturity of the tea plant, and on infusion **CEYLON TEA, Green or Black**, will be found to give **GREATER EXTRACT** pound for pound than any other growth.

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CEYLON TEA

GREEN or BLACK.

You get the highest value

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CEYLON TEA

GREEN or BLACK.

You give the highest value.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament.

House of Commons,
Ottawa, June 1, 1903.

SINCE our letter of a week ago nothing very new has come to the fore in Parliament, in committee, or in the corridors. The work drags rather slowly along, and the best informed now assert that August will still find the House in session. The same two dominant questions still hold the boards, one Imperial, in connection with Mr. Chamberlain's recent utterances anent closer trade relations with the colonies, the other domestic, re a trans-continental line. With regard to the former, the feeling of gladness at the prospect of something more substantial than a mere sentimental connection with the Motherland seems to be on the increase. The Imperialists, if we may use the term, elated over the brighter prospects which such a change of fiscal policy opens up for the Empire as a whole; the anti-Imperialists, satisfied that such new conditions would develop Canada, without in any way adding to her burdens or lessening her rights of self-government.

It is undoubtedly a far call, however, from the announcement of a vague principle to the formulation of a definite policy, and while all great policies must undoubtedly have their inception in the announcement of a principle, wide divergencies are sure to occur between those who agree with that principle, but who have very different ideas as to its enforcement. For instance, we can imagine the Englishman saying: "Yes, we live this idea, we endorse it, but we must not be heavy financial losers by the change, since charity begins at home. At present but a small fraction of our trade is with our colonies, and discrimination in their favor is almost certain to lead to loss of commerce with outside nations. You must then give us such privileges in your markets as will increase our trade with you to the extent to which we lose it with others. You must lower your tariff, so that we may ship more goods to you."

To this the colonial will almost certainly reply: "True, charity does begin at home, but our home is here, in Canada, or Australia, as the case may be. And, while we will gladly take more of your goods and less of similar goods from

foreigners, we are not willing to take more of your wares at the expense of our manufacturers of similar lines of goods. We are willing, then," we fancy we hear the colonial say, "to leave our tariff as it is against you at present, but to raise it still higher against similar lines of goods from foreign countries. This should mean that our buying of competing goods from them should entirely cease, and that our trade with you would increase just to that extent."

And then will come the question on the part of the Englishman: "Will this transference of trade from foreign nations to us compensate us for the loss of a portion of our foreign trade?" If he feels that it will, a bargain can with ease be made, but if he thinks not, he will still insist on a lowering of duty on such goods as are made in the colonies themselves, that he may add to his increased volume of trade, wrested from foreigners, enough more taken from the colonial manufacturers to make up for the sum total of his loss of foreign trade entailed by his colonial preference. For the advantages which a preference on raw and food materials in the English markets would undoubtedly give the colonies, they, in turn would, no doubt, be willing to some extent to lower their tariff against English goods, but to a very moderate extent, indeed, and not to the extent of crippling one single legitimate industry which had grown up on the home soil.

Looking carefully at the matter in this way, any one must see the immense difficulties which will confront those who try to adjust matters in conformity with the suggestions of Mr. Chamberlain. But difficulties as great, perhaps greater, have before now been overcome, and while some may even have to suffer in the readjustment, we must remember that without pain the world cannot be in travail to the birth of an Empire.

We said at the beginning of this article that the building of another trans-continental railway was the matter of chief domestic import before the Parliamentarians this week. A somewhat lengthy and spirited debate on the Intercolonial Railway, it is true, was the main object of interest in the House itself, but this was largely influenced by the question of further railway building in Canada on a large scale.

There be some, not many, but still influential, who advocate the building of the new road, and its operation thereafter by the Government, and as these are always met by the request to study the history of the Intercolonial—the People's Road—it was but natural that the speakers should devote a considerable part of their time to the attack and defence of the I.C.R.

Mr. Blair opened the ball, as a preface to going into supply for his department, and quite naturally made the best case he could to show that the Intercolonial, if not exactly a thing of beauty and a joy for ever, was, nevertheless, far from being the bug-bear it is so often painted, and he argued elaborately to show that this system was operated as efficiently and inexpensively as the C.P.R. or the G.T.R. He pointed out that the road, built as a part of the bargain by which the Maritime Provinces came into Confederation, was handicapped at the outset by the circuitous route thus forced upon it, a route traversing long distances of barren fruitless country, which was not, and never could be revenue-producing for the road.

Mr. Blair has openly advocated the extension of the I.C.R. as far as Georgian Bay, and it was quite to be supposed that he would justify his wish in this manner. To say the truth, he made a very stout argument, and though he probably failed to convert very many to the scheme of further Government ownership, he at least did much to account for the failure of the I.C.R. to be self-supporting on grounds other than those of extravagance and political evil influence.

To get net results for the treasury it is a truism to say that we must have a surplus of receipts over expenditures. In criticising the speech of the Minister of Railways, we would say that he succeeded fairly well in showing that on the expenditure side his road bore a not unfavorable comparison with the other great trunk lines, the C.P.R. and the G.T.R. From the sworn returns made each year by the railways, in accordance with the law in that behalf, Mr. Blair compiled the following table as to the proportion of earnings to each \$100 of operating expenses:

G.T.R.	C.P.R.	I.C.R.
\$154	\$161	\$173

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

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

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

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from which it will be seen that in the matter of operating expenses in proportion to earnings, the I.C.R. takes a better position than does either of her great rivals, and in the operating expenses on the basis per train mile, she still holds first place, the C.P.R. standing at \$1.11; the G.T.R. at \$0.93, and the I.C.R. at \$0.91.

The Minister pointed out that out of nearly \$6,000,000 which it took to operate the road last year, the two main items were wages and coal. The former alone absorbed \$3,500,000, and the Minister made the statement, unchallenged subsequently by those who attacked his administration, that the wages paid were not excessive, not in excess of the wages paid on other roads for similar services. He followed out other smaller items of expenditure which it would take too long to trace within the limits of this article, and certainly left the impression that on those lines of expenditure with which he dealt, a Government railway was administered with fair economy. Where his contention that Government railways in Canada might be extended without a loss to the people seems to fall to the ground is in the items charged to capital account, and not mentioned in those charges with which he had been dealing.

The two main classes of this expenditure with which his critics, the Hon. John Haggart and Mr. Barker, found most fault, and one would think with most reason, were cars and rails. It seems that large numbers of new cars have been purchased and the total cost charged, not against the running expenses of the road, but to capital account, just as would be done in the extension of a business. Now, Mr. Barker contends that the total number of serviceable cars in use, when the Minister took possession, should be kept up out of revenue, and only additional numbers charged to capital. The same sound argument applies to rails. The Minister has replaced thousands of tons of old 65-lb. rails with new 80-lb. rails,

charging the whole cost of the latter to capital, where he was only entitled to charge to capital the difference in value between the 65-lb. rails, at the time he took them over, and the new 80-lb. rails.

These would seem to be fair criticisms, and if the books of the I.C.R. were kept in this manner it would appear that the road is run at a very large annual loss to Canada, in spite of economic and efficient management in detail as shown above. How is this so? one would naturally ask. You say the road is well managed, and yet is costing the people large annual sums. The answer is simple, and lies in the receipt side of the account. The Minister frankly avers that the rates charged on the Intercolonial are from 50 to 100 per cent. less than on the other lines, and says: "The business may increase, the cost of material may be enhanced, wages may rise, but the tariff for the carriage of traffic on the Intercolonial remains stationary, and we must figure it on that basis. We cannot raise it because our expenses are higher. Hon. gentlemen opposite and their supporters and their press would be the first to raise an outcry against us did we add anything to the tariff of the Intercolonial, and the political consequences, the disadvantages to us and the advantages to them would be so important that no Government would think of undertaking it."

In that paragraph lies the secret of the impracticability of Government ownership of railways in Canada. Mr. Blair told the simple truth. Political exigency is too strong for either party to operate so great an undertaking in the interest of the public and in that interest alone.

The pressure is overwhelming. A train service between two small unimportant points bi-daily is found to be making a loss, and the management reduces the service to a daily one. At once comes a big petition from each of the towns affected, and reading between the lines the member to whom they are sent sees his

political death-warrant, if the old plan of operation is not restored. He goes to his Minister, a Minister who ceases to be one the minute he loses a majority of these same imploring, beseeching members, and has a plain talk. The bi-daily service is restored. We may have stated the case too harshly, but not very much so, we feel sure, and the fault is not confined to one party, for in politics as in life, "self preservation is the first law of nature." And a very potent law it is.

The further argument with which Mr. Blair bolstered his assertion that rates on the I.C.R. could not be increased, was that from almost all points this road, following as it does the coast line for so many miles of its course, was subject to keen water competition, and that a raising of tolls would surely be followed by a loss of business, which would make the latter state of affairs even worse than the present. With this, of course, in the general discussion of further extension of Government ownership, we have nothing to do, but we state it in justice to the Minister to acquit himself somewhat of the charge that he is governed entirely by the political exigencies of the case. If the Government undertook to own and operate a new line, a proper selection of the route would perhaps free it from many of the disadvantages under which the I.C.R. labors. It would not need to be so circuitous. It would not come in competition with water carriage to the same extent, while, at the same time it would, as in the case of the I.C.R., have long fruitless tracks through which to pass before the older provinces were finally connected with the prairies of the West.

The "political exigency" argument still remains, and, unfortunately, it alone is strong enough, in face of Intercolonial experience, to make the average man shudder at the idea of the extension of a system which has thus far cost this country so dear.

A larger party of members on both sides of the House are advocating the

SELL CLUB COFFEE

A delicious blend of JAVA and MOCHA,
PUT UP IN 1-LB. AND 2-LB. TINS.
It is sure to please your customers.

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Telephone Bell Main 65
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TELEPHONE MAIN 686.

Telephone orders receive prompt attention.

SOCIAL DOLLAR TEA.

DO YOU SELL? DO YOU USE?

Social Teas, Social Coffees, Social Cocoas,
Social Baking Powders, Social Breakfast Foods.

OUR NEW LINE — **Social Dollar Tea.**

To introduce Social Dollar Tea we will authorize, for 6 months, the trade to sell Social Dollar Tea at 75c. per pound.
The finest Tea packed in the British Dominions.

SOCIAL TEA CO., HAMILTON and TORONTO.

SOCIAL DOLLAR TEA.

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BRAND'S ESSENCE OF BEEF FOR INVALIDS.

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204 Board of Trade, - Montreal.

SOLE MANUFACTURERS

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

Grimble's

PURE MALT



Vinegar

Brewery: London, England.

Agent :

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

This
Is
No
Fish
Story

A TRADE BUILDER CROWN BLEND CEYLON TEA

1-lb. and ½-lb. pkts, 25, 40 and 50 cts.

Once used always used.

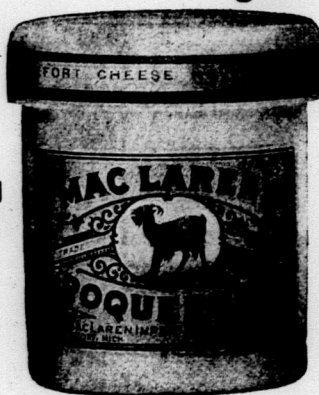
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ARE YOU NOT TIRED OF HAVING IMITATIONS OF OUR JARS AND LABELS SHOVED ON YOU WITH THE CHESTNUT EXPRESSIONS "JUST AS GOOD AS" AND "WE GIVE YOU A BETTER DISCOUNT THAN YOU GET ON MACLAREN'S IMPERIAL"—THE RESULT (IF YOU BITE) IS DEAD STOCK ON YOUR SHELVES, AND YOUR CUSTOMERS DISPLEASED.

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



construction of the new road as far as Winnipeg by the Government, and the leasing of wheelage rights over it to any road requiring the same. The argument is used that this would give a control of freight rates, just as the Erie Canal, while not in itself a paying investment, has paid the Americans for its construction in the way in which it has kept down the tolls of the railroads. Many opposed to this scheme fear the opening of the door to corrupt bargains, which the expenditure of such a large sum of public money would more or less mean, and these point out that terms could be made in any contract entered into with a state-aided road by which other lines would have running rights over it, and the Government would retain the right of controlling the rates, or at least of fixing a maximum tariff from time to time. The expectation is pretty general that what will happen is the granting of aid of some kind to some road upon conditions.

Against the assistance taking the form in whole or in part of a land grant, there seems to be so strong a feeling that that is practically out of the question. Why this is so among eastern men it is hard to say, unless they have allowed themselves to be stamped by the arguments of certain excitable journals, and of the men from the West. Older Canada bought the West and paid for it. It is the West that will most largely benefit by the building of the road, though we admit a measure of mutual advantage, and to give some land now perfectly valueless to make the balance valuable would seem good reason and good business. A certain time might be limited within which the road would be obliged to dispose of those lands; a certain maximum price per acre might be fixed; regulations as to taxation for school and other purposes could be framed. In a word, profiting by our experiences of land grants in the past we might so make our new conditions as to reap the advantages without entailing the old evils. A large

THE CANADIAN GROCER

part of any new line built to the West must of necessity pass through Ontario. Would any one be found to say that that Province, should it be forced to supplement Dominion aid, would not be better advised in giving, say, 4,000 acres per mile in the wild and unexplored part of New Ontario, than in handing over a cash subsidy of even \$2,000 per mile? Yes, there will be found many to say so, but their arguments are surely ill founded.

* * *

It is quite amusing to hear certain members say, I would give them this, that, or the other thing, and not another farthing. Does it occur to these



"Upton's"

ON A MARMALADE LABEL IS THE HALL MARK WHICH STAMPS IT AS A PURE PRODUCT. DOES NOT STAY ON YOUR SHELF LONG.



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

SELLING AGENTS,
TORONTO.

honorable gentlemen that there are always two sides to a bargain, and that what we might be only too glad to give the other parties might refuse with scorn? We want this new road, we want it badly, and we want it now. We want it not for commercial interests only, but for political objects of the highest import, none less than to bind the East to the West past the possibility of a severance.

* * *

Consider the large and rapid influx of Americans in the new land, and ask yourself if this is any time to trifle, to allow trade to find channels south from that land of promise, instead of east, to perpetuate the American feeling with which our friends naturally come to us, and which it is the part of statesmanship to convert into strong Canadianism. Let us in all conscience make the best bargain we can, but for heaven's sake let us make our bargain, and make it now. Better far even to sacrifice a few millions to get this great enterprise under way, than to delay it in a carping spirit at the cost of the establishment of American trade channels from our West while we are sitting timidly counting the cost, channels once established hard to destroy, and let us have a care less the converse of the proposition that "Trade follows the flag" come upon us, and we find too late that the flag has followed trade to its effacement.

* * *

I have said let us make the best bargain we can. There is no reason why a good one should not be struck. We have the Mackenzie & Mann system as a bidder, a system now an established fact, and a credit to the enterprise of those clever Canadian gentlemen who have made it what it is. We have the Grand Trunk ready and anxious to undertake the work, and we have the Trans Canada, which, if at present not as financially strong as the other two, could yet very well undertake the task and find the capital if the necessary Government assistance were forthcoming.

* * *

The path of the Government in this matter is by no means an easy one, and the people of the country, irrespective of parties, should strengthen its hands by the suppression of sectionalism and the upbuilding of a broad Canadian sentiment which will uphold whatever can be justified as in the interests of this land as a whole, independent of its particular effect upon any locality.

FLOUR STANDARDS.

At last the millers have succeeded in having their wishes fulfilled regarding the Flour Standard Board, which was abolished last year. For some months there has been an agitation for the re-

establishment of this board, because the millers found it rather difficult to judge the value of flour without some standard. An order-in-council has been issued reinstating this Flour Standard Board, and a meeting will be held in Montreal before June 15 to select standard samples of flour. The members are Messrs. H. W. Raphael, Montreal, chairman; A. E. Gagnon, Montreal; Wm. Brodie, Quebec; J. L. Spink, Toronto; Wm. G. Bailey, Hamilton; Robt. Noble, of the Dominion Millers' Association, and Mr. Hadrill, secretary of the Montreal Board of Trade, acting as secretary.

PRODUCE AND PROVISIONS

and Cold Storage News.

tras; assistant treasurer, Ferdinand Leroux. All the foregoing were re-elected, and the following are new officers: Corresponding secretary, Ferdinand Bayard; directors, Narcisse Pageau and Cleophas Desjardins. Auditors, Jos. Villeneuve, Stanislaus Jeannotte and Arthur Leduc.

Resolutions of condolence were passed on the death of Mr. Alfred Pare, one of the members of the Association, who died on May 19.

The Butchers' Association will soon enter upon the twentieth year of its existence, having been incorporated on June 19, 1884.

AGAINST MUNICIPAL COLD STORAGE.

IN last week's issue it was stated that the Toronto City Council had referred the matter of the cold storage in St. Lawrence market back to the Board of Control for reconsideration.

The board held a meeting and arrived at the same conclusion as before.

"We don't need a cold storage system there at all," said Controller Oliver. "A private individual might make it pay, but the city never could."

Controller Burns, however, was not of the same opinion. He thought that it would not pay any one because the space left for the plant is not of a suitable shape.

"I'm willing to come out flat-footed and say that the city should not go into the business at the present time," said Controller Oliver.

A motion to that effect was made by him and was carried.

This decision was submitted to the City Council at the meeting on June 2. After some discussion it was proposed that the board's report be struck out, but the motion was defeated.

Then followed a long and animated discussion. One alderman said that there was an ice trust being formed which would increase the cost of cold storage. This idea was, however, flouted by some of the others. Ald. Noble thought that the figures submitted by the Toronto Cold Storage Company, representing the cost of running their plant, were exaggerated, and he defied the company to prove that they spent \$13,000 in operating the plant. It was the prevailing opinion that the Board of Control had not gone to the bottom of the question.

It was finally decided to send the question back to the board for further consideration.

A FAILURE.

THE Pakenham Pork Packing Co., Limited, Stouffville, has decided to go into voluntary liquidation; and R. Osler Wade has been appointed liquidator.

The Pakenham factory was converted into a joint stock company, with a share capital of \$200,000. A large number of farmers subscribed to the stock, but only a few of them paid up when called upon. As a result the company issued a number of writs against farmers to compel them to pay for their shares. The farmers against whom the writs were issued have retaliated by filing writs asking for a cancellation of their stock. The accumulation of troubles has caused the company to go into voluntary liquidation.

From all appearances it cannot be denied that the farmers' co-operative packing scheme has been a failure. The one started at Palmerston was a failure; the losses from the first year's operations amounted to \$42,737. The directors of the Brantford one are now seeking to borrow money to carry on the business. The loss occasioned by last year's operations amounted to \$51,066.

One of the reasons that these co-operation schemes have failed is that the farmers interested have been more anxious to look after Number One than after the company as a whole. As individuals they sought to sell their hogs to the company at the highest price, while as shareholders nothing short of the prevailing top price for the finished product would satisfy them.

GRADING OF DAIRY PRODUCE.

A conference was held Tuesday afternoon between members of the Montreal Produce Merchants' Association and a number of cheese and butter buyers and makers of Quebec and Ontario. The meeting, which took place in the council chamber of the Board of Trade building, was called by Professor Ruddick, of the Dominion Department of Agriculture, for the purpose of calling attention to the

and if the shipment is going far, each bird should be wrapped in the paper. This prevents the chickens bruising each other, and checks decomposition to a considerable extent.

THE BUTCHERS' ASSOCIATION

THE Montreal butchers held their regular meeting on May 26, when the election of officers for the ensuing six months took place. Most of the old officers were retained, the exceptions being the auditors and directors. The following are now the officers of the association: President, Alfred Leduc; 1st vice president, Jean Lamoureux; 2nd vice president, Joseph Courville; secretary, L. E. Trudeau; assistant secretary, Ephrem Renaud; treasurer, Hermas Poi-

DAIRY PRODUCE AND PROVISIONS

The Canadian Grocer

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company,

Codes Used
A.B.C.
LIEBERS
PRIVATE.

LIMITED.

Charlottetown, P.E.I. Canada



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

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

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

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


SEND FOR PRICE LISTS.

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

F. W. FEARMAN CO.

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Hamilton, - Ontario.

Pork Packers and
Lard Refiners. 

Dealers in



HAMS

BACON

LARD

CHEESE

BUTTER EGGS

ESTABLISHED 1852.

Mess Pork, Short Cut Pork, Plate Beef.

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

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

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

necessity of a higher and more uniform standard in making and handling those products.

Professor Ruddick occupied the chair. There were about one hundred gentlemen present, a fair proportion of whom were from the Eastern Townships. The Government inspectors for Quebec and Ontario were also present.

The session was chiefly devoted to a discussion of a list of requirements drawn up by the local Produce Merchants' Association, necessary in order that cheese or butter might be classed as "finest."

Professor Ruddick pointed out the steps that were taken by his Department and by the two Provincial Governments to bring about a more general system of inspecting cheese and butter before it was placed on the market. If Canadian cheese and butter were to hold a high place on the British markets a steady improvement was necessary.

The dairying industry was making rapid advancement in Denmark and Russia, and Canada had to keep abreast.

H. S. Foster, of Knowlton, president of the District of Bedford Dairymen's Association, complained that the buyers in the larger centres, particularly in Montreal, did not give any extra consideration to offerings of butter and cheese which were first-class in every particular over offerings of a poorer grade. He claimed that the superior quality should be recognized, and the makers encouraged, by its drawing a higher price on the market. If a factory went to extra expense and trouble to turn out a fine grade of cheese or butter, that product should command a higher price. A system of inspection has been installed in the Cowansville district as far back as 1885. Last year the Ontario Government took the matter up in that province, and now there was a regular system of inspection of dairy products in both provinces.

Among the other speakers who spoke were: R. M. Ballantyne, A. J. Hodgson and A. Ayer, of the local Merchants' Produce Association; Inspector Publow and Barr, of Ontario, and Z. S. Laurence, of Shefford, a practical maker. All the speakers emphasized the necessity of a more uniform standard in manufacture, and more care in the packing and shipping of the goods to market. There was practical unanimity among both buyers and makers in accepting the following definition of terms, both in butter and cheese:

Butter—Finest creamery butter shall be butter made in a creamery under the system known as the centrifugal or separator process.

Flavor—Sweet, clean and fresh.

DAIRY PRODUCE AND PROVISIONS

Body—Good and uniform and not loose made or watery; must contain less than 16 per cent. moisture to conform to the law in England. With proper care none of our Canadian butter should contain more than 13 per cent. moisture.

Color—Even and uniform; should be straw colored or pale, but not white or lardy.

Salt—Must not be over 3 per cent., unless specially arranged for.

Package—Boxes must be strong, well made, of well-seasoned wood, properly paraffined; of the uniform capacity of 56 lb., clean and in good condition for shipping. When hooks are used, four hooks in each box. Tubs must be strong, neat and of uniform size. Pure vegetable parchment paper of not less than 40 lb. to the ream must be used for lining all packages.

Cheese—Flavor, clean and pure.

Body—Close, good and well cured.

Texture—Silky, solid and meaty.

Color—Good and uniform.

Finish—Of good shape and fairly uniform in size, neat in finish, with good rinds and clean surfaces.

Boxes—Must be strong and close fitting.

THE PROVISION MARKETS.

TORONTO.

The market is very active at present. There is a good demand in all lines. Short cut pork has dropped in price 25c. per bbl. Shoulder mess pork is also somewhat easier; it is quoted this week at \$18 to \$19 per bbl. Lard has dropped slightly in price; in tubs it is 1/4c. easier, and in pails it has also dropped 1/4c. Otherwise prices remain firm at last week's quotations. We quote:

Long clear bacon, per lb.	\$0 10	\$0 10 1/2
Smoked breakfast bacon, per lb.	0 14	0 15
Roll bacon, per lb.	0 11 1/2	0 12
Medium hams, per lb.	0 13	0 13 1/2
Large hams, per lb.	0 12	0 12 1/2
Shoulder hams, per lb.	0 11	0 11 1/2
Backs, per lb.	0 14	0 15
Heavy mess pork, per bbl.	21 00	21 25
Short cut, per bbl.	18 00	19 00
Shoulder mess pork, per bbl.	18 00	19 00
Lard, tierces, per lb.	0 08	0 09
" tubs "	0 11	0 11 1/2
" pails "	0 11	0 11 1/2
" compounds, per lb.	0 08 1/2	0 09 1/2
Dressed hogs, light weights, per 100 lb.	8 50	9 00
" heavy "	7 50	7 75
Plate beef, per 200 lb. bbl.	15 00	15 00
Small butchers' hogs	8 00	8 25
Beef, hind quarters	7 00	7 00
" front quarters	5 00	6 00
" choice carcasses	6 00	7 25
" medium "	5 50	6 50
" common "	5 00	5 50
Mutton	7 00	9 00
Lamb	9 00	11 5
Veal	8 00	9 50

MONTREAL.

The market for hog products has been somewhat easier all around in sympathy with the lower price of hogs. Heavy Canada short cut mess pork has been turned over at \$21 to \$23. Lard meets a fairly good inquiry and prices for round lots have been shaded, both for pure lard and compound. There is a good local inquiry for smoked meats. We quote:

Heavy Canadian short cut mess pork	\$22 00	\$23 00
Light Canadian short cut clear pork	21 00	22 00
Canadian short cut back pork	21 50	22 50
American short cut clear pork	23 00	23 50
American fat back pork	23 50	24 00
Hams, per lb.	0 12	0 13

Bacon, per lb.	0 14	0 15
Extra plate beef, per bbl.	14 50	15 00
Pure Canadian lard, in tubs, per lb.	0 10 1/2	0 11 1/2
" " " pails, per lb.	0 11 1/2	0 12 1/2
" " " cases, per lb.	0 12 1/2	0 13 1/2
Fairbank's "Boar's Head" lard compound, 8 1/2c. tierce basis, with extras as follows:		
60-lb. tubs, over tierce	0 00 1/2	0 00 1/2
20-lb. wood pails	0 00 1/2	0 00 1/2
10-lb. tins	0 00 1/2	0 00 1/2
5-lb. tins	0 00 1/2	0 00 1/2
3-lb. tins	0 01	0 01

Dressed hogs—Fresh-killed rule easy at \$8.50 to \$8.75 per 100 lb.

ST. JOHN, N.B.

In barrelled pork, if there is any change, prices are easier. There is still considerable domestic sold, particularly mess pork. Beef is unchanged and is only in light sale. In lard there is fair demand at even prices. Refined lard is rather higher. In beef receipts are quite free and prices easy. Mutton and veal are low. Lamb is still high and tends lower. Pork is unchanged. We quote:

Mess pork, per bbl.	\$21 50	\$22 50
Clear pork "	22 50	25 00
Plate beef "	15 00	16 00
Mess beef "	12 50	13 00
Domestic beef, per lb.	0 06	0 07 1/2
Western beef "	0 08	0 09
Mutton "	0 08	0 09
Veal "	4	0 07
Pork "	0 07 1/2	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs "	0 11	0 12 1/2
" " pails "	0 11 1/2	0 11 1/2
" compound, tubs, per lb.	0 09	0 09 1/2
" " pails "	0 09 1/2	0 09 1/2
" Fairbank's refined, tubs, per lb.	0 09 1/2	0 10
" " pails "	0 10	0 10 1/2

Mr. Leak, Canadian manager for the N. K. Fairbank Co., was in the city this week. Their "Boar's Head" lard is in future to be sold on card prices. The larger dealers have signed the agreement, which is not for increasing the price to the retailer, but to prevent the cutting of prices by the jobber.

DAIRY PRODUCE.

TORONTO.

BUTTER—Receipts of butter continue very large, and the market is slightly weaker with a further decline in view. The price of butter on the British market is very low, and as the markets in Canada are high there was practically no butter shipped to Great Britain during the past week. The demand for Canadian butter even at the price now ruling on the British market is poor for the reason that the Canadian butter is not grass butter, while that supplied by the Danish is. The first grass butter made its appearance on the Toronto market last week, and since then has been coming in very freely. Creamery receipts have not been so large during the past week as they were during the previous one. There were very few receipts of dairy rolls on account of the unsuccessful shipments the week before. Dealers are wanting butter of uniform color, packed in tubs or boxes, for export. Mr. King, of The King, Darrell, Walker Co., Limited,

—absolute purity

is guaranteed
to your customers
in

**GILLETT'S
Cream Tartar**

Every time you make a sale of
Gillett's Cream Tartar you
please your customer and make
a friend.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London,
Eng.

TORONTO, ONT.

Chicago,
Ill.

When you have any

**BUTTER
OR EGGS**

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

McMechen's

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

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

Oyster Tomato Catsup, Pints.

English Sandwich Mustard.

Chili Sauce, Pints.

Stuffed Olives, 10 oz.

Salad Dressing, Pints and Half-Pints.

Old Virginia Tobasco Sauce.

Horse Radish and Mustard.

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

JAMES TURNER & CO.

Wholesale Agents,

HAMILTON, ONT.

says that if shippers, when packing their store butter, would take extra care in selecting color and quality they would find a ready market for uniform packages for export trade, and that the heavy losses storekeepers complain of in handling butter would be reduced to a minimum. Creamery prints have been quoted as low as 19c. this week and creamery solids have dropped 1c. As yet dairy butter remains at last week's quotations, but there may be a weakening very soon. We quote:

	Per lb.	
Creamery prints.....	0 19	0 21
" solids, fresh.....	0 18	0 18
Dairy rolls, large.....	0 14	0 15
" prints.....	0 16	0 17
" in tubs.....	0 14	0 15

CHEESE—The cheese market is much weaker this week. On the Ingersoll cheese board on May 26 there was some cheese sold for 10 $\frac{3}{4}$ c., while the highest price paid in any board was 11 $\frac{1}{4}$ c. This, of course, has the effect of bringing down prices on the local market. Large cheese have fallen $\frac{1}{2}$ c. per lb., and twins have dropped $\frac{3}{4}$ to 1c. per lb. The decline in the market will in all probability have a tendency to increase the exports to the British market. The demand for Canadian cheese is good there, the high prices being the only objectionable feature. Now that the decline the exporters have been looking for has come, we may expect to see an increased export trade. We quote:

	Per lb.	
Cheese, large, new.....	0 11	0 11 $\frac{1}{2}$
twins, new.....	0 11	0 11 $\frac{1}{2}$

MONTREAL.

CHEESE—The cheese market was quiet at the decline, and with a holiday in England shippers had no cable intelligence to worry over. At the wharf Monday morning the offerings were only 3,000 boxes, a shrinkage from those of last week, which some interpret as a visible effect of the drouth. They sold at 10 $\frac{3}{8}$ c. to 10 $\frac{1}{2}$ c., a decline of $\frac{1}{2}$ c. to $\frac{3}{8}$ c. per lb. on last Monday's level. Transactions were put through on spot at 10 $\frac{5}{8}$ c. for eastern makes, but there were no dealings in Ontario cheese, which were nominally quoted at 11c., but there have been offerings of A1 factory for forward delivery this week at 10 $\frac{3}{4}$ c.

BUTTER—The butter market was quiet, with no change in prices, despite the high figures paid at country points on Saturday. The range here is 18c. to 18 $\frac{1}{2}$ c. as to quality, and at the wharf 300 pkgs. were turned over by factorymen at 18 $\frac{1}{4}$ c., which is a decline of $\frac{1}{4}$ c. on last week's level.

ST. JOHN, N.B.

BUTTER—The demand is good, particularly for best grade. The season is very

DAIRY PRODUCE AND PROVISIONS

dry and receipts have been light. Prices tend rather firmer. Except creamery it is difficult to get extra quality.

EGGS—Receipts not large, as at largest shipping points dealers are preserving stock. Quality of stock is good. Prices are unchanged. Steady sale.

CHEESE—The demand is for small cheese, chiefly twins. Prices tend lower and dealers buy lightly. Domestic supply the market and are offered quite freely. We quote.

Butter, creamery prints, per lb.....	0 24	0 25
" creamery solids (fresh made), per lb.....	0 22	0 24
" prints.....	0 20	0 22
" tubs.....	0 14	0 16
" tubs, selected, per lb.....	0 18	0 20
Eggs, new laid, per doz.....	0 16	0 18
case stock, per doz.....	0 13	0 14
Cheese, per lb.....	0 12 $\frac{1}{2}$	0 13

NOTES OF THE PROVISION TRADE.

WICKER & SMITH, butchers, London, Ont., have dissolved partnership, and Wicker is continuing the business.

I. Fader, butcher, Vancouver, B.C., is dead.

Guerin & Fils, butchers, Montreal, have been registered.

Greenway & Blakeston, butchers, Oak River, Man., have dissolved.

Oullette & Perrault, have been registered as cheesemakers in St. Norbert, Que.

The assets of the butcher business of Naz. Dufort, Montreal, are to be sold.

W. C. Bowen, butcher, Carievale, N.W.T., has been succeeded by T. Oakley.

Hough Bros., butchers, Port Stanley, Ont., have sold their business to Charles Stanton.

The D. Wade & Co., Limited., pork packers, Leduc, N.W.T., have been incorporated.

The Cardigan cheese factory, near Charlottetown, P.E.I., has opened up for this season's work.

A meeting of the creditors of Nazaire Dufort, butcher, Montreal, was held on May 27.

S. James Secord, butcher, Leamington, Ont., has assigned to Wm. Irwin. A meeting of the creditors was held on June 3.

The annual inspection of dairies in the Stratford district was made recently by Dr. J. R. Robertson and Health Inspector Durst.

Angus McLellan, former manager of the St. George's cheese factory, now has control of the Cardigan factory, and John MacDonald Orwall is now manager at St. George's.

Six carloads of live stock valued at \$10,000 have recently been shipped by the Live Stock Association, Toronto, to British Columbia.

The cheese maker for the Alberton factory, P.E.I., will, this season, be Robert Weeks. The first assistant will be Mr. Burke, from Alma, P.E.I.

It is expected that the new butter factory at Launching, P.E.I., will be completed very soon. The factory is of the latest improved kind and will have a capacity of 1,000 lb. of milk per day.

Robert Manson, a retired butcher, living on Heward Ave., Toronto, committed suicide on May 29th by cutting his throat with a razor. Financial troubles are said to have been responsible for this act on Mr. Manson's part.

Wm. Newett, who has carried on a butchering business in Dundas, Ont., for nearly twenty years, is dead. The deceased was 74 years of age, and had retired 18 years ago.

The contracts for the new dairy building, which is to cost about \$14,000, in the Toronto Exhibition grounds, have been let, and the building will be completed for the Dominion Exhibition this year. To complete this building on time it will require some hustling on the part of the builders.

Another meeting of the Wholesale Egg Dealers' Association of Canada has been held, and it has been decided to drop the scheme to equalize the buying prices of eggs. The reason for this decision is that a certain firm, whose export trade in eggs is very large, decided to drop out of the association, and the rest of the dealers felt that they could not go on with the matter unless this firm were with them.

A party of Frenchmen from Paris, who intended to establish a cheese factory for manufacturing French cheese and carrying on a general dairy business, say that they had been swindled by their agents, who took \$40,000 of their money and gave in return nothing but a few acres of hay land at St. Norbert, Man. It is likely they will return to France.

A co-operative creamery has been successfully floated on Salt Spring Island, says The Victoria Times. It is proposed to go on at once with the building and get the creamery running as soon as possible. The following is a list of officers: President, H. W. Bullock; vice-president, G. Scott; directors, S. T. Conery, W. E. Scott; Edward Walters, treasurer; E. Lee, J. R. P. Leigh, J. Horrel, J. Harrison; secretary, H. O. Allen. The site of the creamery is at Ganges Harbor.

There is to be a creamery established at Redwick, Ont., to be known as the Rock Haven Creamery. The creamery is to be a thoroughly up-to-date one and will be in operation early in June. Chas. A. Metcalfe, a graduate of the Ontario Agricultural College at Guelph, is the proprietor and manager. Mr. Metcalfe has had considerable experience in butter making, having been assistant manager of the Sheffield Creamery. It is expected that the venture will be a financial success, and will be a great benefit to the farmers of the surrounding district.

We Never Give Advice

as to when to buy, nor as to how the market is likely to go, because we make mistakes like everyone else, but we never have any hesitation in advising you to sell ST. LAWRENCE if you want to sell the best sugars and please your customers.

St. Lawrence Extra Granulated

by pleasing your customers will bring them back to you for repeat orders.

The St. Lawrence Sugar Refining Co.,
Limited,

MONTREAL.



ONTARIO.

THE John King Co., Limited, and The W. H. Whalen Co., both grain firms in Fort William, have amalgamated. The new firm name will be The King, Whalen Co., Limited, and W. H. Whalen will be manager.

An agreement has been signed by all grocers in Woodstock to close their stores at 1 o'clock every Wednesday during June, July and August. The Woodstock grocers have made a good move. Will the grocers of other cities follow their example?

G. E. Fair's grocery store, Collingwood, suffered damage to the extent of \$75 by fire on May 26.

A disastrous fire occurred in St. Mary's on May 25. Fire started in the upper storey of the building occupied by A. Beattie, grocery and dry goods merchant, and before it could be extinguished considerable damage had been done the stock although the building escaped with slight damage. The stock is only partially covered by insurance.

QUEBEC.

Edmond Labrie, Levis, and Theodule Labrie, Quebec, have started a commission business in Quebec under the name of Labrie & Labrie.

The Dominion Government has issued instructions that four cruisers and six patrol boats be dispatched to cruise in the vicinity of the Maritime Provinces to protect the fishing industries against the aggression of American schooners within the mile limit.

The Ogilvie Flour Mills Co. have made charters for nearly 2,000,000 bushels of No. 1 hard Manitoba wheat to load at Fort William and come to Montreal via all-water route.

BRITISH COLUMBIA.

A. J. Larsen, New Westminster, has removed his grocery stock back to his old stand on McKenzie street.

E. J. Wall, of the grocery business lately carried on by Erskine, Wall & Co., Victoria, has been appointed manager of the Windsor Grocery Co.

R. W. Riddell, book-keeper for the Saunders Grocery Co., Victoria, has purchased the stock, book-debts and business of Erskine, Wall & Co.

There is talk of the Fraser river fishermen going on strike. Who next?

NEW BRUNSWICK.

Aaron Armstrong who has carried on a wholesale fruit business in St. John for some years, is dead. He was 84 years of age. He is survived by an only son, F. H. Armstrong, marine superintendent of the Dominion Atlantic Railway, Kentville.

E. B. Colwell, who carried on a wholesale fish business in St. John, recently died from paralysis. The deceased had been suffering since December.

MANITOBA.

Ramsay & Philip have opened a flour and feed store in Winnipeg.

Work has been commenced on the foundation of Foley, Locke & Larson's large wholesale warehouse in Winnipeg.

The Wm. Paterson & Son Co., Limited, Brantford, Ont., wholesale biscuit and confectionery manufacturers, have established a branch of their business at Winnipeg. D. McPhail will be residing manager.

NORTHWEST TERRITORIES.

Dempsey & Co., Edmonton, have opened a fruit and confectionery store.

McHugh & Christensen, grain dealers, Moose Jaw, are building a new elevator at Yellow Grass.

The northern elevator, Gainsboro, was destroyed by fire, 4,000 bushels of wheat going up in smoke with it.

The James Turner Co., wholesale grocers, Hamilton, Ont., are thinking of establishing a branch of their business in Regina.

PRESERVATION OF EGGS.

THE CANADIAN GROCER subscriber writing for a receipt for the preservation of eggs may have his want supplied out of one of the following methods. These receipts have been tested by the Ontario Agricultural College and found to be very good.

No. 1. A solution composed of one part water glass (sodium silicate) and five parts water that has been previously boiled. This is a very strong solution, and unless an egg is absolutely fresh it will not sink in it.

The eggs preserved in this solution were found to be of fairly good flavor and all were well preserved.

No. 2. Same as No. 1, except that eight instead of five parts of water are used.

This is a good preservative where it is desired to keep summer eggs for winter use.

No. 3. A lime solution made as follows: two pounds of fresh lime are slacked in a pail and a pint of salt is added thereto. After mixing, the contents of the pail are put into a tub containing four gallons of water. This is well stirred and left to settle. Then it is stirred thoroughly the second time and left to settle; after which the clear liquid is poured over the eggs, which have been placed in a crock or tub. Only the clear liquid is to be used.

Eggs thus treated are found to be well preserved.

Eggs for preservation should be treated as soon as possible after they are laid, but not until they have been cooled. It is recognized that an egg twenty-four hours old is superior to, and has greater food value than one a week old. Consequently, if when placed in the preserving medium the egg has depreciated to this extent, the final result cannot be as satisfactory as under the former conditions. It is therefore desirable that preservation should be as near to the point of production as possible.

Eggs should not be treated in a warm place, and the lime water solution should be quite cold before the eggs are placed in it.

Eggs from hens fed chiefly upon grain, and with full liberty, are likely to keep better than those laid by fowls in confined runs.

The general experience has been that infertile eggs keep in good condition longer than those which contain a living germ. Probably this is less apparent when eggs are preserved at a low temperature.

The solution in which the eggs are preserved should be kept in a cool place, at a temperature of not less than 33 degrees Fahrenheit nor more than 45 degrees. The best months for preserving are March, April, May and June. It has been found in many cases that summer eggs do not keep nearly so well as those laid before the hot days.

ILLEGAL FISHING.

About 1,000 fish under the size allowed to be caught by law were seized last week by Quebec Government officials. Some of the fishermen are old offenders, and legal action will be taken against them in the authorities' determination to put a stop to their unlawful fishing operations. The seized fish were caught in La Baie St. Francis, Yamaska county, and part of them were given to the poor, the rest sold for the Government.

THE CANADIAN GROCER

THE OLD RELIABLE

ROYAL



**BAKING
POWDER**

Absolutely Pure.

***No Grocer can afford to be without a
full stock of ROYAL BAKING POWDER***

THERE IS NO SUBSTITUTE

BEET SUGAR PROFITS IN CALIFORNIA.

A CITIZEN of Los Angeles who is interested in the beet sugar industry recently collected, at an expenditure of much time and some money, a mass of interesting statistics in regard to the industry. Most of the figures come down to about two years ago, though some of them are brought down to the end of last year.

Detailed statistics are given, showing the sworn reports of various American beet sugar factories. The average season's profit per factory, two years ago, is given as follows: In California, \$176,750; elsewhere in the United States, \$102,900, and in Michigan, \$6,825. The reason for the remarkable difference in the figures for the Michigan factories is not given, but it is hinted that they may have encountered trouble in the shape of what is known as "false sugar," which sometimes crops out in factories where the plants are not altogether perfect.

It will be noted that Californian factories show returns about 75 per cent. greater than those in other parts of the United States. This may be partly explained by the fact that we have in California the largest factories in the country, at Crockett, Oxnard and Salinas. It is a fact, however, proved by statistics, that the beet in California gives a greater percentage of saccharine matter than in any other section of the country, owing to the fact that we have in this State so many days of sunshine, upon which the beet depends for the development of its sugar.

For instance, another table shows the yield of sugar, per ton of beets, in pounds, to have been 232 pounds in California and 190 in other States, making a difference in value, at 5c. per pound, of \$2.11 per ton of beets, the cost of producing being the same in both cases. The report says:

"In California, with cheap, home-produced crude oil in universal use for sugar factory fuel, with beets assured at a lower price, and a higher percentage of both sugar and purity, with a higher market for the product, and with a season from 50 to 100 per cent. longer than the eastern season, none of which advantages has been taken into account in the above, this State certainly offers a field for the investment of capital in the sugar industry which is not to be found in the Eastern States."

The average cost of producing sugar in various factories is given at a little less than 3½c. per pound, while it is stated that one of the newer factories produced sugar recently at an average cost of a fraction less than 3c. per pound.

Reference is made in this report to the exceptional advantages offered for the growing of sugar beets and the manufac-

ture of sugar in the Colorado delta. From a careful investigation of local conditions on the Blythe ranch, on the Colorado river, the conclusion is arrived at that the purity and sugar contents of the beet will unquestionably be very high — the former 88 to 95 per cent., and the latter 16 to 21 per cent., with a probable average of not less than 18 per cent. Sugar beets have already been grown near Yuma which analyzed 21 per cent. sugar. This is about as high as anything that has ever been reported in California, although it has been stated that a few beets grown on the Oxnard factory in Ventura county last season, went a little over 25 per cent., or more than one-fourth sugar. — Los Angeles (Cal.) Times.

NEW WINE AND LIQUOR FIRM.

B. O. BELAND, who for the past 20 years has been engaged in the wine and liquor business, has opened an office and warehouse at 26 Lemoine street, Montreal, where he will have in stock a choice line of wines, liqueurs, perfumes, etc.

Mr. Beland has been travelling for the past four years in France, Spain, England, Scotland, Russia and Holland securing agencies and studying what brands would best suit the requirements of the Canadian trade. That he has been successful in his endeavors is evident from the fact of his obtaining the following splendid agencies: Herman Jansen, Schiedam, Holland, pure Holland gin, made under control of the Government of Holland, and the city of Schiedam; Jacques Nicot & Cie., Cognac, brandies in XXX, V.O., V.S.O.P., and Great Reserve, 52 years old; Leon Chandon, Reims, champagnes, 1st quality and regal, and the celebrated rum, St. Antoine, Martinique, Jamaïque; G. Hartmann & Co., Charenton, France, Kirsh Vieux and Marc Vieux whiskeys; also the famous "Excelsior Quina," a tonic wine of great excellence. This "Quina," the composing of which is a mixing of kola and cocoa, is based on Kalisaya Quina and old generous wines (the electrified oxygen or ozone is to revivify the weakened organs and cicatrize the mucous membranes). It is a refreshing drink and may be taken at any time in water, or pure before meals. It is prepared and bottled by Massardier & Granjon, St. Etienne, France.

In Spanish wines he has sherris, ports, madeira, malaga, ximenz; also, the celebrated Tentilla wine in bulk and case. In liqueurs, Liqueur D'Or, Vanilla, Chartreuse, Curacao, Anisette, apricot brandy, Monastine, etc.; also, clarets, burgundies, and a large stock of fine perfumes, fancy soap, etc., which should appeal to the trade of Canada.

HINTS TO BUYERS.

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

ANOTHER shipment from Glasgow of Rowat & Co.'s pickles, including 10-oz. mixed and assorted for a 10c. line; also, fancy cruet bottle, to retail at 15c. will be in store with Grocers' Wholesale Co., Limited, Hamilton, Ont., within a few days.

Grocers' Wholesale Co., Limited, Hamilton, Ont., report that they have a bargain to offer in rice.

New Brazil nuts, the first of the season, are in store with The Eby, Blain Company, Limited, Toronto.

The Dominion Molasses Co., Limited, Halifax, N.S., have received their first cargo of the new crop of Barbados molasses. The trade should inquire for prices.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, Ont., report the arrival of a large quantity of finest off-stalk Valencia raisins, which they are offering at special price.

The Eby, Blain Co., Limited, Toronto, passed into store this week another shipment of uncolored green Ceylon teas. Intending buyers will do well to get samples and quotations.

It will pay you to communicate with The R. & J. H. Simpson Co., Guelph, Ont., if you require anything in canned fruits or vegetables.

A shipment of imported Patna rice arrived last week for H. P. Eckardt & Company.

The R. & J. H. Simpson Co., Guelph, Ont., make a specialty of teas, and have some large consignments on the way which show exceptional value.

H. P. Eckardt & Co. report a good business doing in Trinidad raw sugar.

New season's pack of domestic sardines are in store with The Eby, Blain Company, Limited, Toronto.

"Lettuce" brand salmon is a very fine red sockeye fish. Buyers may procure same from H. P. Eckardt & Co.

The Eby, Blain Co., Limited, Toronto, are quoting close figures on new pack tinned haddies for immediate shipment. Their first shipment of the season is now in store.

NEW FREIGHT SERVICE ON PACIFIC.

Vancouver papers state that R. A. Alley & Co., Tacoma, have announced their intention of establishing a freight service of four steamers from Vancouver to Australasia. Among the freight they would seek would be lumber and general freight from Vancouver, and raw sugar and other products from New Zealand and the Fiji Islands. The first two boats, which are proposed for the route, are capable of carrying 8,000 tons dead weight each.

In New Buildings or Old

If you want highest excellence—

USE OUR METALLIC CEILINGS and WALLS

Because they give more lasting satisfaction—are strictly sanitary—and are made in a multitude of artistic designs to suit all tastes and requirements.

We offer you very best value to be found in these reliable goods—the perfect harmony of beauty combined with practical business needs.

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG

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

WE KEEP ALL CODES.

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

THE NATIONAL COFFEE CODE

AXTELL'S

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE

AXTELL'S

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

Price, \$1.00 per copy Postpaid.

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

AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

OTTAWA TRADE GOSSIP.

BUSINESS among the wholesale trade is reported extra good. Retailers also are now very busy, and things have assumed their usual briskness for this season of the year. Owing to the season's drought markets in some lines are becoming affected. The tea trade is very good; low grade Ceylons are still higher. In canned goods, corn is quoted at 90c., peas, \$1, and tomatoes, \$1.50. Molasses is still selling at 38 to 40c., and is very firm.

The Executive Committee of the Ottawa Retail Grocers' Association are making arrangements for their annual excursion on July 1, 1903.

Coal oil is a little lower, British American 20½c, Canadian 18c. Canadian burning oil is said to be about used up, the fields in the west being about run out.

The F. J. Castle Co. have been offering the trade sugar in 100-lb. sacks, same as is used in the west. The retailers expect to supply their farmers' trade with them.

E. M. Trowern, secretary of the Retail Merchants' Association of Canada, was in the city recently. He expects to be back soon for the purpose of holding a meeting to arrange the formation of branches of the association among the different business sections in the city. The grocers' association of this city are assisting him in the work.

A CANNER'S PRAISE.

Hugh Malcolmson, of the Kent Canning Co., and president of the Canadian Canners Co., Limited, was in Toronto a few days ago on business. He spoke very highly of the Special Spring and Export Number of *THE CANADIAN GROCER*. "You ought to be proud of it," he said. "As a specimen of colonial enterprise it is most creditable."

Mr. Malcolmson said the recent rains had been most beneficial to the corn crop, which up till then, on account of the drought, had been in an unsatisfactory condition. He said that the farmers were now busy getting out their tomato plants.

OWEN SOUND GROCERS' PICNIC.

The members of the Owen Sound Retail Grocers' Association intend holding their annual picnic at King's Royal Park, on June 17. They extend a cordial invitation to grocers in the vicinity of Owen Sound and elsewhere to participate in their outing. The occasion promises to be a highly successful one.

3-LB. TIN SODAS.

A subscriber asks when the 3-lb. tin sodas were put upon the Canadian market. They were put upon the market in the fall of 1895.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

SITUATIONS VACANT.

BAKER—First-class on bread and cakes; steady job; day work. J. E. McMann, Sarnia. f

BAKER—Good on bread and cakes; state wages and experience; steady job to right man. John Carlton, Creemore. f

WANTED—Grocery counter hand, with good address, must have experience and reference. H. Barron, Yonge st. f

BAKER—Good man as assistant for June month; fare and highest wages paid; telephone or telegraph. J. M. Dooley, Guelph. f

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

BAKER—Good on bread, cakes and pastry, day work; state wages expected with board. Apply Fraser's, 323 King east, Hamilton. f

BAKERS—Wanted—Improver or second hand—at once; state wages. C. Parker, Coldwater, Ont. f

BAKER—With two or three years' experience; must be industrious; state wages. Address Box 95 Arthur. f

SIDE LINES WANTED.

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

FOR SALE.

PORK and provision business for sale; first-class stand. Apply 322 Queen street west. f

GROCERY business for sale, one of the best in Peterboro, light stock, satisfactory reasons given. W. H. G., Box 439, Peterboro. f

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

FOR SALE—Cheese factory plant, with or without power. The A. R. Williams Machinery Co., Ltd., Toronto, Ont. f

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

43 St Maurice Street,
MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur Lydiatt,

TORONTO.

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

Don't wait until you publish an especially good advertisement before you send me your ads for review in this department. Don't be afraid of a little honest criticism. I will only try to point out the faults—if such there be—that you may have ideas for the improvement of your ads. You don't have to follow my advice or act on my suggestions.

I simply want you to send me specimens of your advertising matter—just what you are using now, or what you have been using. I'll tell you of every way in which I see it might be improved. I will call attention to the good points—mention the weak points.

If you spend money for advertising it is surely advisable to see to it that you get your money's worth. And if you tell me just how you are spending it—show me what kind of advertising matter you use—perhaps I'll be able to give you some suggestions which will help you make your advertising more profitable. It's worth trying, anyway. THE EDITOR.

To insure the greatest results one must advertise right. The methods, mediums, space, circularizing, etc., must be correct in every detail, or the largest results will not be obtained. It is, therefore, false economy to use poor and careless methods, improper mediums, insufficient or superfluous space, inferior circulars or other printed matter.

To attempt to save money by issuing cheap circulars is no economy. A circular poorly printed, on a cheap grade of paper, is seldom read by its recipient. It usually goes at once to the waste basket, or into the stove, with not even a glance at it. And the impression at once received is that a firm who cannot afford or knows no more than to send out such stuff as that, is certainly not offering anything worthy of consideration. The logical conclusion is that the firm that pays as little attention to these details is inconsistent enough to give the same kind of attention to the other details of the business.

Even if read, the cheap circular creates in the mind of the reader a feeling of distrust towards the house which attempts to economize by the use of such literature. A neatly printed circular, on good paper and well written, creates a favorable impression at once. The largest cost of cheap circulars is simply money thrown away.

Another kind of false economy is the irregular, intermittent advertising—practised so much by a certain proportion of retailers—and others.

You place an ad. in the paper. A reader sees it—reads it through—is favorably impressed—thinks he will send for the article advertised—or he decides to "call in and get one next time I'm down town"—but not just then. Perhaps he forgets about it, and if he never sees your name in the paper again, chances are he will never be reminded about it again.

"The" stores in any town are the stores which advertise the most regularly

in the newspapers. The proper kind of advertising will build up any business so that it will become one of "The" stores—the representative store in the trade.

Advertising, to be successful, must be continuous. One big ad. inserted once, or only occasionally, will not take the place of an ordinary ad. published regularly. Might as well think of taking one huge meal a week, instead of the three-regulars every day. You'd feel starved most of the time, and so the business which is represented by an occasional large ad., or even an occasional small

one, is simply starved in between times.

A small ad. appearing regularly is worth much more than the same amount of space concentrated into one big ad. for one issue. The public has a short memory for things advertised—there are so many of them. It is soon forgotten, and its usefulness gone. The smaller ad. may not attract so much attention at first, but if persisted in day after day and week after week, the more permanent results will follow. The name of the firm and the character of the store and its offerings, become well fixed in the mind of

The People's Popular Store

Jno. & Jas. H. Kerr

House Cleaning MADE EASY

Get well equipped for house cleaning before starting. We have the goods you need.

Wash Tubs—all sizes
Wash Boards—Solid Back
Copper Boilers—Nickel Plated
Brooms 15c, 20c, 25c, 30
Mop Handles, hold cloth or brush 15

Scrub Brushes 5c to 25c
Stove Brushes 15c to 25c
Shoe Brushes 20c to 35c
Whitewash brushes
Clothes Brushes
Hat Brushes, Whisks
Clothes Ropes
Clothes Pins, 1c doz.

Whiting, per lb 2c
Gold Dust 5c, 10c, 25c
Silver Dust 5c, 10c, 25c
Pearline, per package 5c
Gillett's Lye 10c
Royal Lye, 3 for 25c
Sapolio, 1/2 cr cake 10c
Monkey Brand Soap, for cleaning Glass, Crockery, Metal, Woodwork, etc 5c

Stove Pipe Varnish
Black Lead—the best
Stove Paste—the best
Bath Bricks, 1c
Laundry Soap, best made
Toilet Soap, best made

Diamond Dyes, 3 for 25c
Logwood 5c and 10c
Liquid Ammonia, per pkg 10c
Powdered Ammonia, per pkg 10c
Starch—all kinds
Carpet Tacks

SPRING HOUSE CLEANING TIME

You know what that means. New Carpets, Curtains, Bed Clothes, etc., etc.

We are selling our Wool and Union Carpets at reduced prices—

25 per cent. Off.

Floor Oilcloth and English Linoleum—from 25c a square yard up.

LACE CURTAINS—Large Stock All prices New Designs

Chenille Curtains, Art Muslins, Cretonnes.

Chenille and Damask Table and Stand Covers, 60c to \$3.00

White Bed Spreads, Circular Pillow Cotton, Sheeting, Tickling, etc.

A splendid assortment of Table Linens, Towels, Towelling, Hair Brushes, Combs, etc., etc.

Pure Linen Stand Covers, Sideboard Covers Tray Covers, drawnwork sides and ends, fringed or hemstitched ends.

Table Cover and Table Napkins to match.

House Cleaning THIS SPRING

You may discover that you are in need of one or more

Toilet Sets

We have full stock of Toilet Ware. All New Shapes and New Decorations.

6 piece Printed Set, any colors, per set \$1.75

10 piece Printed Set, good finish, per set \$2.00, \$2.25, \$2.50

10 piece Stone China Set, Shaded, 2 Colors, New Shape, price per set, \$5.00

10 piece Set, Shaded, Printed and Gold Stippled \$4.00

10 piece Stone China Set, Painted, Gold Stippled, Handsome Decoration \$5.50

Plain White Stone China in 4 or 6 or 10 piece Sets, also sold separately.

FARMERS

WE PAY CASH FOR FRESH EGGS

Jno. & Jas. H. Kerr

Macdonald Block, Wingham

Jno. & Jas. H. Kerr

If you want
any
New
Season's

FINNAN
HADDIE
OR
DOMESTIC
SARDINES

Get our
Quotations
For
Immediate
Shipment.

THE
EBY, BLAIN CO., LIMITED

WHOLESALE
GROCCERS,

TORONTO.

the public, and the results will finally come. Successful advertising means persistent advertising.

I reproduce this week one of two ads. sent in by John & Jas. H. Kerr, of Wingham, Ont., accompanied by the following letter:

Mr. Lydiatt,
Toronto, Ont.

Dear Sir,—I enclose two ads. written by myself and published in The Wingham Advance. I always write the advertisements. I have very little time for this work, but make it a point to change often. I never let the same ad. appear more than twice. I find by far the most profitable medium of advertising is the home paper. In fact, outside of our two local papers, we have not spent a dollar in the last three years in advertising.

Kindly let me know how I may improve in my ad-writing. Of course, we do not always have our ad. set up in the same style. We change often. I always dictate the style of an ad. I want.

Yours truly,

JNO. KERR.

For Jno. & Jas. H. Kerr.

I would not mention so many different articles in your ads. Such things as are mentioned in the column on the left need not be mentioned in such detail, unless special cut-prices were quoted—and they are not in this instance.

I would have had one heading across the top of the three columns—"House-cleaning Time"—and followed it with a short introduction referring to the trials and troubles of this spring event, and calling attention to the fact that you had lots of things to help make it easy work, and some nice new things to freshen up with, replacing worn-out carpets, curtains, bed clothes, etc.

Take time to write your ads. properly. It is most important. If you find it desirable to work overtime, fixing the store up nice so that people will be favorably

impressed when they pay it a visit, doesn't it seem consistent that you should spend the necessary time to prepare the invitations to visit the store in an intelligent and inviting way?

I would have the heading, "The People's Popular Store," set in a type similar to the one in which "Spring" is set, immediately below. At the bottom, I would have the name set in large type in the middle, and the address set in the side, where the name is now repeated. I would not make the address more prominent than the name, unless there should happen to be another firm of the same name in the town.

I would adopt a satisfactory style—and then stick to it. It is best not to change the style of the ad. very often in the case of a store like yours. People become accustomed to looking for a certain style of an ad., and are then more easily able to find it, and are also better able to note the bargains or specials which you advertise, because they know just where you always put them.

In a store, such as I judge you have, I think it might be a good idea to divide the ad. up into sections—say, four or six—devoting them to the different departments of your business, and giving each department attention in each ad. Sometimes one department might require two or three of these divisions, when, of course, some of the other departments would take a back seat for the time being.

I wouldn't run the same copy twice. It's that much more bother, but you'll find it well worth while. I fully realize that the bargain opportunities and "news" items in a store in a place like Wingham are not sufficiently frequent to crowd the space any. It is often a puzzle to know just what to advertise. But you might get many suggestions which would prove helpful if you would take some of the retailers' advertising journals, or, by securing the New York or Chicago

papers regularly and watching the big stores' announcements—notably Wana-makers. These will be full of suggestions as to what to advertise—and how to advertise it—how to talk about the goods interestingly.

If you see fit to carry out any of the suggestions here offered, I hope you will send me a few of your ads. showing the result. Perhaps I may then be able to offer further suggestions.

SUGAR IMPORTS.

In the calendar year 1902 Canadian imports of raw sugar amounted to 353,543,022 lb. This came from the following countries: Great Britain, 210,371 lb.; B. W. Indies, 48,741,699 lb.; British Guiana, 18,064,649 lb.; Hong Kong, 3,197 lb.; Belgium, 3,492,635 lb.; China, 8,313 lb.; Danish E. Indies, 34,391,234 lb.; Fiji, 11,051,600 lb.; France, 59,350,276 lb.; Germany, 172,641,162 lb.; Peru, 4,246,815 lb.; Porto Rico, 2,938 lb.; United States, 1,368,132 lb. During the same period there was 53,742,863 lb. of refined sugar imported.

CUBA INCREASES DUTY ON COFFEE.

President Palma of Cuba has signed the act increasing the duty on coffee from \$12, the present rate, to \$18 per hundred kilos. He says he expects the protective duty to revive the flagging coffee culture. The measure is intended for the protection of Cuban growers against the competition of Brazilian and Porto Rican coffees.

A shipment of new-pack Thistle brand haddie arrived this week for H. P. Eckardt & Co.

H. P. Eckardt & Co. report a good business doing in Hudson's Dry Soap.

Windsor Salt.

You buy the best butter, why not the best Salt? Do you forget that it is the little things that count? A woman doesn't tell all she knows. Perhaps she has been trading at some other store just because she can't buy Windsor Salt of you. She doesn't say this to you, **but there are a good many chances that she tells her friends.**

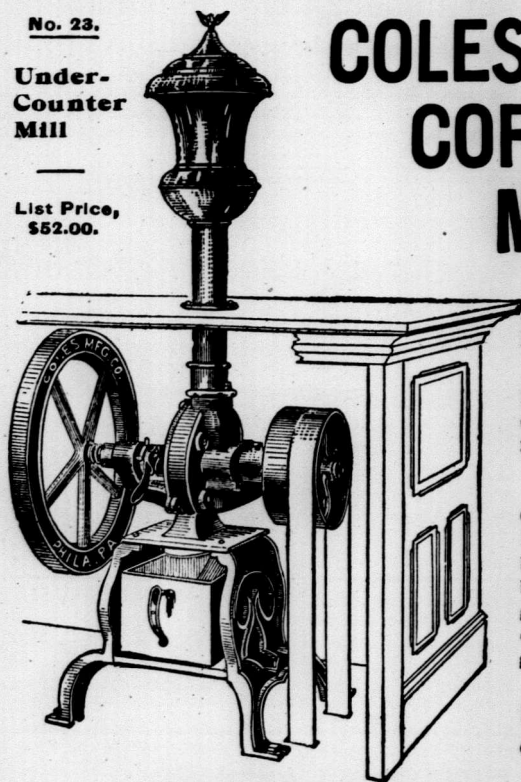
Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

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

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.



Do You Realize What You Are Losing?

On your way to the bank, if you had an accident like the above you would thank a fellow who stopped you, and helped pick up the money you were losing.

Why not thank us for showing you where you are doing the same thing every day before you start to the bank. Fact is, we never had the chance to help you pick up the money we know you are losing.

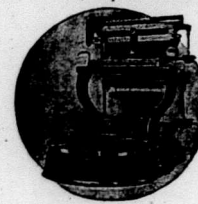
We've got a mighty nice fellow who visits your town, and he will appreciate an invitation to call on your next trip. He can tell you all about The Dayton Computing Scale, our Systems of Moneyweight, of Nearweight and profit, also about Downweight and loss, and the Systems that will

Ask Dept. M. for Catalogue.

DO IT TO-DAY

Save three Pennies

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





President:

JOHN BAYNE MacLEAN,
Montreal.

**The MacLean Publishing Co.
Limited**

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

OFFICES.

MONTREAL	- - -	232 McGill Street. Telephone 1255.
TORONTO	- - -	10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG.	- - -	109 Fleet Street, E.C. W. H. Miln.
MANCHESTER, ENG.	- - -	18 St. Ann Street. H. S. Ashburner.
LONDON, ONT.	- - -	Hiscox Building. Walter H. Lindsay.
ST. JOHN, N.B.	- - -	No. 3 Market Wharf. J. Hunter White.
NEW YORK	-	Room 1241 New York Life Bldg. W. T. Robson.
WINNIPEG, MAN.	-	377 Cumberland Ave. D. J. Benham.

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

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

THE BRITISH TARIFF QUESTION AND CANADA.

IT is evident that the speech of the Right Hon. Joseph Chamberlain, in the British House of Commons last week, in reply to a question put to the Government in regard to his now famous Birmingham address, that the question of customs tariffs in relation to trade and commerce is again to be fought out in Great Britain in the not distant future. Mr. Chamberlain's address in the House made more emphatic that which he said at Birmingham. He made it clear that he was in favor of foods being taxed; that a fiscal arrangement should be made whereby Irish industries and agriculture would be revived; that home industries should be protected against the highly protected industries and also the trusts of the United States; and that the part of Canada should be taken in her tariff quarrel with Germany.

Not since Gladstone's famous Home Rule Bill have political conditions in Great

EDITORIAL

Britain been so disturbed or so much interest taken in the trade question.

As to the relative merits of free trade and protection the average Britisher is still a devoted believer in the former, but he has evidently awakened to the fact that in commerce as well as physical welfare it is not wise to be inactive while the enemy is aggressive. When the conditions are normal free trade is an ideal policy, just as peace is an ideal condition. Mr. Chamberlain emphatically declared that he is a free trader, but he was just as emphatical in his declaration that free trade had ceased to be common sense when every foreign nation had raised its tariff to keep out British products.

The leaders of the battle for free trade that was fought and won 60 years ago were business men. And history now promises to repeat itself in the battle for fair tariff, which now seems inevitable. The voice of the theorist will be raised in protest against any departure from the "let alone" policy which now prevails. But the voice of the business man is becoming more and more potent against the continuance of the present policy which allows foreign competitors to meet him on an equal footing at home, while in the market he is met by hostile tariffs, in some instances practically prohibitive in their character. Among the younger generation of business men in Great Britain this spirit of dissatisfaction is particularly marked. We gather this from not only the columns of many British newspapers, but from opinions Canadians have formed during recent visits to Great Britain, and from what Englishmen who from time to time are visiting Canada on business have said.

Great Britain has no doubt greatly increased her commercial prestige during the last fifty years. And to change her fiscal policy is a matter of very great moment, and, consequently, demanding careful consideration. But tariffs and truth are not synonymous terms. The one is changeable, the other is not, and, like a garment, must be conformable to the prevailing conditions.

The turn affairs are taking in Great Britain is of the utmost importance to

The Canadian Grocer

Canada; and to no part of the British Empire are they more so. We firmly believe that our political future in relation to the British Empire depends to no small extent upon our commercial relationship with the Mother Country. And nowhere, possibly outside Great Britain itself, will the trend of affairs there in regard to fiscal trade matters be more closely watched than in this country.

TRADING STAMPS IN QUEBEC.

IN accordance with the Quebec Legislature's Trading Stamp Law, which gives the municipalities in the province power to prohibit the use of the stamps, the city of Quebec passed a by-law toward that end, which was to have its second reading on Friday, May 29. The day previous to that date, however, J. E. Wilder, of H. A. Wilder & Co., furniture dealers, Montreal, and proprietors of "The Traders' Advertising Co.," a concern that gives cash coupons and which does business in Montreal, Quebec and Valleyfield, moved for a writ of injunction to prohibit the second reading and to have it declared illegal and beyond the jurisdiction of the City Council of Quebec. The court granted the petition and a writ was issued returnable on June 6.

The fight has commenced, as per the advertised intentions of one trading stamp company, and the result will be awaited with interest by business men.

HIGHER PRICES IN TEAS.

The present situation in London of the retail tea trade is interesting as a practical illustration of the strong position of the market of Great Britain. The keen competition of late years has brought on the market a blend of tea retailed at 1s. per lb. (or 25 cents), some firms selling an overweight package containing several ozs. above the 16 oz. lb. at 1s. 6d. per package (37 1/2 cents). These firms now find it necessary, in order to avoid loss, to raise the prices to meet the advancing markets, no tea being now retailed under 1s. 2d., equal to a parity of 4 cents per lb. advance, the overweight tea advancing to 1s. 8d. per package, equal to 4 cents advance per package. Prominent amongst these firms are Messrs. Lipton, and The International Tea Co., who probably hold the largest number of retail grocery stores in the British Isles.

THE AMES FAILURE AND TRADE SITUATION.

WHEN the failure of Ames & Co., the Toronto stock brokers, and private bankers, was announced fear was felt by some as to the possible effect it might have upon the trade and commerce of the country.

The basis of all business is confidence. If this be shaken, business must suffer, but it cannot be too strongly emphasized that the failure of Ames & Co. is not due to any depression in the ordinary trade and commerce of the country, or, for that matter, of the continent. It is simply due to the collapse of inflated values on the stock market in the United States and Canada.

While the speculative fever was at its height the price of stocks was forced away beyond their intrinsic value. When this point was reached and money became tighter and banks more cautious in advancing loans on stocks, the inevitable reaction took place. During the last two or three months this reaction has developed into a stampede.

It was this that carried down the firm of Ames & Co. Their liabilities were over \$10,000,000 the end of May. When they suspended payment on June 2nd it was \$7,500,000. These liabilities were caused by the shrinkage in the value of securities owned by the firm itself and losses arising out of the fact that many clients were unable to protect their stock.

Since the firm's statement has been published the situation is much clearer from a commercial as well as from a stock market standpoint. No more forced sales of securities held by the firm are likely to take place; in fact, there appears to be a general understanding among the creditors of the firm that there shall not be. As a result, there is a general feeling that the worst has happened. The condition of the stock market by the steadier tone it has assumed during the last few days, and the slight recovery in values that has taken place, is an encouraging evidence of this.

If in the stock market there is now no cause for alarm surely there cannot be in the general trade situation. The prospects for the agricultural interests of the

Dominion were never better than they are to-day. The recent beneficent rains seem to have put the assurance of good grain crops in Ontario and the Great West beyond all question. Our manufacturing industries are as actively engaged as ever and the demand for labor as well as for merchandise exceeds the supply. The traffic on the railways is still congested on account of the excessive quantity of merchandise which they are called upon to carry. The statistics relating to the business of the banks is another most assuring feature of the healthy condition of the trade and commerce of the country.

There are some who see in the decline in pig iron the return of dull times. Periods of commercial dullness we shall certainly see again. They come just as regular as good times. But even forgetting for the moment the many assuring features which now characterize the commercial situation, it must be remembered that the price of pig iron, like public securities, has been relatively too high when measured by the appreciation which has taken place in the value of the more finished products. In other words, the value of the raw material and the finished product has become out of proportion, and in spite of the decline it is still out of proportion.

What is a greater matter for concern just now than anything else in the commercial world is the labor strikes. They are certainly to be deplored, for the buying capacity in several large trade centres both in Canada and the United States must have been greatly curtailed of late on account of the open warfare between employers and employees.

The fact that Ames & Co. possessed a high reputation for integrity may have had something to do with the prevention of a panic on the stock market; but it is significant, nevertheless, that in spite of the failure, with its heavy liabilities, the Canadian stock market should have been stronger since the firm suspended payment than it was before. This should be reassuring to business men as well as to operators on the stock exchanges.

HOLD-UPS OF BUSINESS MEN.

MANY of the evils which exist in trade to-day could be removed by business men of their own volition. One of these is in regard to what are practically "hold-ups" of both wholesale and retail firms by promoters of advertising fakes and other species of schemes for squeezing money from merchants.

No business man, whether retail or wholesale, should allow himself to be used by such schemes, for it only redounds to his own injury.

The retailer knows when he is approached for money in support of such schemes by his own customers that it is merely a scheme whereby funds may be extorted from him. In fact, nearly every retailer has been at times threatened that if he did not comply with the request of those promoters that they would have to turn their regular trade over to someone else.

Country merchants should not allow themselves to be used for exacting contributions, whether direct or in the shape of advertisements or funds, from wholesale firms.

The principle is bad and is scarcely less immoral than the method employed by the old time highwayman.

All it requires to withstand these hold-ups is courage, and if this is practised for a short time by both wholesalers and retailers, promoters of various descriptions of hold-ups will learn that their source of supply is cut off, and they will discontinue their methods and the evil will be reduced to a minimum.

TO ONTARIO SUBSCRIBERS.

THE CANADIAN GROCER would consider it a favor if subscribers on the principal railway lines as far east as Montreal and as far west as Windsor who do not receive their paper on Friday morning would at once notify us, stating the time of its receipt at their post office.

Some complaints have been received in regard to this matter in the past, and, as care is taken to have the paper delivered to the post office in good time for Friday morning delivery throughout Ontario, we would like to hear of all cases of delay, that the matter may be attended to and a satisfactory delivery ensured.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

CANNED TOMATOES IN BALTIMORE.

THE present wet weather would benefit the tomatoes all through this section if it is not continued too long, but the low temperatures, especially at night, are very trying to the young plants. It is, therefore, already understood that the tomato crop in the Chesapeake region will be comparatively small from what it was last year for the reasons stated, for there are not plants enough for the acreage contemplated and what have been set out have very poor prospects.

Moreover, if there is another blasting hot spell succeeds this wet one such variations are likely to force and injure the growing plants. It is already understood that the season will be late, and as a consequence canned tomatoes in stock are steadily improving; quotations to-day are marked from 77½ to 85c., which is an advance from 5 to 7½c. per dozen.—Trade, Baltimore.

OUTLOOK FOR BALTIMORE PEACHES.

As June approaches the outlook for peaches becomes more uncertain or more certainly less for supply, and this stock in cans is consequently firmer. Altogether the peculiar influence of the weather is changing the canned goods situation throughout the country, and nearly every article on the list bids fair to be strengthened by the unfavorable weather. The inclination to close out small fruits still continues, but as the crop of berries coming to market is very small and not in generally good condition, there is more inquiry in the market for spot stock, and nearly everything in the line of small fruits is marked higher. Standard strawberries are quoted at 80c., an advance of 5c. over last week; extra preserved strawberries 85c., a decline of 5c.; standard blackberries are 5c. higher; standard blueberries are 5c. lower than last week; gooseberries are quoted at 85c.—Trade, Baltimore.

PRUNES FIRMER IN NEW YORK.

Reports from New York say that there is reported a marked improvement in spot prunes, with in large sizes a stronger feeling noted. Some holders quote a shade higher on 40-50s. with 6¾c. to 7c. the range on good sound Santa Claras in

boxes. Some oft standard stock is offered at as low as 6c. A prominent broker discussing the situation said recently: "There has been a good demand for prunes, with a fairly large movement for export account. It is figured on a rough estimate that fully 3,000 boxes of prunes have gone out of this market in the last few days for export. Sizes 40-50s and 50-60s are getting scarce in this market and we shall see higher values on the good fruit."

A private letter from San Jose says of the outlook: "From all indications and reports we conclude now that there will not be this coming season more than between 40,000,000 and 45,000,000 pounds of prunes in the Santa Clara Valley. Last year the output was 135,000,000 pounds. Our opinion is that on account of the small crop this year the fruit will be much larger and the percentage of 40-50s large. At the present time in this valley there are about 20,000,000 pounds of prunes. The demand is active and the prospects are favorable for a good movement from now on."

VIEWS ON THE SUGAR SITUATION.

Willett & Gray, say of raw sugar: "No further sales of Javas to buyers in the United Kingdom are reported, but a few more Cuba sugars have lately been sold to go there. It is estimated that England has thus far taken 20,000 tons of the present Cuba crop, including the quantity previously reported. Cable advices state that the whole of the small sugar crop of St. Lucia, British West Indies, has been sold for shipment to the United Kingdom, rather than accept basis 2c. for 96 deg. test c. and f. to the United States."

Czarnikow, MacDougall & Co., say of sugar: "As far as the general statistical situation of cane sugars is concerned it certainly is in favor of higher prices later in the season, for, estimating that the Atlantic ports will receive between now and the end of December 300,000 tons sugar from Cuba and 330,000 tons from Java, the combined stocks in United States and Cuba at the end of this year are not likely to exceed 150,000 tons, as against 190,000 tons last year. In view of the above estimate and considering that 96 degree centrifugals advanced to 2¼c. cost and freight and 3 15-16c. duty paid towards the end of last year, it seems

evident that unless there is a decline in European beet sugars, which are now at the importing parity of 4c. for 96 degree centrifugal, cane sugars must advance in this market before the close of this year also. The arrivals from Cuba at the Atlantic ports for the next two weeks are likely to continue heavy, although they will not reach the figures of the exceptionally large receipts of this week. The steamers afloat and loading, which should arrive between now and June 15, will carry about 60,000 tons of sugar. Of this from 7,000 to 10,000 tons will go into store for importers' account to await a better market. The additional steamers, so far chartered, which will arrive here in the latter part of next month, will carry about 26,000 tons. No tonnage has been engaged for July loading, consequently the arrivals from Cuba after June will be very light unless further sales are made. From the present tone of the Cuban market we may expect that after the sugars for which tonnage has been engaged are disposed of no further sales will be made until our market advances. The business done this week in sugars from Cuba to the United Kingdom was at a price a fraction over the parity of this market."

SOUTHERN PEA SEASON OPENED.

Opening prices on the 1903 pack of Southern peas have been fixed by several interests, but the larger packers generally have not named a basis at the moment. Representatives of the leading Baltimore packers are here now, but up to the close these interests had named no prices. The basis fixed by several of the smaller interests and by brokerage interests are: Standards, 80 to 85c.; sifted Junes, 90c. to \$1; extra sifted Junes, \$1.25; and petit pois, \$1.75 to \$2. In this connection a prominent brokerage interest said to-day: "Advices from the packing sections are in effect that the receipts of raw material have been good and prices moderate during the last few days of packing. Packers write that they expect to make a good pack, but the opinion is expressed that the total will run largely into the seconds and standard grades. On the basis of the prices fixed jobbers have taken hold in some instances liberally, but many are still waiting for the larger packers to open.—N. Y. Journal of Commerce.

A DISTINGUISHED VISITOR.

H. C. Slingsby, of London, England, the inventor of the celebrated sliding wheel trucks, is on a visit to Canada inspecting the Canadian works. While in the United States he organized a large factory in New York for manufacturing his several devices. The development of these trucks has been phenomenal. At the present time there are our factories, 25 branches and over 2,300 agents.

An Expert on Grocery requirements says:—

"Some things are done so 'well' by the large dealers that there is no use, and often disaster, in trying to emulate them."

"**SALADA**" Ceylon Tea for example—its vigorous devotion to the best interests of the trade has formed a basis for progress unequalled by any other Tea firm on the American Continent.

Black or Sealed Lead Packets Only.
Natural Green. Retailing at 60c, 50c, 40c, 30c, 25c. per pound.

Correspondence Solicited.

Address: "**SALADA**," Toronto or Montreal.

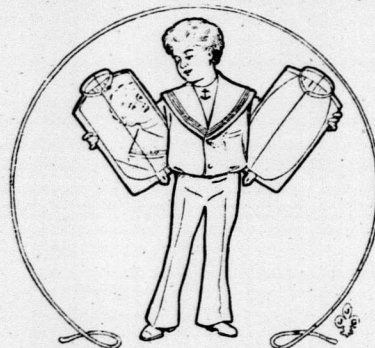
AMERICAN BRANCHES: Boston, New York, Chicago, Pittsburg, Buffalo, Philadelphia, &c.



HORSE SHOE BRAND OF SALMON

For over twenty years this has been the leading Brand on the Canadian Market. The greatest care is taken to pack "Freshly Caught Salmon;" the latest Improved Machinery is used and every attention paid to Cleanliness. Quality is unexcelled, every tin being guaranteed.

For sale by all leading Grocers
throughout the Dominion.



When the advertising we do sends a customer to you, that customer is looking for

CELLULOID STARCH.

Nothing else that you can give will be satisfactory. Her mind is full of the good qualities of CELLULOID STARCH and that is the article she wants. You will offend her if you offer anything else—perhaps lose a good customer in other lines. It pays to give your customers what they want, and they want CELLULOID STARCH.

THE BRANTFORD STARCH WORKS,
BRANTFORD, CANADA. LIMITED.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, June 4, 1903.

GROCERIES.

There has been a steadily advancing demand manifest in home markets since our last issue, and there is a general feeling of satisfaction. Stocks are not over abundant and are well held at firm prices. In canned goods the demand has been very good and prices are well maintained in view of decreasing stocks. In coffee trade has been slow and there is no feature to report. In sugars the past week has seen a good business in the local market. Raws continue fairly steady; beets, unchanged. Cane sugars are not quotably lower, but buyers in New York will not enter the market except at a decline. Refined in the United States are dull. The end of last week saw a reduction by one of the refineries of 10c. per 100 lb. All the other refineries remain unchanged. Mail advices from New Orleans report very hot weather, but owing to absence of rain the growth of the young crop is backward. Nuts still remain featureless. Spices have well maintained themselves and prices continue to remain firm. Rice continues to occupy prominent attention and prices remain firm. Foreign reports denote primal markets as particularly strong and firm. Tapioca remains without feature at previous prices. Syrups and molasses are in active demand and prices are ruling firm. Tea has no particular feature to note locally. The demand has been moderate and prices ruling at fully-up quotations. News from the London market points to the fact that the strong position which has been ruling now for so long is about to assert itself on the retail trade, many of the large distributors finding it necessary to advance their prices to the public in order to meet market advances and to enable them to draw on the medium grade teas, which for some time have been but slightly in advance of the lower grades. The new Indian teas coming to hand are reported to bear favorable comparison with last year's openings, and some of the Ceylon arrivals from higher elevations are particularly good in the cup, although inferior in appearance. In dried fruits trade has been good and prices ruling firm. Primal reports given below speak of favorable progress of the crops and every prospect of abundance.

CANNED GOODS.

There has been a good run of trade in these goods since our last issue, and prices remain firm at former quotations. The stocks of peas, recently mentioned as very low, are now nearly depleted, and new stocks not yet being due, prices are hardening somewhat. Tomatoes are also scarce, with a tendency to greater firmness in price. French sardines are practically absent from the market, but other stocks are normal. We quote:

Apples, 3s.	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2s.	1 50	1 70
Beans, 2s.	0 85	1 00
Corn, 2s.	2 00	2 10
Cherries, red, pitted, 2s	2 30	2 50
white	1 00	1 10
Peas, 2s.	1 00	1 10
" sifted	1 25	1 30
" extra sifted	1 00	1 50
Pears, 2s.	1 75	2 00
3s.	1 50	1 60
Pineapples, 1 1/2s	1 80	2 00
2s.	2 25	2 40
3s.	1 35	1 55
Peaches, 2s.	2 25	2 50
3s.	1 00	1 10
Plums, green gages, 2s.	0 85	1 00
" Lombard	0 85	1 00
" Danson, blue	0 85	1 00
Pumpkins, 3s.	0 85	0 90
gallon	2 10	2 25
Rhubarb	1 25	1 40
Raspberries, 2s.	1 35	1 50
Strawberries, 2s.	0 85	1 00
Succotash, 2s.	1 50	1 65
Tomatoes, 3s.	3 35	3 70
Lobster, talls	1 75	1 85
" 1-lb. flats	1 00	1 25
" 1-lb. flats	1 45	1 55
Mackerel	1 35	1 40
Salmon, sockeye, Fraser	1 55	1 60
" Northern	1 00	1 10
" Horseshoe	0 95	1 00
" Cohoes	0 13	0 14
Chums	0 19	0 20
Sardines, Albert	0 14	0 14
" Sportsman	0 23	0 23
" Portugese	0 08	0 10
P. & C. 1s.	0 25	0 27
P. & C. 1/2s.	0 35	0 38
Domestic, 1s.	0 03	0 04
" "	0 09	0 11
" Mustard, 1/2 size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kipperred herrings, domestic	0 90	1 00
imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 70
imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	18 50	19 00
Lunch tongue, 1-lb.	2 85	3 00
2-lb.	5 60	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb.	2 75	2 85
Camp sausage, 1-lb.	1 50	1 65
2-lb.	2 65	3 00
Soups, assorted, 1-lb.	1 00	1 50
2-lb.	2 20	2 30
Soups and Boull, 2-lb.	1 80	2 50
6-lb.	4 50	5 70
Sliced smoked beef, 1/2s.	1 50	1 70
1s.	2 65	2 80

COFFEES.

Coffee has been moving a little more freely since our last issue, but without striking activity. The foreign markets report dullness. On the New York market there has been a good deal of offering of Brazil grades, on account of European holders, but there were not sufficient buyers to stimulate activity. There has been a great reduction in stock on the Hamburg markets, the decrease for the month showing a shrinkage of 175,000 bags. In mild grades the New York market reports full offering, with prices easy. We quote:

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

SUGAR.

Further weakness has developed during the week under review, and owing to the

excessively heavy arrivals of raw sugars at Atlantic ports, refiners have been indifferent buyers and have shown a tendency to hold off for a break in price of at least 1-16c. per lb. We hear of sale, however, of Cuba centrifugals on basis of 3 19-32, duty paid, thus establishing only 1-32 decline for week. The business transpiring is extremely light, and holders generally are more disposed to warehouse their sugars than to grant further concessions. Receipts for week ending May 27 totaled 60,686 tons, being the second highest per week since January 1. Of these, over 44,000 tons were from Cuba, from which it will be seen that the American receipts merely represent a shifting of stocks from the island to Atlantic ports. Meltings for the week remain unchanged at 36,000 tons, and stocks were thus increased merely 25,000 tons or so, to 284,366 tons, an increase of over 138,000 tons against same week last year. At same time it is interesting to note that the Cuban crop, according to latest cable advices, was nearly 86,000 tons less than same period last year. There are still 90 central factories grinding, against a maximum of 171 for this campaign. Combined stocks of Europe and America at latest uneven dates, 2,895,866 tons, or, say, 140,672 tons less than same time last year. There are no changes to record in quotations for American refined, the leading refiners thus adhering to their announced intention to maintain prices. As some refineries have shut down for a few days, there will be no congestion of refined stocks, and, therefore, no pressure to sell. The situation in local circles is entirely without feature, with little new business doing, and deliveries on account of existing contracts only fair. With the approach of the small fruit season there should soon be a very material increase in the demand for refined. We quote:

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

NUTS.

Trade in nuts remains slow and the market is practically featureless. There are no changes in price to record. We quote:

Brazil	Per lb.	0 14	0 15
Valencia shelled almonds	0 30	0 35	
Tarragona almonds	0 12	0 13	
Californian almonds	0 19	0 20	
" soft shell walnuts	0 13	0 13	
Formegetta almonds	0 11	0 11	
Jordan shelled almonds	0 49	0 52	
Peanuts (roasted)	0 09	0 10	
" (green)	0 08	0 10	
Cocoanuts, persuck	3 75	3 75	
" per doz	0 60	0 60	
Grenoble walnuts	0 13	0 14	
Marbot walnuts	0 11 1/2	0 12	
Bordeaux walnuts	0 11 1/2	0 12	
Sicily filberts	0 11	0 11 1/2	
Naples filberts	0 09 1/2	0 10	
Shelled walnuts	0 27	0 28	

THE MARKETS

The Canadian Grocer

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.
 CAN NOW SELL YOU
85 bbls., \$6.00 ; 20 1/2-bbls, \$3.50 ; 36 Kits, \$2
 F.O.B. Vancouver.
Choicest B C. Herring, January Fish.
 Excellent condition.
 IN SEASON CAN SUPPLY YOU WITH FINEST
 FISH, ALL KINDS.

Established 1869.
A. GIBB & CO.
BUTTER, CHEESE, EGGS, HAMS,
BACON, LARD, JAMS, ETC.
 Consignments solicited. Prompt returns.
83 COLBORNE ST., TORONTO

Butter Cheese
Eggs Poultry
 Consignments Solicited.
 Highest Prices. Prompt Returns.
The Wm. Ryan Co.,
 ... Limited.
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
 —WE ARE—
BUYERS and SELLERS
 Correspondence solicited from **ONTARIO**
MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
 Wholesale Produce Merchants,
TORONTO.

The
DAWSON Commission
Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS.
 Cor. Market and
 Colborne Streets, **TORONTO**

CLEMES BROS.
 37 to 41 Church St., **TORONTO.**
 WHOLESALE FRUIT IMPORTERS
 AND COMMISSION MERCHANTS.
Special This Week
422
TAPS COMMADRE FIGS,
\$1.10 per Tap.
 ASK FOR OUR WEEKLY PRICE LISTS.

PRUNES.

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

CANDIED PEELS.

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

FIGS.

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

APRICOTS.

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

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

EGGS.—Eggs are somewhat scarcer this week, and there is consequently a somewhat firmer tendency on the market. During the last few days quite a number have been sold at 13c., and some dealers are even quoting them at 13 1/2c. The Dominion Egg Packers' Association have given up the idea of doing anything to regulate the price of eggs. The season is too far advanced now for any measures which might be adopted to have much effect. The association expect to further consider the matter at a later date. We quote:

Fresh laid, per doz.....	0 12 1/2 0 13
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HONEY.—There is no change in this market. Prices remain firm at last week's quotations. We quote:

Extracted clover, per lb.....	0 08 0 09
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BEANS.—The market is of course very quiet, and quotations are unchanged. We quote:

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

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

Apples, dried, per lb.....	0 03 0 03 1/2
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POTATOES.—Shipments of old potatoes are about done for this season. Stocks are not at all heavy, and the market is very firm. It is expected the first new potatoes will come from the States about the middle of the month, but the Canadian stock will not make their appearance before the end of June or the beginning of July. In all probability the market for new potatoes will open very firm this season, as a heavy crop is not predicted. We quote:

No. 1 stock, on track, per bag.....	1 08 1 13
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POULTRY.—Poultry is still very scarce, and the prices remain firm. Spring chickens are in great demand by all dealers. We quote:

Spring chickens, per lb.....	0 25
Old hens.....	0 10 0 15

GREEN FRUITS.

The green fruit market is quite active at present. The warm weather has increased the demand in all lines, especially lemons. The season for Bermuda onions is about over, quotations, however, hold firm. Egyptian onions have dropped 25c. per sack. Imported strawberries still hold at last week's quotations, but the expectations are that there will be a drop very soon. Canadian strawberries have appeared upon the market and are quoted at 10 to 15c. per quart. Tomatoes have weakened considerably, they are now quoted 75c. to \$1

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—
London, Liverpool, Glasgow,
 or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,
LIVERPOOL, - ENGLAND.
 Western Union Code.

FISH AND OYSTERS

WHOLESALE.

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

H. J. ASH

WHOLESALE FRUIT and PRODUCE
COMMISSION MERCHANT.
BANANAS, ORANGES, LEMONS,
MALAGA GRAPES, NUTS, ETC.
 66 Colborne Street, - TORONTO.

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

DRIED, GREEN, EVAPORATED APPLES.
 WE HAVE THE BEST MARKET IN CANADA TO GET
 YOU GOOD PRICES. GIVE US A TRIAL SHIPMENT.
 Quick Returns, **Capital Fruit & Produce Co.,**
 Cor. O'Connor and Albert Sts., OTTAWA.

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant
and Broker.
 Correspondence and Agencies Solicited.
 P.O. Box 731. - - **WINNIPEG, CANADA.**

EASTERN MANUFACTURERS

—AND—
SHIPPERS.

All **EYES** are
 turned on
MANITOBA AND THE WEST.

I
 Represent some of the leading houses in
CANADA and the U S.
INCREASE YOUR TRADE. WRITE ME.
E. NICHOLSON, - WINNIPEG,
 Wholesale Commission Merchant and Broker.

Talbot Freres

**Alimentary French Paste, Talbot Freres,
500 Boxes IN STORE, 2,000 Boxes ON THE WAY,
Macaroni, Vermicelli, Spaghetti, Small Pastes:**

Packages, 1-lb., 25-lb. boxes,	-	7½c. per lb.
Bulk, - 25-lb. boxes,	-	6½c. per lb.

**New Season Pack French Peas, Talbot Freres,
250 Cases to Arrive in July:**

25 Cases, Sur-Extra-Fins,	-	\$15.50 per case.
100 Cases, Extra Fins,	-	13.00 per case.
75 Cases, Fins,	-	11.00 per case.
50 Cases, Mi-Fins,	-	9.50 per case.

**500 Cases Choice Queen Olives, Talbot Freres,
To Arrive in July:**

150 Cases, 64-oz. bottles, ½ doz.,	\$8.50 per doz.
50 Cases, 36-oz. bottles, 1 doz.,	5.00 per doz.
100 Cases, 20-oz. bottles, 1 doz.,	3.40 per doz.
200 Cases, 10-oz. bottles, 2 doz.,	2.10 per doz.

HUDON, HEBERT & CIE.

WHOLESALE GROCERS AND WINE MERCHANTS,

MONTREAL.

The most liberally managed firm in Canada.

The Canadian Grocer

tember. Cream of tartar has advanced 3c. per lb., to 23 to 24c. for ground cream of tartar. We quote:

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

RICE AND TAPIOCA

There is a fair jobbing trade in these and prices all round are steady, especially on tapioca. We quote:

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

"MOUNT ROYAL" FANCY RICES.

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

CANNED GOODS.

There is an active demand for 3-lb. canned tomatoes which, at \$1.50, are looking after themselves well. Other lines supply no special feature. We now quote:

Tomatoes	1 50	
Corn	0 99	
Peas	0 95	1 20
String beans	0 89	0 82
Strawberries	1 35	
Sweetash	0 85	
Blueberries	1 19	
Raspberries	1 45	1 60
Gooseberries	1 45	
Pears, 2s	1 60	1 70
" 3s	2 10	2 15
Peaches, 2s	1 65	1 70
" 3s	2 50	2 75
3-lb. apples	0 85	0 90
5-gallon apples	1 75	
2-lb. sliced pineapples	2 20	2 30
Grated pineapples	2 50	
Singapore whole pineapples	2 15	2 20
Pumpkins, per doz.	0 90	
Spinach	1 50	
Sugar beets	0 95	1 01
Salmon, pink	0 92	0 95
" spring	1 25	
" Rivers Inlet red sockeye	1 30	
" Fraser River red sockeye	1 50	

FOREIGN DRIED FRUITS.

As time passes it becomes a certainty that Californian apricots are going to be higher than they were last year, as late estimates figure the crop at half a one and predict that prices will average 2c. per lb. higher. In Californian prunes also a shorter crop than last year seems assured, while the situation in Europe indicates that it will be a considerable customer this season as it was last for Californian prunes, and if it is only 3,000 carloads and Europe takes 2,000 as it did in 1902, the effect on values will be quite appreciable. This, at least, is the interpretation that importers place on advance quotations which they have received from Bosnia, which quote extreme figures; too high, in fact, to permit of any business being done. Locally, there has been an active movement in currants at quotations, business involving over 500 cases of Filiatras having been put through. A good inquiry has also been experienced for figs and the e has also been a fair movement in Malaga raisins. We quote:

THE MARKETS

CURRENTS.

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

SULTANA RAISINS.

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

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

FIGS.

Comadres, per tapnet	1 00	
Elemes, per lb.	0 10	0 20

DATES.

Dates, Hallowees, per lb.	0 04	0 04
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.	0 11	
Peaches	0 09	0 12
Pears	0 09	0 12

MALAGA RAISINS.

London Layers	1 75	1 90
" Connoisseur Clusters	2 15	2 50
" Royal Buckingham Clusters, 1-boxes	1 15	
" Excelsior Windsor Clusters	4 50	4 60
" " 2s	1 30	1 40

CALIFORNIAN RAISINS.

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

PRUNES.

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

NUTS.

Business in nuts has been very slow and there is nothing special to report. We quote:

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

GREEN FRUITS.

There is a seasonable trade in green fruits. Californian navel oranges, under reduced supplies, are 25 to 50c. firmer than last week, and the same cause has led to an advance in Canadian apples of 50c. Strawberries, under increased arrivals, are 4c. lower. We quote:

Californian navels, per box	4 00	
Valencias, 714s	5 50	
" 420s	4 75	
Valencias, 420s, Jumbo	6 00	
Messina lemons	2 50	3 00
New Californian lemons	3 25	
Cocoanuts, per bag of 100	3 25	
Bananas, per bunch	1 25	2 25
Canadian apples, in bbls	4 00	5 00
Malaga grapes, per keg	5 50	7 00
Almeria grapes, fancy heavy weights, per keg	6 50	8 25
" choice	6 25	7 50
" ordinary, per keg	5 75	7 00
Cranberries, Cape Cods, per bbl	15 00	
" Nova Scotia	12 50	
Pineapples, 24 to the case	2 65	3 00
Tangerines, 1/2-boxes	2 50	
Jamaica grape fruit	3 75	
Californian grape fruit	3 75	
Strawberries, per box	0 10	0 14

VEGETABLES.

Business has been good. Sweet potatoes are 50c. per barrel lower, and cucumbers have declined 25 to 50c. also. New Bermuda potatoes are offered for 50c. to \$1 less money. Other lines are unchanged. We quote:

New cabbage, in crates	2 75
Sweet potatoes, per bbl	5 50
" per basket, about 50 lb.	2 50
Spanish onions, per crate	0 40
" per case	1 25
Yellow and red onions, per bbl	1 25
Cucumbers, per doz.	1 00
Asparagus, per doz. bunch	5 00
Boston lettuce, per doz.	0 90
Tomatoes, 6 baskets to the crate	4 50
Spinach, per bbl	2 75
New Bermuda potatoes, per bbl	5 50
Radishes, per doz	5 50

FISH

There has been a satisfactory trade doing in fresh British Columbia and Gaspe salmon, salmon trout, brook trout and whitelish, all of which rule steady. Prepared and pickled fish are quiet and show a steady tendency, notably dried cod, which are 50c. higher per 100 lb. We quote:

Haddies	0 06	0 07
Smoked herring, per box	0 15	
Fresh haddock and cod, per lb.	0 04	
Dore, per lb.	0 08	
Pike	0 06	
Halibut, per lb.	0 09	
B.C. Salmon, per lb.	0 11	
Gaspe, per lb.	0 20	
Salmon trout, per lb.	0 08	
Brook trout, per lb.	0 18	
White trout, per lb.	0 08	
No. 1 Herring, Nova-Scotian, per bbl.	5 00	5 50
" half bbl.	2 80	3 00
No. 1 Holland herring, per half bbl.	6 50	
No. 1 Scotch herring	6 50	
" per keg	0 95	
Holland herring, per keg	0 70	0 80
No. 1 green codfish, per bbl.	5 00	
No. 1 large green codfish, per bbl.	5 50	
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06	
Loose boneless cod, per lb. in 40-lb. boxes	0 05	
Dried codfish, per 100-lb. bundles	4 50	
Alaska salmon, per bbl.	14 00	
Standard bulk oysters, per gal.	1 40	
Marshall's kippered herring, per doz.	1 45	
Canadian kippered, per doz.	0 90	
Canadian sardines, per 100	3 50	3 75
Canned cove oysters, No. 1 size, per doz.	1 30	
Canned cove oysters, No. 2 size per doz	2 25	

COUNTRY PRODUCE.

EGGS.—The egg market is easier all round under increased receipts, heavy arrivals from Prince Edward Island having depressed the average price, especially as the quality is not up to the standard. We quote prices 1/2 to 1c. lower all round as follows:

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

POTATOES.—The potato market is active and strong owing to the scarcity of choice stock, which have sold in round lots as high as \$1.25 to \$1.28 per barrel, which is an advance of 10 to 15c. Ordinary stock has a wide range as there were sales of Prince Edward Island arrivals down to \$1.05 in carlots. We quote:

Choice stock, per bag	1 35	1 40
Ordinary, per bag	1 10	1 25

BEANS.—Beans are firmer, white having sold 3/4c. per lb. higher. We quote:

Primes, in small lots	1 85	1 15
Primes, in carlots	1 75	1 80

HOPS.—Continue dull and unchanged. We quote:

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

HONEY.—Business has ruled quiet and prices remain as last quoted:

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

MAPLE PRODUCTS.—These continue quiet as last reported. We quote:

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

ASHES.—Firmly held under light offerings. We quote:

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

FLOUR AND GRAIN.

The firm feeling of last week in flour has been retained and a good domestic and export inquiry has been experienced. We quote:

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

GRAIN.—The cereal market has ruled steady as a rule. Some large cargo lots

about impossible to get quotations. The local stock is very light.

The Canadian Drug Co. have bought a lot near where the new "Red Rose" tea building is going up, and intend putting up a fine store.

Northrup & Co. offer Schepp's Edelweiss Coconut.

NOVA SCOTIA MARKETS.

Halifax, June 1, 1903.

FIVE months of the present year have passed, and though business was light for the first month, the wholesale grocery business has been quite up to the average of former years. The general conditions of trade have been very satisfactory, although the last month or two has shown more renewals on accounts than was anticipated from the conditions prevailing during the first months of the year.

The renewals, however, are not general all over the province, and the monetary situation in all the mining and manufacturing centres has been very satisfactory. The worst district in this respect is said to be the Annapolis Valley and adjoining districts. Here, the apple crop, which has now come to be depended on very largely by the farmers, was small, but even with this drawback it is hard to see why they should not have done fairly well, as apples have been quoted in this market all the season at \$2.50 to \$4.00. Last autumn a No. 1 barrel of Gravensteins could not be purchased for less than \$3.50 retail, and many lots of No. 2's sold at auction at \$2 to \$2.50. Prices were also good in England.

The weather during the last week has been much warmer and as there has been no rain to speak of, the outlook for hay and grain crops is beginning to look serious, and holders of hay are very firm in their ideas. Some, in fact, would rather hold over than sell at present quotations—\$10 to \$10.50. Oats are about the same as last quoted, though the price in P. E. Island, where the supplies for this market largely come from at this season, are a little firmer. Potatoes are firm at 60 to 65c., and only enough can be secured to supply the local demand. Carrots, parsnips, turnips and other vegetables may be said to be out of the market, but new stock will soon come in.

The molasses situation may be looked at as serious. The unprecedented price—unknown for many years—of 40c. is hard on the working classes, as it means nearly 60c. retail. Many who have depended on this article, on account of the high price of butter, will now turn to the latter again as being fully as economical. The stock in this market is small as compared with other years. A number of firms are totally out of stock—a thing unknown since they have been in business. The Dominion Molasses Company has nearly all that is in stock here, and they have not as much as usual, or as much as they could readily dispose of. Sugar has advanced the 10c. referred to last week. West Indian raw sugars, of which considerable quantities have been brought here lately, are noted as very firm.

Butter is still firm at prices previously quoted. There is some coming in all the time, but the quantity is not enough to affect prices. Considerably more butter

is being shipped to the West Indies this season than usual, and this cuts off the supply to the local market. Any shortage, however, is made up by importing from the west, and this butter seems to give good satisfaction. Eggs are firmer than usual at this season. Dealers are continuing to pickle in many sections, hoping for higher prices later on. The "hen" would seem to be a profitable animal to keep just now—if only to raise eggs for family use.

Flour has a tendency to advance, some of the Western millers quoting 5c. over former prices. The demand for feeds is still fairly good, and prices remain unusually firm.

The retailers report a good business for the week.

R. C. H.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., May 28, 1903.

THE Vancouver Board of Trade held a special meeting this week to discuss a proposed amendment to the Bills of Sale Act, a measure for the amendment of which is at present before the Provincial Legislature. The particular objection the merchants have to the Act in its present form is that there have been numerous instances of unrecorded bills of sale or chattel mortgages on the stocks of retail merchants, which have been suddenly recorded, at a time when the parties giving them were apparently in solvent condition. The law as at present permits of a bill of sale standing for 21 days unrecorded, in which case it is allowed to be perfect security as against any other creditors. By the simple method of renewing it every three weeks a merchant may protect a preferred creditor for an indefinite period. But the creditor is free at any time, when he may think fit, to swoop down and register the instrument, thereby shutting out every other wholesaler who may have been supplying goods on the supposition that the man was solvent and that no preference existed.

In point of fact this sort of thing has been going on for years, and several times in the past five or six years, some fine morning the trade has wakened to the knowledge that one of their number was in possession of the stock of a delinquent debtor, and the others were shut out by the unrecorded bill of sale. Of course, the wholesalers had the remedy in their own hands all the time, for it is manifestly impossible for a retail dealer to give preference to one of his creditors to the exclusion of the rest, unless the one is willing to be a party to the transaction. It must be presumed that the man who gets the bill of sale has asked for it. Where the shoe pinches is that no one knows when some new bill will turn up. It has had a very serious effect on credit, especially in the retail grocery trade, and the present move is the direct outcome of the meeting of creditors of a retail merchant who had protected one or two of his wholesale creditors at the expense of the rest. The Board of Trade passed a resolution recommending to the Legislature the following amendment to the Act:

1. To reduce the time of registration of a bill of sale to three days in cases where the goods in the bill of sale are within the corporate limits of a city or town in which is situate an office of the county

court wherein such a bill of sale may be registered and in other cases within the period of 15 days after making thereof.

The local market situation this week shows some active inquiry in lines of dairy produce. There is a scarcity of good creamery butter. Two factors obtain: The local B. C. make is light yet, owing to the backward spring, though conditions are now very favorable. The other cause of shortage is the difficulty of getting stocks forward from Manitoba and the Northwest. One firm of dealers say that they have had a car on the way since May 13—the day it was billed out of Winnipeg. They had trace of it a week later at Moosejaw, 390 miles west of Winnipeg, and it is not here yet.

Stocks are confined to what remains in cold storage, and that is but little, none of which is first class. There is one lot which will have difficulty in finding a market at all. It has been here for some months now. Supplies of local make are likely to become more liberal from now out. It is all called creamery, though much of it is separator dairy—a good article, however, as it is strictly fresh and grass butter. The jobbing price is 25c.

The offerings from the Northwest are becoming more frequent, as the recent rains throughout the Territories and Manitoba have improved the grazing, and milking cows have some chance as a consequence. The quotations offered so far range about 20c. for Manitoba creamery, and 12 to 16c. for Manitoba dairy.

Local eggs are holding strong at 25c. jobbing. They about fill requirements at present. For northern shipments, one firm has on the rails a half-car of eggs from Ontario. The car is filled out with Ontario creamery butter; also for the same northern order. There are reported to be three cars of Ontario eggs on order to fill northern shipments. The cheese situation is quiet locally. There are no large stocks, and there have been no new goods yet brought forward. Usually the first new stock in cheese comes from Manitoba.

In groceries the movement continues fairly brisk in dried fruits, the stocks of which are of course all from California. The prices have not moved materially of late. Fresh fruits to take place of dried fruits are not yet in, the only fresh being strawberries, which have continued very plentiful this week, and cherries, which are also liberally stocked. The market in canned goods, especially canned vegetables, is dull indeed. There is nothing moving. This is partly due to the fact that the brokers for the eastern packers have nothing to offer, the eastern stocks being cleaned up. There continue to be shipments of tomatoes from California, but there are so many lines of fresh vegetables now in the market that canned goods are out of season.

Northern shipments of groceries continue very heavy. The steamer Princess May, which sailed last Saturday night for Skagway, had on several hundred tons of general groceries from wholesale dealers of Vancouver and Victoria, one Victoria firm sending in a single shipment of 200 tons. Other shipments of 50 tons each were common. The Hudsons Bay Co. also sent up its annual supplies for the posts, served from the Stikine river and Telegraph creek. These goods are sent up the Stikine from Wrangel in the company's own river steamers.

IF A CUSTOMER

asks for NATURAL COLOR CEYLON YOUNG HYSONS or JAPAN FINISHED CEYLONS, and you cannot supply it, will he not consider you behind the times?

See Our Travellers' Samples.

LUCAS, STEELE & BRISTOL, HAMILTON.



When Spring comes round drink

HIRES
Root Beer

to give you vigor.

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

W. P. DOWNEY,

26 St. Peter St.,

Setna & Co., "Chutneys"

Indian Guava Jelly, Curry Powder.

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

Squirrel, Fox and Tiger.

DRAINED PEELS in 10-lb. Drums and 112-lb. kegs.

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SOLE AGENT FOR CANADA.

MONTREAL.

Sherries, Ports, Madeiras,
Malaga Wines,

Diez Hermanos, JEREZ, SPAIN,

B. O. BELAND,

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26 LEMOINE ST.,

IMPORTER OF

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

Chocolate de l'Universe,

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Dominion Brand Condensed Milk



(Sweetened)

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

Entirely free from adulteration.

SAMPLES ON APPLICATION.
TRADE ORDERS SOLICITED.

Selling Agents in Canada

CITY DAIRY CO., Limited, TORONTO.

JOS. E. HUXLEY, WINNIPEG.

THE BAKER, LEESON CO., Limited, VANCOUVER.

THE THOMAS EARLE FAILURE.

A MEETING of the creditors of The Thomas Earle estate, the well-known wholesale grocer of Victoria, B.C., who failed a couple of years ago, will be held on Tuesday, June 9, at 10 a.m., when statements of the assignee and of the accountants engaged to make up the accounts will be submitted.

The auditing was done by Clarkson, Cross & Helliwell, of Vancouver, and their report, which has been printed, is dated May 8, 1903.

The accountants report having had to reconstruct the accounts for the period of nearly 11 years, from January 1, 1891, the date of the last trial balance produced, and this task of revising and connecting the incomplete records of the earlier years and of creating new ledgers for the later years has been most laborious. Owing to the lack of details in many cases and other difficulties attending such a work, the record as at present compiled is by no means as complete or satisfactory as if the accounts had been written up in the ordinary way at the time the transactions took place. In view of the number of enterprises concerned, such as The Clayoquet Fishing and Trading Co., The Quadra Packing Co. (subsequently The Icy Straits Packing Co.), The Pioneer Coffee and Spice Mills, etc., it will be understood that it has been most difficult to trace the history of many transactions. The analysis of profit and loss account presented, shows that heavy losses were made in the grocery business each year of the period, and although it has not been possible to furnish such details with regard to the fishing and canning operations of each year, the final results as evidenced by accounts at this date show that losses were also sustained by these concerns. Considering the manner in which the entire business was conducted, it is not surprising to find that losses were large and continuous. The capital (or surplus) at December 31, 1890, is shown by Earle's ledgers at \$421,934.76; the present deficiency is taken to be \$341,774.62. In the statement of 1890 no provision was made for losses then accruing, and we think that if this had been done, the surplus would have been reduced to, say, \$175,000 or \$200,000; assuming such to be the case, the losses strictly belonging to the 11 years period would amount to over \$500,000. The small gross profits as shown by the trading account analysis indicate that goods were sold on an extremely small margin over cost, and that sales were made which were not recorded; the losses on trading account, 1895 and 1896 may, to some extent, be caused by errors in stock-taking or charges to merchandise account, which should properly

have fallen into other years, reducing other gross profits. For the whole period, from January, 1891, to November, 1901, the average gross trading profit appears as less than 3 per cent. upon the merchandise turnover, while, upon the same basis for comparison, the losses on bad debts appear as 18 per cent., and the discount and interest as 7 per cent.

It will, of course, be understood, that in the preparation and revision of the vast amount of detail involved in this work, numerous items have appeared which in a matter of smaller volume might receive some comment; in this instance, however, we believe that consideration of the salient facts, together with the outline of the general course of the business, as contained in this report, will suggest the lines of any further investigation which may be deemed advisable. As to the necessity of entering into these details and the value to the estate of the enormous amount of labor and time spent upon the accounts, we might mention that the book debts, which were estimated at the time of the assignment to bring forth about \$50,000, have up to this time yielded over \$116,000, with a probable further collection of \$2,000, and also that the claim made by The Icy Straits Co for \$336,000, has been offset by the contra accounts of Thomas Earle, which were built up during our investigation; the time spent on this account alone has been very considerable.

CANADIAN BUTTER AND CHEESE MARKETS.

At Cowansville, Que., on May 23, about 1,300 boxes of cheese sold on the board at 10 13-16c., and 960 boxes butter at 18 1/2 to 18 3/4c.

On the St. Hyacinthe, Que., board on May 23, 1,100 boxes cheese offered, of which 979 were sold at 11c. and 58 boxes at 11 1/2c. About 300 packages butter sold at 18 to 18 1/4c.

Offerings on the Farnham, Que., board on May 23 were 633 boxes cheese, which sold for 11c.

Sales at the Cornwall, Ont., market on May 23 were 1,065 white cheese at 11 3-16c. and 420 colored at 11 1/2c.

On the London board, May 23, 1,400 colored and 200 white cheese were sold at 11 to 11 1/2c.

The offerings on the Belleville market on May 23 were 2,170 white and 130 colored cheese, which were sold at 11 1/2 to 11 1/4c. for white and 11 5-16c. for colored.

On May 25 265 boxes white cheese were sold on the Lindsay, Ont., market at 10 7/8c.

The sales at Ingersoll, Ont., on May 26 brought 10 3/4 to 11c.

At Campbellford on May 26, 1,00 boxes cheese sold for 10 1/2 to 10 15-16c.

IN THEIR NEW PREMISES.

The Quick-O Manufacturing Co., of Toronto, Limited, are now well established in their new premises on King street west, Toronto. This company, although it has only been in working order a few months, appears to be making substantial headway. Quick-O is a washing tablet to be used in conjunction with ordinary soap and is particularly beneficial for household linen, utensils, and woodwork. It is claimed for it that it does its work without either boiling or rubbing the articles.

SITUATION IN THE EASTERN TOWNSHIPS.

THE following is from The Sherbrooke Record, and gives a fair idea of the condition of crops in Quebec Province: "There is positive danger of a crop failure in the Eastern Townships owing to the lack of rain. Reports from all sections tell of the same discouraging conditions.

"Farmers found the soil in an excellent condition early in the spring and made preparations for rich crops, but early in May discouraging conditions confronted them. Practically no rain has fallen since April 15; even the winds became unusually dry. The temperature has fluctuated between two extremes, fresh sprouts being killed either by the cold at night or the intense heat of the day. Finally the ground became so dry that the planting of the corn especially has been deferred by many farmers, and where seeding was done early the growth has been badly retarded.

"To make matters worse, on the nights of May 22nd and 23rd severe frosts occurred. A Megantic correspondent says that ice formed on still water. Reports from all directions tell of serious damage to young plants, particularly in gardens, and it is feared that the apple crop has been ruined. Again last night a slight frost occurred. Reports thus far received do not indicate that it was as severe as those of last week.

"The dry spell is seriously affecting the dairy industry. The grass in pastures is not growing and cows can scarcely obtain enough to keep them. The flow of milk is below the usual at this season of the year. In the fields the grass is not advancing and a light hay crop must certainly result. Grain, under the heat of the sun, is turning yellow, and if the present conditions continue, will practically be burned up in the parched soil where it finds no nourishment."

THE CANADIAN GROCER

INQUIRIES ABOUT CANADIAN GOODS.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London ;

1. A wholesale seed firm requiring large supplies of wooden boxes, cut to specified sizes, have asked to be placed in touch with Canadian shippers of box shooks.
2. A London firm of agents and brokers for the sale of provisions asks to be furnished with the names of packers of lobsters in the Maritime Provinces of Canada.
3. The addresses of casein manufacturers in Canada are asked for by a firm in Scotland.
4. An import and export house at Malmo, Sweden, has asked to be furnished with a list of leading Canadian shippers of wheat, flour, fruit, cheese and salmon.
5. A London firm asks to be put in communication with Canadian producers of raspberry and of black currant pulps.
6. A Birmingham house wishes to hear from Canadian manufacturers of ash shovel handles.
7. An inquiry has been received for the addresses of Canadian producers of Kieselguhr (Tripolite).
8. An application has been made for the names of Canadian importers of hair cloth for tailoring purposes.

The names of the firms making the above inquiries can be obtained from the editor of THE CANADIAN GROCER.

B. C. CANNERIES.

The several canneries of the British Columbia Packers' Association in the Skeena River district, which so far have run independent of each other, have been formed into a district ; and this district will be under the management of M. M. English. For the Fraser River district the company are keeping the same manager.

W. Macpherson succeeds M. C. Russell as manager of the Fraser River canneries of The Canadian Canning Co. The Star cannery, belonging to the same company, will be in the charge of R. M. Currie.

Robert Welch, former manager of the Star cannery, has been appointed district manager for the British Columbia Packers' Association at Anacortes.

A QUEER CARD.

The efforts of window-card writers to provide something catchy to sell goods results in rather peculiar signs at times. A Montreal tobacconist exhibits the following in his window : "It is better to smoke in this world than in the next." Bound to be read and pondered over, but it sells no goods unless, as its purpose seemingly is, it induces non-smoking passers by to essay the comforts of the weed.



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

Hamilton Stamp & Stencil Works, Hamilton, Ont.

Their cost is so trifling

and their convenience so great that the wonder is that merchants do without RUBBER STAMPS. Tell us what you would like and we'll tell you the cost.

C. G. Young Co., 1 Adelaide E, Toronto

HOUSEHOLD AMMONIA.

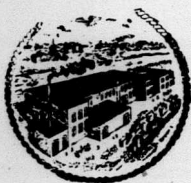
HARVEY'S (of course), Clear, Cloudy, and Perfumed Toilet. In drums, carboys, quarts, pints, flats. STRENGTH AND SATISFACTION GUARANTEED.

HARVEY'S Dry Powdered Ammonia, 1 1/2 lb. packets, put up in 1, 2 and 3 doz. cases—a strong well-made article at a low price.

JOHN G. HARVEY,

Mfg. Chemist.

TODMORDEN



THE PARKHILL BASKET CO. Limited

Manufacturers of..

The Asam Muhlenbach Patent Peach and Grape Baskets, Spruce Butter Boxes, Clothes and Market Baskets, One-quart Berry Baskets and Crates, Plant Boxes, Packing Boxes, and Egg Cases.

OWEN SOUND, ONT.



Our New Booklet

"WHAT DO YOU WANT"

Just Out.

This Booklet contains selected lists of newspapers covering

Canada as a Whole,
Canada by Provinces,
Canada in Sections,
Agricultural Canada,

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

The Desbarats Advertising Agency
INCORPORATED MONTREAL.

Advertising campaigns planned and carried out.



Capstan Brand Baking Powder

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

ASK YOUR WHOLESALE GROCER FOR IT.

The Capstan Manufacturing Co.

Toronto, Ontario, Canada.

SPECIAL

30,000 lbs. MARACAIBO COFFEE (good quality) 13 1/2 cents roasted.

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

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

Packed in Barrels; barrels free.

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

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby St., Detroit, Mich.

Selling Agents for above.



TANGLEFOOT

SEALED STICKY FLY-PAPER.

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

GOSSIP OF THE GREAT WEST.

A ROUND UP of the jobbing trade on Saturday morning revealed the fact that everyone was busy and there was no change in prices, although a new list on Californian dried and evaporated fruits is expected before another week end.

A carload of Patterson's sauces, which were on the steamer sailing direct from Liverpool to Fort William and which struck and sunk near Edwardsburg, will be sold by Lloyds by auction. It is understood the only damage to the goods is the loss of labels. In the meantime jobbers are practically cleared up on this line of goods.

The weather for the week has been ideal from the standpoint of the growing crops. The ground had become thoroughly heated by the week of hot dry weather that preceded the rain. The rains were soft and abundant and followed by warm bright weather—not too hot. The country is looking lovely; indeed, one son of Erin declared the other day that the Emerald Isle could not show more vivid verdure.

The week has been a quiet one in grain circles, and the transactions in local wheat small. Monday was a holiday, and though American markets were duly bulletined, there was little interest shown. On Friday the markets closed, to remain closed until Tuesday. So that altogether it has been a short week. Prices, however, have been well sustained.

Just what crop remains in first hands it is not possible to say, but the secretary of the Western Grain Dealers' Association promises another bulletin within a week or ten days, and it will then be possible to form a more correct estimate of where we are at. The number of cars passing inspection has been unusually light for the season.

There has been almost a strawberry famine this week, and things are only now improving slowly. The heavy rains in Missouri soaked the berries so that the few lots reaching here were quite unfit for re-shipment to country points. This was an especially disappointing feature of the holiday trade. The Hood River berries will be in by June 5, and they are likely to be dear at the start, as the shipper at Hood River is asking very high prices for the early shipments. The supply, judging by advices from that

point, is considerable. Other lines of fruit are without change. Bananas are in good supply and the quality excellent, but the price is high, being firm at \$3 a bunch. Tomatoes are coming forward in better shape, and the crates are \$4.50, as against \$5 last week. Florida pines seem to be slow this season, as none have been received so far. The Florida pine is preferred on this market to any other. New cabbage is in and sells at 5c. per lb.; it is very choice. Cucumbers have declined in price from \$2 to \$1.25 per dozen.

Dairy produce has not changed much during the week. The supplies of creamery show a moderate increase for the week, but the statement of the British Columbia correspondent that Manitoba creamery has been on that market this season must be a mistake, as so far the offerings have been very light, owing to short pasture. Now, however, the pasture is luxuriant, and stocks will begin to accumulate. The price so far has been 21c. for bricks and 20c. for boxes at the factory. Dairy butter shows signs of increase in supply, but up to date the demand has been greater than the supply, and prices for choice dairy are 15 to 16c. net Winnipeg, and from that the range is as low as 10c., according to the quality.

CHEESE.—The new cheese from Ontario has not, so far, arrived, but there have been one or two sales of cheese from local factories offering. The opening price has been 12c.

EGGS.—The supplies have declined so far below the demand that the price has gone up to 14½c., as against 13c. a week ago.

The dressed and cured meat markets are very firm and steady, and without change of price or situation.

NOTES.

R. C. Steele, president of The Steele, Briggs Co., Toronto, has spent the past week in the city, and is delighted with the progress of Winnipeg since he was here in 1887—the year of the bumper crop. Mr. Steele first visited the West in 1876, and in those days formed a great opinion of the possibilities of the West. Mr. Steele was the purchaser of the first wheat exported from Manitoba. Mr. Steele went West Saturday as far as Brandon, to see the experimental farm. The main object of his visit here is to talk over plans of further development of their business here in the West.

Very general regret was expressed at the death of Mr. W. A. Hastings, of the Lake of the Woods Co. Mr. Hastings had lived here for some years, and since his removal to Montreal he has been frequently in the city, and always optimistic as to its future.

AN OPTIMISTIC REPRESENTATIVE.

Mr. G. H. Macfarlane, general western representative of E. W. Gillett Co., Limited, Toronto, has returned east after completing one of the most successful trips of his career. In an interview with a representative of "The Grocer," he stated that the very large immigration into Manitoba and the Territories was giving an impetus to trade to a remarkable extent, and orders are larger than even the generous Western style. The hope of good crops is buying up the older settlers, and should the season be a good one, the reports of the newer settlers will cause the golden country to be overrun next year. British Columbia, while sharing somewhat in the immigration fever, is not far behind in prosperity, though the strikes have to a regrettable extent held back a much more prosperous season.

Mr. Macfarlane is very optimistic in his news of our Great West, and as one who has for over 15 years covered the country lying west of Lake Superior, he is in a position to reasonably prognosticate.

Mr. Macfarlane expects to return to the Coast in a few days. He looks forward to again placing several carloads of E. W. Gillett & Co.'s goods between Winnipeg and Vancouver.

RUSSIAN BEEFS.

The following is the comment made by Toronto Saturday Night on the importation of Russian beef by Great Britain:

"The tendency of Great Britain's enemies to capture the trade of the Old Country, and the willingness of the Government to let them do so, is remarkably well exhibited by the welcome of Russian chilled meat in the Motherland, which should prefer the products of countries true to her both in peace and war. Experts say that the recent importations of cargoes of Russian beef have met with a very favorable reception in Smithfield, to which they were sent. It is said to be as good as the Argentine product, and will retail at from 2½d. to 6d. a lb. If Great Britain would let Canada have a really fair crack at this market, Canada, Australia and New Zealand would be able to give them third-rate articles, such as they are getting from Russia, and the Empire would be building up its friends instead of its enemies."

THE CANADIAN GROCER



SOCKEYE SALMON

"Clover Leaf Brand"

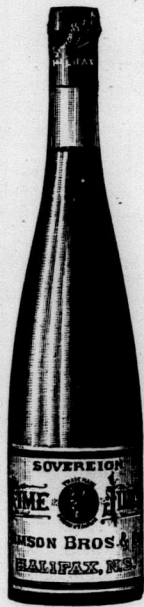
is the finest FRASER RIVER SOCKEYE SALMON packed.

All grocers keep it.

Who Ships
BREAD and
CAKES ?

We Do!

The Nasmith Co., Limited, Toronto.



SOVEREIGN LIME JUICE

The Best Thirst Cure.

DELICIOUS and
REFRESHING.

Has the largest sale of any Canadian Refined Lime Juice:

PROCURE FROM YOUR JOBBER.

If he cannot supply you write us direct. —

Simson Bros. Co. Limited

Wholesale Druggists,

HALIFAX, NOVA SCOTIA.

TO LICENSE FACTORYMEN.

THE Produce Merchants' Association of Montreal have decided to take active measures toward the improvement of the dairy industry in Quebec Province. They think that by issuing licenses to factorymen to make cheese and butter, it will be possible to grant permission only to the competent factorymen, their ability to be judged by examinations conducted by a commission appointed by the Provincial Government. Their resolution also contains a hint that the factorymen of the province are not taking advantage of the St. Hyacinthe Dairy School. Following is the resolution:

"Whereas it is highly important in the interests of dairying in Quebec that all dairy products manufactured in the province should be of first class quality and that the business of all cheese and butter factories should be managed in such a manner as to ensure (1) the production of uniformly fine cheese and butter, and (2) fair treatment of all the patrons who supply milk;

"And whereas, the Provincial Dairy School at St. Hyacinthe affords opportunities to cheese makers and butter makers to obtain whatever instruction is necessary, in addition to the practical experience gained by them in a cheese factory or creamery;

"Resolved, that the Provincial Government be urged to appoint a commission for the province of Quebec, with authority to grant licenses and to control the same, to such persons as upon careful examination are found qualified (1) to manufacture cheese or butter of first-class quality; (2) to judge correctly of the quality and condition of milk offered by different patrons; and (3) to carry on the business in such a manner that the interests of all concerned will be protected.

"Resolved further, that the Government be respectfully requested, in the interests of dairying in the province of Quebec, to forbid any person who does not hold such a license, to manufacture cheese or butter at any factory at which milk from various patrons is received, and at which the proceeds from all sales of the products are distributed among the patrons in proportion to the quantity, or to the quantity and quality, of the milk supplied by them severally."

The above was submitted to the Montreal Board of Trade at its meeting on May 27, and that body was asked for its support in the movement.

CONVERTED INTO COLD STORAGE BUILDING.

A somewhat curious waste of public money has just been brought to light by the report of the British Committee of Public Accounts. Recently the War Department built a store for the ammunition of the navy at Gibraltar, costing £12,000, to be charged to navy votes. The store was found too damp to keep ammunition in, so it was converted into a cold meat storehouse for both army and navy. This was done at the expense of £47,000, including the cost of freezing machinery, etc., making a total expense of £59,000, of which the army pays only £23,000, although each department receives the same accommodation as the other.

CLARK'S Pork and Beans

IN CHILI SAUCE!

THEY WERE the choice of consumers from the very first.

THEY ARE the most popular line sold at 10c. because the quality is just right. Largest seller in the trade.

THEY WILL always be just the same and you should insist on having them. If a substitute is offered you may be sure it's not for your good.



Delicious, Healthful
The Ideal Fruit

-FOR-
SPRING and SUMMER USE

Once Tried, Always Used.

ASK FOR IT.

LEES & LANGLEY'S

L & L

Worcestershire Sauce



Trade Mark

Incomparably the best goods on the market, prepared from the best English Malt Vinegar, and the purest of spices. Grocers who handle it will have the best of goods and a satisfactory profit.

LEES & LANGLEY, 53 Colborne St., TORONTO.

PHONE MAIN No. 1975.

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

FANCY CALIFORNIA, NAVEL, VALENCIA, SEVILLE. ORANGES

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

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

THE BELLEVILLE BUSINESS COLLEGE, LIMITED
BELLEVILLE, ONTARIO.

Send for handsome Catalogue describing fully all courses taught.

o J. Frith Jeffers, M.A., Principal.

Flett's
Pickle Prosperity
 Prosperity follows thrift. Be thrifty. Buy goods of high quality with a good profit and pickle prosperity will follow.
FLETT'S PICKLES
 are known as pickles of quality
 ..
ROSE & LAFLAMME
 Agents, ————— MONTREAL.
 MHS

Wise dealers
 sell
 it.

**Paterson's
 Worcester
 Sauce.**

The
 customer
 appreciates
 it.
 ROSE & LAFLAMME,
 MONTREAL.

A
 Household necessity.
 Tip-Top Soap Chips.

**GREATEST
 SELF-WASHER
 INVENTED.**
 NEW PROCESS
TIP-TOP
 (REGISTERED)
**SOAP
 CHIPS.**
 FOR HOUSEHOLD AND LAUNDRY USE.
 MANUFACTURED BY
The Industrial Soap and Oil Co.,
 LIMITED
 TORONTO, CANADA.

Sell
 Tip-Top Soap Chips.
 Gives universal satisfaction.

Telephone Main 1618.



MR. RETAILER,—The sale of **Quaker Ceylon Teas**, Black or Green, could not have jumped to the very front rank among packet teas unless there was some good reason for it.

ASK OUR TRAVELLER NEXT TIME.

J. A. MATHEWSON & CO., Montreal, Agents for Canada and Newfoundland.

N. B.—By the way, Quaker Tea IS SEALED IN Ceylon.

THE CANADIAN GROCER

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER,
365 Richmond St. West, London.

ALL the wholesale houses report continued improvement during last week. Travellers are doing very well, and letter orders help to keep things active in the shipping departments. A very important and pleasing feature is that the country districts are in grand shape. Crops are promising splendidly, and the prospects of a continuance of good business right through summer and fall are higher now than at any prior date.

* * *

Retail grocers are now making preparations for the sugar season. Strawberries are likely to be abundant, and will soon be rushed into this market. The demand for sugars for preserving usually begins with strawberries, and continues along steadily as one fruit after another in its season becomes ripe.

* * *

Nearly every kind of dairy product in this city has for last week been firm and in good demand at prices quoted a week ago. Beef and pork are somewhat lower, but poultry are still at fancy figures, viz., 75c. to \$1 per pair for chickens. Hay and straw are well supplied, the former at \$7 and the latter at \$5 per ton. A carload of live hogs was purchased here on Monday by Mr. McIntyre, for which he paid for selects \$5.60 per cwt. Vegetables of every description at reasonable prices were offered in large quantities. Lovers of flowers had their most fastidious tastes gratified in the wonderfully large offerings of beautiful floral specialties at low figures.

* * *

Adam Beck, the popular mayor of London, is also representative of this city in the Local Legislature, and much interest has been taken in his bill to amend the Street Railway's Act, which has been laid over because of vigorous protests from interested companies.

* * *

Chris. Smallman, of the London Chemical Works, met with a very serious accident on Saturday, being run-over by a freight train and losing a leg and both arms. T. H. Smallman is ill at his home, suffering from the shock attendant upon the news of the accident to his brother, Christopher Smallman. The accident has caused much regret, and business men express sympathy. The family is widely and well known.

* * *

The Customs returns for this city for the month of May are \$56,267.63. The

returns for the corresponding month last year were \$56,726.65 — a difference of \$459.00 less for 1903.

* * *

A meeting of the Travellers' Club was held on Saturday night in connection with the Club's picnic to Port Stanley, on the 1st of August. Reports from members of the various committees show that the affair is an assured success. Commercial men from Cleveland, Buffalo, Detroit, and various other American cities will be present to take part. Ten thousand badges, lithographed in two colors, are being prepared, advertising the great day.

* * *

The dry goods stock of the late James Morrison, of Dundas Street, East, was bought to-day by Mr. Robert Morrison, son of the deceased, for 62 cents on the dollar.

THE MOTE AND THE BEAM.

A GENTLEMAN from Johannesburg, South Africa, was interviewed by a Montreal newspaper the other day, and after pointing out to the reporter how little we were taking advantage of the opportunities offered in South Africa for a market for our products, and also how little we appreciated our rivers and forests and all the other natural Canadian features that we have been conceited about for years, wound up the interview with the old statement that there was not enough known about the different parts of the Empire. No doubt thinking he was giving a good example of our ignorance of each other, he said: "Many South Africans vaguely imagine that Canada is part of the United States."

The gentleman, be it remembered, was not speaking of the colored natives in his balmy country.

We have heard of letters from Great Britain and the other colonies being addressed to "Montreal, U. S. A.," or "Toronto, Ont., U. S. A." and "Quebec, N. Y., U. S. A.," but as a rule even the uneducated people in the British Isles know now that Canada is not a suburb of Chicago. Those that don't know it are not worth bothering about as customers, and the same applies to the hazy South Africans. Yet the gentleman quoted above says that our products on his home market would be given the preference over American products; in fact, that should we enter South Africa in competition with the United States, that he would "do for" the children of Uncle Sam on that market, notwithstanding that "many" South Africans don't know the difference between us.

It is to be hoped that some of those Canadian school teachers will drift southward and open up some geography classes in Natal and Cape Colony. After that our exporters may have a chance of getting a preference.

It is not likely, however, that the South-African gentleman meant all he said. How many visitors do we know from both Great Britain and our sister colonies who do their best to patronize us when they land here? Should we become too enthusiastic about this country their favorite wet blanket is the pleasant announcement that their countrymen, as a rule, do not know where we are on the map, or at least believe that we are part of the United States or a populous Greenland settlement. This may put a damper on us for the moment, but what are we to think of our fellow British subjects?

Before the Boer war we knew that Cape Colony was not Oom Paul's constituency, that New Zealand was not the capital of Australia and that British Guiana was not one of the West India Islands. These places are all of less geographical importance—and other kinds of importance—than Canada, and it would be no more absurd for "many" Canadians to believe in that jumble in geography than for South Africans or Australians or Jamaicans or the others to suppose that Canada is one of the American States. Yet visitor after visitor from our sister colonies, after telling us in one breath how much his people love us, feels compelled to add in the next that it's too bad they do not know where we live or what flag we fly. It is time the farce ended.

STORES CHANGE HANDS.

Gravel, Freres & Cie, Montreal, formerly "The Queen's Block Grocery," having bought out R. B. Hall, grocer and provision merchant, are now installed in the latter's store on the southeast corner of McGill College avenue and St. Catherine street. Messrs. Gravel are arranging things to suit themselves, and when all is complete will have one of the best looking grocery stores in Montreal. They have two large show windows, one facing St. Catherine street and the other opening on McGill College avenue, with the entrance on the corner. The firm are not far removed from their old stand, and have consequently lost none of their old friends.

D. H. Welsh's confectionery store, on the corner of St. Catherine and Victoria streets, is now occupied by Robert Hall, confectioner, caterer, etc., and much improvement has been made in the appearance of the store, both on the exterior and interior. Mr. Hall's former place, on the northeast corner of St. Catherine street and McGill College avenue, is now occupied by the Montreal City and District Savings Bank.

The demand for

Blue Ribbon Ceylon Tea


is steady—the price is right—you make a good profit on every pound you sell, and the quality is the very best. Let's work together.



RETURNED
AUG 24 1913
Delbert
10 Page

Chinese Starch

is taking the work away from the Chinaman. With this Starch, any girl can do just as good work as the best Chinese laundry. None of these yellow streaks to be seen when this Starch is used. Manufactured in Canada by Canadians. Encourage Canadian industries. Every package guaranteed. We pay freight on all orders.

Ocean Mills,  Montreal.

Pan-Fired Ceylon Green Teas

TO RETAIL AT 25c.

GREEN LEAF, BRIGHT SWEET LIQUOR.

The Japan market opened 20 per cent. higher than last year. Secure some of above before prices advance. Samples on application.

WARREN BROS. & CO., - - TORONTO

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

LONDON TOBACCO GOSSIP.

THE labor difficulties which have, to a limited degree, disturbed trade in London, Ont., are about the same as reported last week. The sympathetic strike failed to materialize as predicted, and now that the manufacturers are apparently able to get along with the non-union help they have held right along, it is expected that those now out will soon, figuratively speaking, lay down their arms.

Business is becoming brisker daily. The Inland Revenue returns for May are not yet complete at this writing, but it is expected will show a big increase in duty paid cigars as well as raw leaf over the preceding months.

Within the past few weeks London has had added to its already large list of cigar manufacturers, one more, Mr. Ward, of Toronto, being the new comer. The explanation of so many either beginning the manufacture of cigars here, or moving here from other points, lies in the fact that London has and always has had an enviable reputation in this line. As Sheffield and A 1 cutlery, so is London and A 1 cigars synonymous terms.

Would it be out of place in this column to venture a suggestion to the dealer? Well, here goes. Concentration upon a few brands of what he considers to be the finest of their kind will prove far more profitable in the long run. Of course, there are numerous smokers who insist upon novelty, and jump about from one brand to another, until it seems well nigh impossible to suit them. This class have, after all, to be taken into consideration, but as far as possible keep the variety down rather than up. You can educate the larger proportion of your trade into using what you know is the best obtainable. Apropos of the above, some one has said: "If trade were restricted to the things people actually need, we wouldn't have so many railroads. It's what people are taught to believe they need that makes business."

In our reference to London being a cigar centre, we may mention the fact that one of the best known people in Ontario, if not the Dominion, is prominently identified with this industry in the person of Adam Beck. We should have said Mayor Adam Beck, and might still add M.P.P., he representing London in the Provincial Legislature as well as being the chief magistrate. His worship has almost a monopoly of the cigar-box

business. The head office and works are located here, with branches at Montreal Toronto and Winnipeg. There appears to be a distinct affinity between the cigar business and fine horsemanship, witness, Mayor Beck, Arthur Brener, Bert McDonald (of Line McDonald), and numerous others who are possessors of horses away beyond the usual run.

A TOBACCO MAN'S LOGIC.

"The one straight road to success is to learn to love your business," said James Buchanan Duke, as I sat with him two days ago. "A man must love his business better than he loves anything else if he would make success sure. It is the true, the only way. We employ more than 100,000 persons in our vast tobacco business, and as the director of this force I never fail to observe that the man who works only because he is paid to work has no chance in competition with the man who works because he would sooner do that than anything else. It is the practical secret of success. This tobacco business is my pastime, as well as my duty. I never fish or hunt. Those things mean hard work, and there isn't as much fun in them as there is in business.

"A man can do best that which he loves best," he said. "If he has started in a business which he cannot learn to

love, then he should go into some other business. He will never succeed in this age of competition unless he can find real pleasure in his work. The making of money is not a sufficient incentive. He must find his highest enjoyment in the task itself. No man who works along that line can fail. This is my judgment, based on my own experience and my observation."—James Creelman in New York Sunday World.

NEW IDEA IN MATCH SAFES.

The "Double S" Manufacturing Co., 40 Scott street, Toronto, have placed a

The following Brands manufactured by

The AMERICAN TOBACCO CO.
OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,
LIMITED

MONTREAL, QUE.



**Here
It
Is!**

Seek no further—
here's the best ten cent cigar in all
Canada! My "Pharoah" set the pace
years ago and has been leading in sales
ever since.

You only lose time and money by
trying to find something better—you
can't do it. Let me prove it by sending
on that "trial order" at my expense.

Payne's Cigars.

J. BRUCE PAYNE, MFR.,
Granby, Que.

WE'RE POSITIVE (you may become so)
THAT
**Harold H
Kim and
La Fama
Cigars**

are the very best produced in this Dominion.

**BRENER BROS.,
London, Canada.**



SUMMER OUTINGS

are not complete without a stock of good cigars being included in the outfit. Grocers who have friends and customers leaving soon for their vacation have a fine opportunity to sell them something in this line.

Tuckett's Marguerite Cigars

will delight them. They serve to while away many a lazy hour.

Tuckett Cigar Company, Limited, Hamilton.

The
Canadian Grocer



OUR "CORONATION."

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

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

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

TOBACCOS AND CIGARS

The Grocery Trade and "Ronto"

ought always to be united. "RONTO" is a 5c., union-made cigar—the best we can roll for the money.

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

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

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

J. M. FORTIER, Limited

Manufacturers and Exporters of

Cigars, Cigarettes and Cut Tobacco

Offices:

1980-1982 Notre Dame St.

Factories

and Warehouses:

151 to 161 St. Maurice St.

DEALERS IN

Imported and Domestic Leaf Tobacco
and Cigar Manufacturers' Supplies,

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

Cigars.

MONTREAL,
CANADA.

SOLD ON MERIT:

CHEWING

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

SMOKING

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

STRICTLY UNION MADE.

McALPIN CONSUMERS TOBACCO CO., Limited, - TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

Pipes

The Largest Pipe House in
Canada.



TRADE MARK.
Write for Prices.



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

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO
KINGSVILLE, ONT.

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

new idea in match safes on the market,
called the "Patent Lightning Striker."
They have applied for patents in every
European country and are already pro-
tected in Canada and the United States.
It is certainly a very neat little contriv-
ance, of pretty design, and would be an
ornament to any room in the house.

MEERSCHAUM.

THE British Foreign Office has issued
a report upon the meerschaum
mining industry of Constantinople.
The product, which is extensively utilized
for the manufacture of pipes, is almost
entirely confined to Turkey. The meers-
schaum can be mined by any person at
Sari-sou, Sepetdje, Gheikli and Menlou,
on payment of five piastres to the adminis-
tration of mines—the cost of a permit.
The mines at Sari-sou are situated at a
distance of about 17 miles to the east of
Eskichehir. The pit at Sari-sou was
opened 20 years ago, but to day there
are 8,000 mines opened, of which, how-
ever, only 2,000 are worked, the remain-
der having been abandoned. Some 4,000
miners worked these mines, and every
Friday a market is held at which they
dispose of the blocks of meerschaum they
have extracted during the week. For the
accommodation of the workmen nearly a
thousand huts have been erected.

At Sepetdje, about 18 miles to the
northeast of Eskichehir, there are some
20,000 pits in the space of six miles, of
which only 150 are worked, all the others
being exhausted. It is said that these

mines were opened 1,000 years ago, which
is not incredible, as it is well known that
magnesia was formerly used for many
purposes other than the fabrication of
pipes; moreover, fuller's earth used to
be worked on a vast scale by the
ancients. The meerschaum mines are
worked by some 500 miners, who live in
the surrounding villages. At Gheikli, in
the vicinity of Sepetdje, there are 3,000
pits, of which only 100 are worked, giv-
ing employment to 400 miners.

The only space where the administra-
tion of mines authorized meerschaum to
be extracted is Menlou, and here there are
20 pits actually worked by 100 workmen.
The working of these meerschaum depo-
sits, called the Eskichehir, mines which
formerly were actively worked, is reduced
to 1,770 pits, giving employment to some
5,000 miners, the greater proportion of
whom are Kurds and Persians. These de-
posits are worked on primitive systems.
A foreman or ganger, having two to 15
men under his supervision, having pegged
out a piece of ground, generally a meter
wide, a pit is sunk until a red clayey
earth, which is the first sign of the ex-
istence of magnesia, is reached. Some-
times this is reached in a few yards from
the surface, but as a rule, the miners have
to dig down some 20, and often 40 and
even up to 60 yards, before reaching the
red earth wherein the meerschaum is dis-
seminated in kidney and other irregular
forms. The volume of these blocks sel-
dom exceeds 30 to 40 cubic centimeters,
the greater part of them being the size
of a walnut or small apple. On reaching
the gangue containing the strata of mag-
nesia the miners drive horizontal shafts
through the red clay. This, however, is
no easy matter, as they cannot detach or
pick off more than 90 grammes of the
clay at a stroke.

Some of these galleries are no less than
a quarter of a mile in length, and it
sometimes happens that owing to these
being pierced at random, different gangs
meet underground. They work night and
day, the galleries being lighted with pe-
troleum. After a certain quantity of
blocks have been extracted, the meers-
schaum, still enveloped in its gangue, is
drawn out of the pit and stacked in the
miners' barracks. These blocks are
bought by the manufacturers of Eskiche-
hir, in job lots, every Friday, and there
are some 150 persons who regularly at-
tend these markets. The meerschaum is
then taken to Eskichehir, where the
blocks are cleaned, the operation con-
sisting of scraping and cutting the blocks
with a sharp instrument or knife, the
meerschaum being still soft and easily
cut to any shape or form.

More than 1,100 persons are occupied in
cleaning and shaping these blocks, which,
after being thoroughly cleaned, are sepa-
rated into four classes, according to size
and quality. These blocks being ready
for sale, a bargain is struck between the
pipe manufacturers and the commission
agents and merchants, at Eskichehir, of
whom there are about a dozen. The lat-
ter then pack the blocks of these four
classes with very great care into boxes
of equal size, each block being wrapped
in cotton to avoid any friction or shock
between the pieces. The actual annual
output of these mines varies from 120 to
150 tons. The Eskichehir meerschaum is
very highly prized in Europe on account
of its superior quality; and these depo-
sits, notwithstanding that they have been
worked for centuries, are still considered
to be inexhaustible.—Scientific American.

SELLING CIGARS ON SUNDAY.

A test case was made of the new Sun-
day selling law in Montreal on May 29,
when action was brought against M. L. D.
Goldvogel for selling cigars on Sunday.
Recorder Poirier decided on behalf of the
plaintiff. He found that the by-law gave
the right to a merchant selling cigars on
Sunday, provided that he also sold non-
intoxicating drinks and fruits, and he
dismissed the action.

NOTES OF THE TOBACCO TRADE.

HORROCKS, the manufacturer of the
"Konto" cigar, Toronto, is put-
ting out some very handsome lith-
ograph advertising in connection with
this cigar. A handsome store show card,
for window and stand display, is quite
ornamental, and the large colored sheet
poster is very striking and attractive.

Henry Collins, now of Kincardine, (ex-
mayor of Vancouver), left on a trip to
the Northwest Provinces last week in the
interest of McLeod & Nolan, cigar manu-
facturers, of London.

The Montreal Wholesale Cigar Clerks
had a pleasant outing to Burlington, Vt.,
last week. There were 12 cars comfort-
ably filled. The scenery on the route is
very pretty, and everything passed off in
the most enjoyable manner.

The Cigarmakers' Union has presented
a schedule to the manufacturers of Winni-
peg asking for a general increase in
wages amounting to from 15 to 20 per
cent. The union asks for a settlement
within a few days, and the manufacturers
are now considering the demand.

It is said that a large factory for the
manufacture of all kinds of tobacco is
shortly to be started in Virginia, to be
operated entirely by negroes. The name
of a well-known American capitalist is
given as the financial backer of the enter-
prise.

David Loucister, one of the representa-
tives of the Erie Tobacco Co., Windsor,
Ont., is spending a few days at his home
in that city.

Darius Wigle, one of the promoters of
the new tobacco factory at Kingsville,
Ont., visited Windsor last week.

The new tobacco factory in Kingsville
has advertised for 100 women and girls,
and expects to have everything going
nicely this week. This industry will em-
ploy quite a number of hands the year
round, and promises to be a good thing
for Kingsville.

Alf. Jackson is representing the firm of
F. Edwards & Co., Toronto, and is now
busy sounding the praises of the "Ade-
laide" cigar.

A Richmond, Va., firm have contracted
to supply the U.S. Navy with 250,000 lb.
of tobacco at a price of 38c. per lb. The
tobacco is given to the men at cost
price.

The Imperial Cigarette & Tobacco Com-
pany, St. John, N.B., are notifying the
trade by circular that they are running
their factory to its fullest capacity and
that no delay will be experienced in the
filling of orders.

Negotiations are in progress between
the Burley Tobacco Growers' Association
and the Louisville Tobacco Warehouse
Company for an agreement which will
mean the absolute supremacy of Louisville
as a tobacco market, will result in the
handling of the entire output of the Bur-
ley tobacco district by the warehouses
there and will prevent the tobacco trust
from buying directly from the growers.

BUSINESS CHANGES.

ONTARIO.

JOHN GROSKURTH, grocer, Waldemar, has assigned to Osler Wade. The meeting of the creditors was held on the 3rd inst.

Mrs. Thos. Lockwood, grocer, Ottawa, was burned out.

Zahalan & McNight, general merchants, New Liskeard, have dissolved partnership.

S. James Secord, grocer, Leamington, has assigned to Wm. Irwin. A meeting of the creditors was held on June 3.

QUEBEC.

J. W. M. Ross, general merchant, Hoptown, is dead.

Edmond Cousineau, grocer, Montreal, has been registered.

T. Talbot & Sons, traders, Montreal, have been registered.

Arthur Bros., groceries, shoes, etc., Knowlton, have assigned.

Goineau & Stebenne, general merchants, Iberville, have been registered.

Lamplough & McNaughton, general merchants, Montreal, have dissolved.

George B. Reid, general merchant, Gracefield, has effected a compromise.

A meeting of the creditors of J. B. Prefontaine & Co. is to be held on June 6.

The assets of the grocery business of O. A. Bigaouette, Montreal, were sold.

G. Nicholas & Co., fruit and confectionery dealers, Montreal, have been registered.

F. W. Lamplough & Co., general merchants, Montreal, have been registered.

V. E. Paradis, has been appointed curator for Alexis Parent, grocer, Quebec.

H. Hudon & Co., general merchants, St. Angele, have assigned to V. E. Paradis.

Leon Diotte, general merchant, Joynt, is offering to compromise at 50c. on the dollar.

Etienne Allard, general merchant, Herbertville, is offering to compromise at 35c. on the dollar.

The assets of the general business of W. H. Shouldice, Glen Bean, Que., are to be sold by auction.

Joseph Vanier, general merchant, Montreal, has assigned and is offering to compromise at 25c. on the dollar.

Raymond & Frere, grocers and hardware merchants, St. Hyacinthe, have dissolved and there will be a new registration.

BRITISH COLUMBIA.

W. J. Penwill, grocer, Vancouver, has assigned to J. W. McFarlane.

A. A. Simpson, (Mrs. H. W.) grocer, Rossland, is advertising her business for sale.

Foo Lew, general merchant, Ashcroft, has sold his stock to James Adams, Keithley Creek.

Erskine Wall & Co., grocers and liquor dealers, Victoria, have sold their stock to James Haddock at 81 cents on the dollar.

MANITOBA AND NORTHWEST TERRITORIES.

A. S. Baker, general merchant, Hilton, has sold his business to Wm. Scott.

Amos Brubaker, general merchant, Mayton, sold out to Stewart & Aspinall.

Quesnelle & Braugner, general merchants, Wauchope, have dissolved partnership.

J. W. Lannin, general merchant, Bradwardine, has sold his business to Smith & Cameron.

S. S. Munro, general merchant, Reston, has sold out his branch business at Antler to A. E. White.

HISTORIC SODA WATER.

A BOTTLE of soda water recovered from the wreck of the Royal George, is to be submitted to public auction by J. C. Stevens. The relic is said to be well authenticated, and, as the Royal George was sunk on August 29, 1782, it is over 120 years old. Some two-thirds of the contents, originally about half a pint, remain, the cork being still retained by wire partially displaced. Chemical changes corresponding to those produced by ullage in wine presumably account for a thin internal incrustation or discoloration of salts. The bottle, of the familiar soda water shape, incapable of standing up, is of green glass, but in capacity and also as to size of neck there are marked differences between the bottle of the eighteenth and the bottle of the twentieth centuries. No clue to the maker of the soda water is given. Some light upon the evolution of artificial mineral water has been thrown by William Kirkby, lecturer on pharma-

cognosy at the Owens College, Manchester. This investigator remarks: "The question of the origin of soda water has from time to time received considerable attention. It would be a matter of some difficulty to ascertain with certainty who was the first to use the name, but the evidence of contemporary records clearly points to Richard Bewley, of Great Massingham, who introduced his mephitic julep in 1767, as the one to whom is due the credit of first conceiving the idea of aerating a solution of soda with carbonic acid gas. The earliest mention of soda water appears about 1798, in which year Carallo refers to it as 'acidulous soda water, as it is commonly called,' and to 'the soda water which is now prepared and sold in London by a Mr. Schwappe contains an incomparably greater preparation of carbonic acid gas.' From the forthcoming testimony it may be safely concluded that soda water was invented in 1767, and it received its present name before 1798."

Soda seems to have preceded all other aerated waters, but seltzer was in existence in 1798, for a receipted billhead is still preserved, dated "London, Sept. 3, 1798. Mr. Yarwood dr. to J. Schwappe & Co., 11 Margaret Street, Cavendish Square, for one dozen half-pint seltzer, 4s." In 1802 Paul of Geneva, who had associated himself with Gosse, a pharmacist, and Schwappe in 1790, was making seltzer, spa, gaseous alkaline water, seidlitz, oxygenated water, hydrogenated water, Vichy water, Bassans, Vals, Contrexeville, Balarne, Plombleres and Baresges waters. In each case the salts were put into the bottles, and the carbonated water was added afterward. Geneva was at this period exporting 40,000 to 80,000 bottles. There are no contemporary records stating the method of aeration used by Paul. Ginger beer was once put up in bottles similar in form to the soda water pattern, but of stone, not glass. A glass soda water bottle closely resembling the Royal George specimen was dug up on the Crimean battlefield, showing that no alteration in the model had taken place for seventy-three years. Bottles more than eighty years old are still kept, but the Royal George souvenir is a veteran beside them.—London Telegraph.

FIRM OUTLOOK FOR OLIVES.

Owing to dry weather in France prospects are that olives and olive oil will go up in price.

The trees are flowering now, and unless rain comes the fruit will be dry and of poor quality.

Established 1845

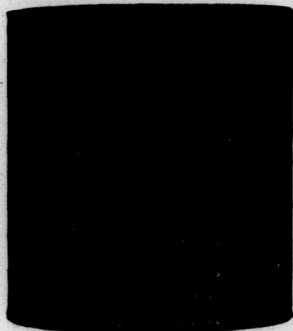
Established 1845

COFFEE

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

SPICES

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



1 and 2-lb. Tins.

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

REDPATH'S Granulated and Yellow In Bags

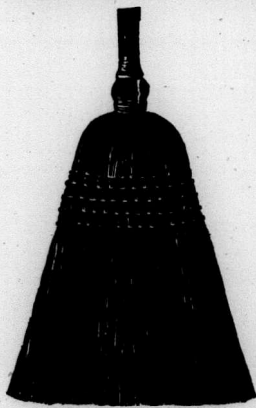
Each one hundred pounds.
Price five cents less than barrels.

The F. J. Castle Co., Limited, Ottawa.
Wholesale Grocers.

P.S.—New pack Thistle Haddies in store now.

BERLIN BRUSH CO.

WATERLOO.
Manufacturers of
**Fine Whisks,
Brooms, and
Brushes**



We want your trade and if your name is not on our travellers, list, let us know and we will send our quotations or have a man call at earliest opportunity.

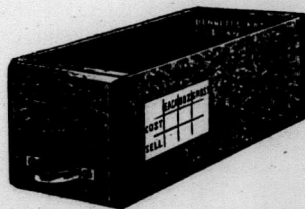
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

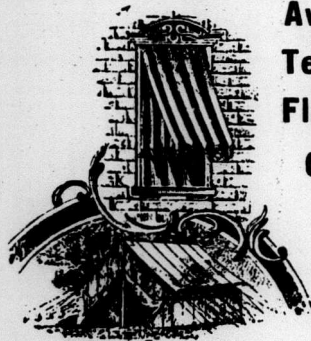
Hardware,
Grocery,
Seed and
Drug Trades.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

BUY OF THE MANUFACTURERS . . .



**Awnings
Tents
Flags and
Covers**

WRITE
FOR
QUOTA-
TIONS.

RAYMOND BROS., Windsor, Ont.

REFRIGERATORS.



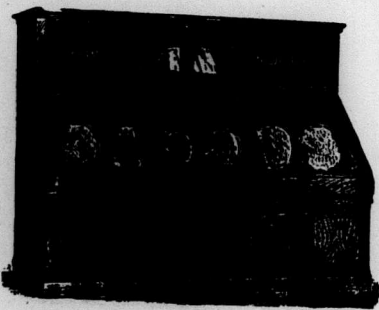
Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

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

Eureka Refrigerator Co.,

Wilbert Hoey, Manager.
54 Noble St., TORONTO.
Phone Park 513.

This cut represents No. 13.



REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,

Merchant and Manufacturer,

3167 to 71 N. Dame St.

Write for Illustrated Catalogue.

Montreal, Can.

CANNED GOODS

ALL : KINDS : WANTED

Sole selling agency of a first-class firm for.... **GREAT BRITAIN**

by the undersigned, who is in a position to place big quantities amongst the largest wholesale buyers in England.

HIGHEST REFERENCES

Alex. S. Duffus, Jr.,

27 LEADENHALL ST.

LONDON, E. C., : : ENGLAND.

OUR WEST INDIAN TRADE.

MR. ROBERT ANDERSON, manager of Robt. Crooks & Co., Montreal, has recently returned from a tour of the West India Islands, calling at all the islands of importance except Barbados, which, on account of quarantine restrictions, he was obliged to pass by. Mr. Anderson also spent some time in Demerara. The trip was undertaken primarily for business purposes, though a long period of hard work made it doubly agreeable and beneficial. After an unfortunate start, when he was thrown from a sleigh and severely injured, Mr. Anderson reached New York. From there he went to Bermuda, and thence, by a Pickford & Black steamer, southwards.

Mr. Anderson found that the visit of the Canadian Manufacturers' Association's delegates had stirred up a strong interest in Canada, and the possibilities of trade relations between the two colonies. Comparatively little, however, had yet been done, owing to a lack of direct service between Canada and Jamaica. The trouble seemed to be, according to many of the exporters and importers in the islands, that the manufacturers had the idea of selling direct to the trade, instead of through commission or importing houses. "That is hardly the way to develop the trade," continued Mr. Anderson. "In the first place, the large importing houses in the West Indies must be the buyers of our goods, in view of the present shipping facilities and the limitations to which they must be confined for some time, and they would prefer to buy through a commission house; for you can easily understand that a firm regularly engaged in the exporting business can get the best prices and all advantages for their customers. Then the manufacturers, while prepared to sell, are not looking to buy, and the commission houses will both buy and sell, or handle the goods on consignment. The importance of this is, of course, that if we expect the West Indies to take our products we must make ourselves good customers of theirs. So that one of the chief objects of my visit was to show what we could do in the way of taking the West Indian products, and I am happy to say that as a result this firm has already been able to place on the Canadian market several lines from the islands.

The altered conditions of sugar in the West Indies will bring about a large increase in the business with Canada. At present the preferential tariff gives no advantage to West Indian sugar on this market, as the United States, having put a countervailing duty on European bounty fed beet sugar, are paying a better price for West Indian cane sugar than

Canada, since we receive the European sugar cheaper than they. Unfortunately the West Indian exporters have received the impression that though we gave them a preferential tariff we were not prepared to give them the real benefit of it, which they would get if we could pay the same price as the United States; but with the abolition of the American duty on European sugar, which goes into effect on September 1, they will get a real preference from Canada, who will then be able to pay a higher price than the United States. It remains for us, however, to see that we do pay the premium to the West Indies. If we merely pay the same as they obtain on the United States market, then our preference is no preference, but simply a saving in cost to ourselves. The coming change, however, is already beginning to show its effects. Beet sugar in Europe is at present at a higher level than cane sugar on this side of the Atlantic, and Canadian refiners are paying more for European than West Indian sugar; so it is apparent that we can afford to pay the premium to the West Indies and thus attract their trade to us, instead of its going to the United States. As a proof that we can pay better than the Americans when real preferential conditions permit, I might say that sales have just been made in Halifax of West Indian sugar at 1c. per lb. over the present parity in New York.

But the great obstacle in our becoming the chief market for their sugar is that while the total consumption in Canada of West Indian sugar is only about 150,000 tons, the exportation of the islands, at the reduced figure, is 225,000 tons. And Canada cannot purchase all her sugar from them, as a considerable quantity is made and refined on the Pacific Coast, to which it would be unprofitable to ship. So, our only market for them is Upper and Lower Canada and the Maritimes. They hope and expect to find another market in Great Britain when the bounties are abolished. We should at present be able to pay a better price than England for West Indian sugar, but she would be able to pay as much for it as any other raw sugar, a thing she has not been able to do for years, owing to getting the bounty fed beet free of any tax.

The question of exporting Canadian stuff to the West Indies is a very difficult one, as they naturally look to New York for their supplies, as they have done for a great many years past. Large stocks of every sort of merchandise wanted in the islands are continually carried in New York and shipments are made by the first steamer after receipt of order. Say, for

instance, that a commission house in New York receives an order from Jamaica on Tuesday, then the goods are shipped on Friday of the same week. Eight steamers a month run between New York and Jamaica, a journey of about four and a half days. The Halifax and West Indian steamer, Beta, is the only ship running regularly between Canada and Jamaica. She has a run of ten days. So, while the Jamaica buyer can get his goods in eight days from New York, he must wait a month to receive them from Canada, via a Canadian boat. There is a decided feeling in the island for a fortnightly service, and the Canadian Pacific Railway Company are looked upon as the proper originators of such.

Bermuda is well served, five steamers a month calling there; but Jamaica must have a separate service. A good one would result in great development of our trade. The run should be made in about five and a half days. The proposal, however, to place a tax on bananas coming from Jamaica via a foreign ship, in order to make a Canadian-Jamaica service pay, involves a great deal more than those who have suggested it appear to be aware of. The United Fruit Company's steamers, of which there are about 80 plying between the West Indies and the United States, give a semi-weekly service from Jamaica to Boston, and one day after the arrival of the fruit in Boston it is in the consumers' hands in Montreal. Our fruit importers have never once complained against this company; the service is too good to allow of any complaint. Can we, with a fortnightly service, even commence to give the same satisfaction to fruit dealers here as they are doing? In the shipping of fruit, the great thing is, of course, dispatch. Our boats would take other merchandise besides bananas; these take nothing else and suffer not an instant's delay. They are of the fastest type of steamship, and, I fear we would not have that. Then, this company own about three-fourths of the banana plantations in Jamaica. We would have to depend on the other growers. This might be well if we could contend in price with the United Fruit Company. We could, perhaps, but we wouldn't; as the result would be a much higher price for bananas than we would care to pay, for this company has been known to bid much higher prices than was profitable to themselves, merely to destroy competition, and they could sell at a loss on the Canadian market, making it up in Boston, New York, Baltimore and Philadelphia, their terminal points in the United States.

This is not theory; they have done it before. The Jamaica Government gave a subsidy of £20,000 to the Elder, Dempster Company to establish a line for the disposal of some 25,000 bunches of banan-

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with the

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communicate with

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THE CANADIAN GROCER

as every two weeks; and after a short trial, during which the powerful English company found that they could not compete with the United Fruit Company in Jamaica, they went to the latter and paid them a commission to buy the fruit. This, of course, can be done by Canada; and to me it seems the only practicable plan, if we want our fruit importers well served and our consumers to pay no higher prices than now. A direct line between Canada and Jamaica would do a great deal of good in developing trade, but merely for the sake of flying the Canadian flag it is not worth while to fight this powerful concern. Some arrangement could be made by which our boats would bring our own fruit if necessary.

I discussed the subject of Canadian coal with several importers there, but found that they were able to obtain it from Newport News, and other southern United States ports, at very much below what we could sell it. This was doubtless owing to the great home demand for Nova Scotia coal, but the difference was some dollars per ton.

As to our flour, the complaint is that it will not keep in the tropics, being too rich; that the Americans seemed to have learned something about the preparation of it that we have not yet discovered. Possibly the packing has something to do with it, as the Canadian barrels are not as tight as the American. Then, too, the American flours are branded with the date at which they were made, and ours are not; so it is no wonder that when they import flour made some time ago it does not keep. Any flour is likely to deteriorate after a certain time in a tropical climate. But, I imagine prejudice has a lot to do with it. The West Indian trade is conservative; they know flour by the brands, and ask for those brands. Canadian millers may be surprised to learn that in Kingston, Jamaica, there is a firm of bakers using 100 barrels of flour a day, and they are as good as gold.

Canadian enterprise, however, is visible in many parts of the islands. In Demerara, Trinidad and Jamaica there are splendid electric car services and electric lighting, the result of Canadian capital and enterprise. Canadian life insurance companies are well to the front there, particularly the Sun Life, of Montreal. In Trinidad there is the Union Bank of Halifax and Trinidad, and in Jamaica the Bank of Nova Scotia and Jamaica. The former is somewhat hampered by not having its own currency, but this, I understood, was to be remedied shortly.

Indeed, there is room for investment all over the West Indies. A large amount of property is to be bought, and the islands will produce almost everything.

The climate is uniformly hot, but the extreme heat that is experienced in New York during the summer, and sometimes here, is not found. The thermometer rarely rises above 85 or 90 deg., and the nights are cool. The roads are splendid, and are a lesson for us. There is little of what we call farming. For instance, they do not raise cattle for milk, but import condensed milk in large quantities. There is excellent pasture and a good opening to breed cattle for milk on the islands.

They wonder that we do not use cocoa to any extent here. Considering our winters, it should prove a most desirable beverage. But we are slow to take up anything new. In the United States when the health-giving qualities of cocoa became known, in one season imports of it doubled, and it has since grown in favor. Then take limes. Compared with lemons, they are cheaper; of a more delicate flavor, and can be used for as many purposes. But very few Canadians know that. We must, however, interest ourselves in West Indian products such as these if we are going to do a big export business to those islands.

A notable discovery of petroleum has been made in Trinidad, believed to be capable of great development. Some Canadian capital is now interested in it. The quality of the oil by analysis has been pronounced twice as good as any other in North America, and a company has been formed and been granted a concession of 50 square miles. Two wells have been sunk. As an evidence that this oil-producing section extends throughout Trinidad I may mention that in a distant part of the island a product of petroleum, supposed to be manjack, has been found, the two sections being connected with a pitch lake. Until recently manjack was thought to be suitable for making high grade varnishes, but now it is found to be one of the finest insulators. It is obtainable there in large quantities.

Mr. Anderson stated that the Colonial Secretary for Jamaica, Hon. Sydney Olivier, C.M.G., with whom he had very pleasant relations while in that colony, left on Wednesday, May 20, for Canada. While here he will discuss the question of direct steamship service between Canada and Jamaica with the Ottawa Government, and also plans and possibilities of the development of the trade.

A MAN WITH "GLAD MONEY."

Now behold, there was a man named Ammi Innitt, and he had much glad money. Yea, his wealth was so great that he was called a plutocrat.

And there was another man, and his name was Ura Nother, and he was of the tribe of Wantit.

And Ura Nother went up and down the land, making moan for that some men had shekels and some had none, charging them that were his hearers a goodly price for moaning.

Now, this man that was called Ura Nother was grievously set against the man that was named Ammi Innitt.

In the dreams that came to him by night he would see Ammi Innitt eating money like unto them that devour health food.

Whereat he would leap from his bed and howl with a loud voice and prophesy destruction upon the land and all the inhabitants thereof unless Ammi Innitt were given a theoretical poke in the ribs.

Yea, and in the daytime he would leap from before the swift chariot of Ammi Innitt, the which was called an auto by them that knew;

And with each leap he would roar sorely and say that Ammi Innitt was a crusher of humanity and an enemy to mankind.

However, it was not the fault of Ammi Innitt that his father had led the lambs to the slaughter and had sold them the water that was in stocks and the wind that was in bonds, and had thus garnered unto himself the shekels that he had been unable to check through when he journeyed to that land whereof the insurance agents do always talk.

Yet, as the days passed the rage of Ura Nother increased and waxed exceeding hot against Ammi Innitt.

And there came a day when Ura Nother was walking up and down through the city and he passed by a field wherein he saw a man delving. And the man was Ammi Innitt.

And Ura Nother leaned up against the fence that was about the field and breathed hard, saying:

"Hast thou then gone to work, O, foe to the people?"

"Of a truth," responded Ammi Innitt, "thou seest."

"Surely I see, and my heart leapeth with gladness. How long hast thou worked?"

"More than ever thou didst," answered Ammi Innitt, lifting his plug hat and wiping the sweat from his brow, "for I have coaxed callouses upon my hands these 20 days."

"It is well! It is well!" cried Ura Nother. "Now, may I die content, for I have seen the rich brought down and the proud made to labor. Dost thou get much wage?"

"Not any," said Ammi Innitt. "It is better! It is better!" cried Ura Nother, with a great laugh.

Then, he continued speaking, saying: "Now thou seest how it is with the downtrodden and the poor, for thou must hump thyself even as them."

"Not so," Ammi Innitt made answer, "for I am but splurging thus that I may lose some 50 lb. overweight, as my doctor has ordered."

Then did Ura Nother straighten himself and howl all the more, calling Ammi Innitt a scoundrel and a wretch that was taking the bread from the mouth of the hungry and the garments from the back of the naked.

Whereupon Ammi Innitt offered unto Ura Nother that he come into the field and labor also, for he saw that he needed to lose flesh, having grown fat from idleness and wheezy from much talking.

But Ura Nother went on his way in anger, and he reviled Ammi Innitt more for working than he had for not working.

This teacheth us that if we are not going to be satisfied with what our neighbors do not do, we shall be even more dissatisfied with what they do.

Is it not so?
Thou mayest bet it is, with an exceeding great issness.—W. D. Nesbit in Chicago Tribune.



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June 4, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend	Per doz.
Size 1, in 2 and 4 doz. boxes	\$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " "	14 00

W. H. GILLARD & CO.

Diamond	
1-lb. tins, 2 doz. in case	\$2 00
4-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.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
1 doz.	2-lb.	10 50
1 doz.	2-lb.	10 40
1 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
4 "	12 "	1 45
4 "	16 "	1 70
2 "	16 "	1 45
1 "	2-lb.	4 10
1 "	5 "	7 30
1 "	6 "	Per case
1 "	12 oz.	\$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

size, 5 doz. in case	\$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

Per doz.	
Ocean Baking Powder, 1/2 lb., 4 doz. in a case	8 45
Ocean Baking Powder, 1/2 lb., 5 doz. in a case	9 00
Ocean Baking Powder, 1 lb., 3 doz. in a case	1 25
Ocean Borax, 1/2-lb. packages, 4 doz. in a case	40
Ocean Cornstarch, 40 pks. in a case	78

Blackening.

HENRI JONAS & CO.	Per gross
Jonas' "Cervus,"	\$9 00
Froments	7 50
Military dressing	24 00

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 2-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	9 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size	0 02 0 10

Black Lead.

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

Boeckh's Corn Brooms.

UNITED FACTORIES, LIMITED.	doz. net.
Bamboo Handles, A, 4 strings	\$4 35
" " B, 4 "	3 95
" " C, 3 "	3 70
" " D, 3 "	3 50
" " E, 3 "	3 20
" " G, 3 "	2 95
" " I, 3 "	2 60

Biscuits.

CARR & CO., LIMITED
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Cafe Noir	\$0 15
Ensign	0 12 1/2
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	\$15 50
" 1st choice Duthell	18 50
" Lenoir	19 50
extra Lenoir	22 00
Per case, 100 tins.	

French Peas, Delory's

Moyen's No. 2	\$9 00
No. 1	10 50
Fins	12 50
Tres fins	14 00
Extra fins	15 00
Sur extra fins	16 50
18 00	

French Sardines—	
1 Rolland	9 50 10 00
1 Delory	10 50
1 Club Alpins	2 50

Cereals.

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

Chocolates and Cocoas.

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Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
" 5-lb. tins, for soda water	
fountains, restaurants, etc., per lb.	0 50
Perfection, 1/2-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1/2-lb. tins, per doz.	1 80
Chocolate—	
Queen's Dessert, 1/2s and 1/4s	per lb. \$0 40
" 6s	0 42

Mexican Vanilla, 1/2s and 1/4s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8s	0 28

FRY'S.

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

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

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma	\$0 30
Mott's Prepared Cocoa, 1/2s and 1/4s-boxes	0 28
Mott's Breakfast Cocoa, 1/2s 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, 1/2s in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

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

WALTER BAKER & CO., LIMITED.

	Per lb.
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

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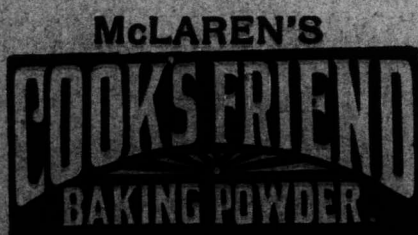
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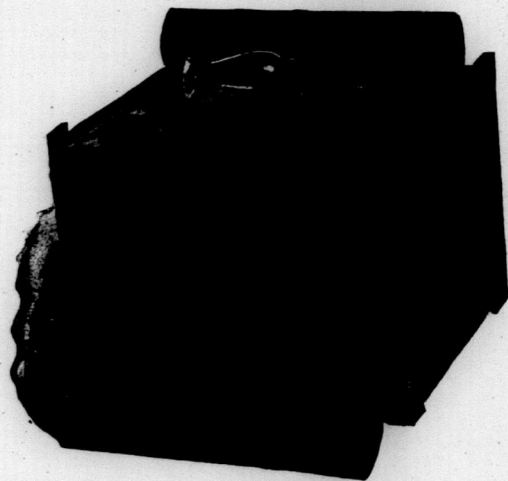
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