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THE CANADIAN GROCER

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

VOL. XVIII.

MONTREAL AND TORONTO, JUNE 24, 1904.

NO. 25.

Robinson's Patent Barley

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

**ROBINSON'S
PATENT BARLEY**



Raised on it.

HAVE YOU CAPPED

YOUR STOCK OF

PICNIC GOODS

WITH A SUPPLY OF

PINEAPPLE WATER BISCUITS

The latest thing in biscuits



Canada Biscuits & Co., Ltd., Toronto and Montreal.

ADOLPHE E. BEYER President
HENRY J. ...

NATIONAL LIQUOR



Successors to
YOUNG & RUBIN
S. V. ...
MELLOR & ...
H. W. ...
DOMINION LIQUOR ...

Y. & S. ...
LIQUOR ...
Including the ...
Company's ...
THE VIKING LIQUOR ...

OFFICE ...
100-118 John St.
227-227 Plymouth St. ...
Illustrated Catalogue ...

THE N...



CODOU'S

MACARONI

(Genuine French)

Made in a Model Factory, absolutely new
and up to date. Made only from the
finest Taganrog Russian Wheat—
the only wheat from which the
finest quality of Macaroni
can be made. Nothing
better can be
produced.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale,
Montreal.

20½ Front Street E.,
Toronto.

THE SALTY FLAVOR

OF . . .

"HALIFAX" and "ACADIA"

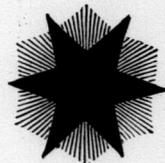
BRANDS of PREPARED COD FISH

IS DELICIOUS

Do your customers know about it?
They would buy lots of the Fish if they did!
Don't you think it would pay to talk about it to them?
Let them experience it once and it will be dollars in your pocket afterwards.

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

TRADE



MARK

DATE

WINE

VINEGAR

IS

Perfection Itself.

The Only Date Wine Vinegar in the World.

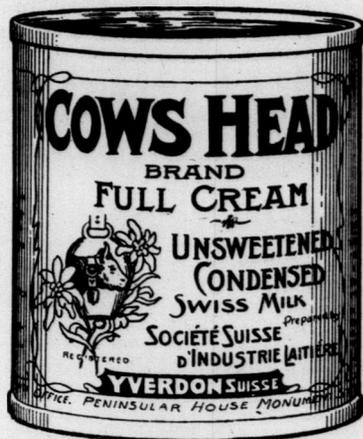
EXPORT MANAGER:

Mr. FRANZ GOOSSENS, JUNIOR,

BRUSSELS, Belgium.

WANTED—Purchasing Agent for Canada.

Made from the juice of fresh dates. It is of fine golden color, and always retains its clarity. Absolutely pure, wholesome and healthful.



"COW'S HEAD" Brand Condensed Swiss Milk

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

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

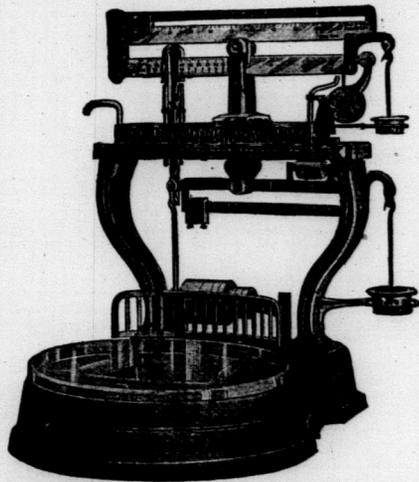
AGENTS.

C. E. COLSON & SON, - Montreal.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



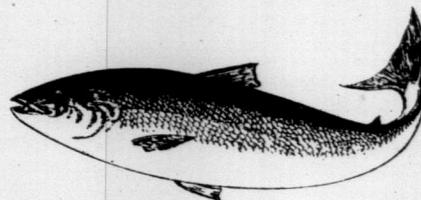
The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

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

SOCKEYE SALMON

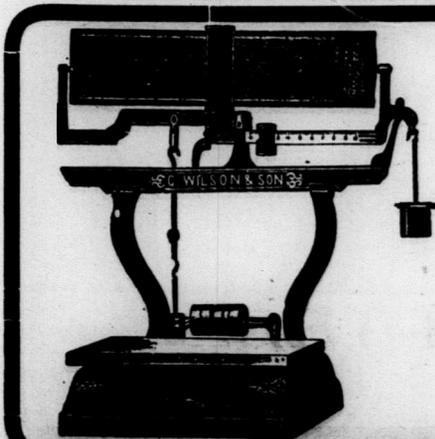


"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



Paid For Itself.

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

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

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

Yours truly,

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

C. WILSON & SON, Limited, TORONTO.

THE W. H. WILSON CO., LIMITED

MANUFACTURERS OF

HIGH-GRADE VINEGAR, REFINED CIDER AND
EVAPORATED APPLES.

Tillsonburg, - - Canada.

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL

—Value is always given to your
—customers when you sell them

JAPAN TEAS

value in the draw, value in health, value in the purse—

Japan Teas have a distinctly
fine flavor, aroma, purity, and health-
fulness, possessed by teas of no
other country. Interest your trade
in

JAPAN TEAS

CORKS—

- We have special job lots of Grocery Corks, all sizes and shapes.
- Will be pleased to submit samples and prices suitable for grocery trade. You are often asked for corks; why send your customers to the drug stores when you can supply them?

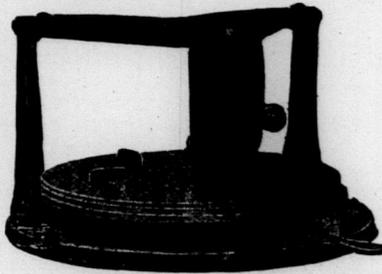
S. H. EWING & SONS Toronto Branch, 59-61 Front St. East

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 1961

Telephone orders receive prompt attention.

We have recently taken up the manufacture and sale of the



Templeton Cheese Knife

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

**KEEPS CHEESE FRESH
SAVES FROM WASTE**

**EASY TO OPERATE
PLEASES EVERY CUSTOMER**

Sold on easy terms.

Write us for particulars.

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

TEA ROSE DRIPS

**THE
FUNDAMENTAL
BASIS**

of the successful selling of Tea Rose Drips is the very high excellence of the product — Pure Cane Sugar Syrup.

ROSE & LAFLAMME, Agents,
MONTREAL.

Are You Looking For a Saleable Specialty

that will satisfy your customer and make money for you?

Paterson's Worcester Sauce

exactly fulfills these requirements.

ROSE & LAFLAMME,
AGENTS,
MONTREAL.



FACTS ABOUT CEYLON

GENERALLY speaking the climate is of Indian character, and two Monsoons in the year supply water to the uplands, whence it finds its way down to the sea in streams of no importance.

Thus it is that the interior—the home of the tea estates—is made ideal for the cultivation of tea. CEYLON TEAS are unrivalled in everything that makes for a perfect tea. The Canadian Grocer should encourage the sale of the best tea.

Black or Green

June 24, 1904

BUY

Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWINE

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

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



IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WELL KNOW

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

A Two Cent Mistake

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



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

THE CANADIAN GROCER

TEA.

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

"COMMISSIONER,"

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

COX'S

SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

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

BURLINGTON CANNING CO.,
 Burlington, Ont. Limited,

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

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

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

WRITE FOR QUOTATIONS.

"Royal" Salad Dressing

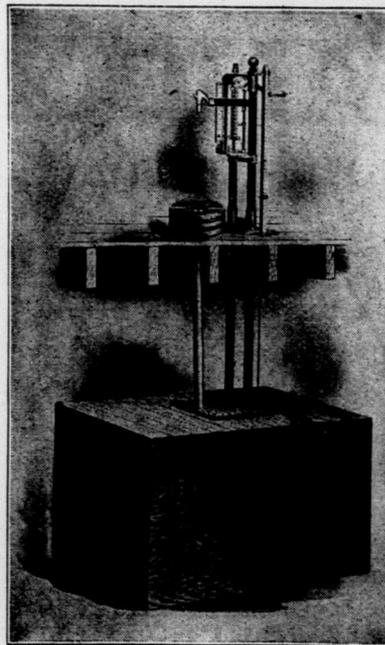
Every detail of manufacture, all materials used and the circumstances governing the production of "ROYAL" SALAD DRESSING, combine to make it the most popular salad dressing sold.

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

New Yorkers know good stuff. Made only by

The Horton-Cato Mfg. Co.,

DETROIT, MICH., - WINDSOR, ONT.



CELLAR OUTFIT

IT PUMPS AND MEASURES AN ACCURATE GALLON, HALF-GALLON, OR QUART AS DESIRED DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT THE USE OF MEASURES OR FUNNELS.

Save Time and Valuable Space

This can be done by installing a

BOWSER SELF MEASURING THREE MEASURE OIL TANK

with tank in cellar and pump on store floor, and so do away with running down cellar or to a back room each time oil is drawn. It saves in other ways as well. Let us tell you more. Write for Catalog "B" to-day.

IT'S FREE

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

The Favorite
“Sterling” Brand Pickles
for Picnics

Always cater to the trade that is timely and in season. In the good old summer time, now with us, the picnicing season is at its height, and an essential of every picnic basket is a good supply of our pickles and relishes.

- See that you are well stocked
- with Sterling Pickles, Canadian
- Relish, South Africa Relish,
- Chili Sauce, Royal Club Sauce
- and our popular Sweet Pickles.

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

Starch for the people

“SAN-TOY”
LAUNDRY STARCH

for fine quick work
SAN-TOY Starch

is a revelation to the housekeeper - less labor, finer gloss, more lasting finish than any starch on the market. Costs you less than other starches, pays you better profit.

Write for sample pkge. and prices and convince yourself.

J. H. MAIDEN
 Agent **MONTREAL**

PORK AND BEANS

WHY NOT GET THE BEST?

“RED CROSS”

“LITTLE CHIEF”

“AYLMER”

“LOG CABIN”

“DELHI”

“SIMCOE”

ARE THE BEST.

PRICE LOWEST.

QUALITY HIGHEST.

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

DON'T GAMBLE

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

JAMES' DOME BLACK LEAD

without doubt the best black lead on the market.

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

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

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

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

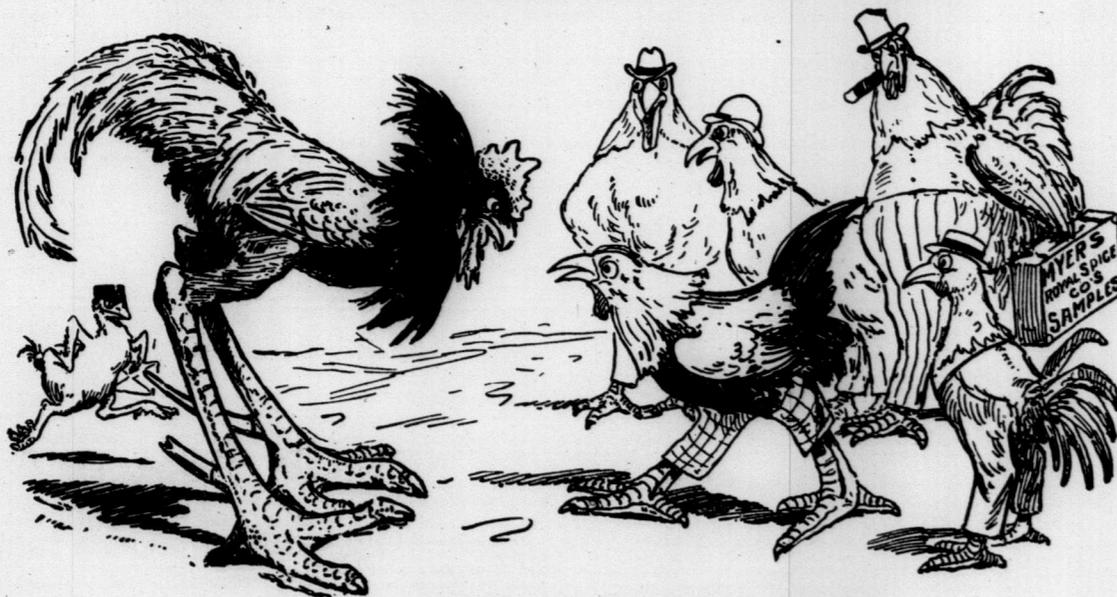
LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

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

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

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

DON'T BE BEHIND THE TIMES



ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write MYERS ROYAL SPICE CO., Niagara Falls, Ont., for further particulars.

AURORA CORN SYRUP

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

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

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

Freight paid on 5-case lots.

Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.

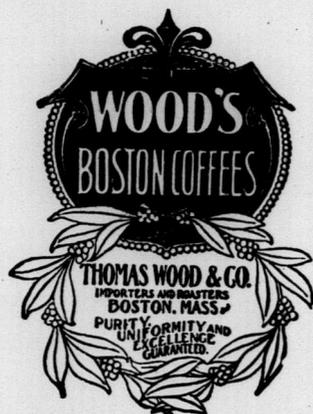


W. H. GILLARD & CO., Wholesale Grocers,

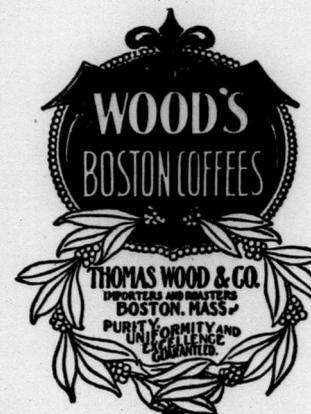
HAMILTON.

Branch CANADA GROCERS LIMITED.

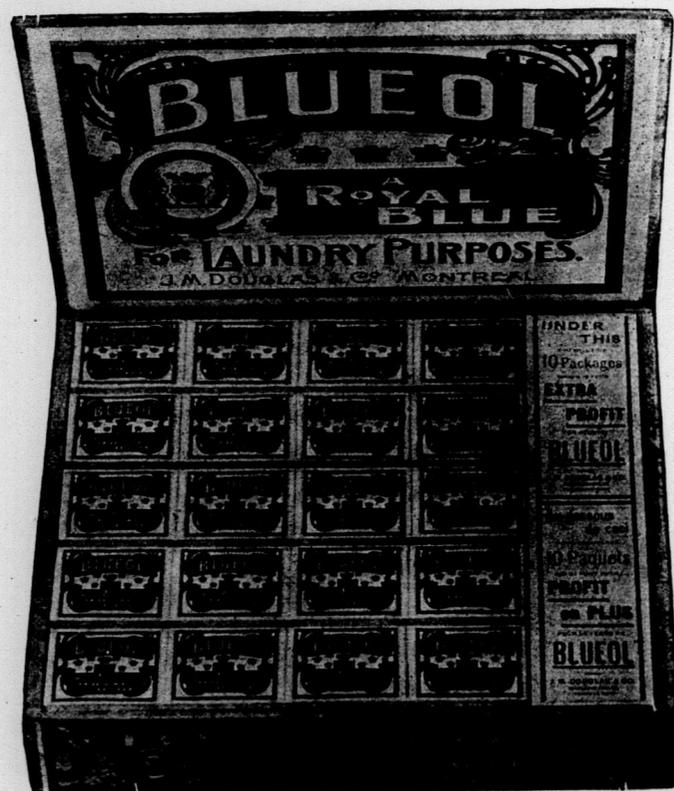
About Judgment.



A man's judgment is part and parcel of his fortune.
To possess an unerring judgment is to achieve success in any walk of life.
The Grocer who buys and sells **WOOD'S COFFEES** gets the best goods, but is not obliged to pay extra for the skill and judgment which have been acquired to bring them to their present perfection.
Purity and uniformity in all grades is the watchword.



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



J. M. DOUGLAS & CO., Montreal
Manufacturers.

The BEST Laundry Blue!

Gives the best profit!

To be had from
THE EBY, BLAIN CO., Limited, TORONTO,
and other leading firms.

DOMINION BROKERAGE CO.,
TORONTO
Selling Agents.

WESTERN BOARD OF TRADE CONVENTION

The first Board of Trade Convention of the Northwest Territories, held in
Calgary, Alta, June 15-16, 1904.

THE latest milestone marking the forward course of commercial development and consolidation in Western Canada is the inauguration of the first Board of Trade Convention, which took place at Calgary, Alta, on June 15-16, 1904. Fifty-seven delegates, representing the leading business men of the section bounded by Winnipeg on the east, Nelson, B.C., on the west, Edmonton on the north, and Cardston on the south, were present at the opening meeting, as well as staff representatives of the daily papers of Winnipeg, Toronto, Montreal, Vancouver and St. Paul, Minn. No more substantial testimony is necessary to the industrial significance of the convention which it is calculated will solidify for united action thousands of the leading business men of the Northwest Territories, wherever the promotion of the West is concerned, whether it be in finance, commerce or agriculture. The Grocer is indebted to the Weekly Herald, Calgary, for a full report of the first day's proceedings.

Opening Address.

In greeting the visitors and outlining the purpose of the congress, W. H. Cushing, acting in the capacity of temporary chairman, spoke as follows: Gentlemen: I esteem it a high honor, as well as a great pleasure, to extend to this large and representative gathering the hearty greetings of the Calgary Board of Trade, and to welcome you to our city.

In the month of January last year a letter was sent by the Calgary Board of Trade to as many sister organizations in the Territories as we had record of, inviting expressions of opinion as to the feasibility of holding a convention of delegates from such bodies at a central point in the West. Responses were received from many of these organizations favoring the proposal, and Calgary was suggested as a suitable place for the first convention, the next place of meeting to be decided at each convention. These, in brief, are the events that led up to the Calgary

Board of Trade taking the responsibility upon itself of calling this convention.

It would be difficult, I think, I may say impossible, to estimate the value of a convention of this nature, representing as it does the business interests of a vast country with limitless possibilities and resources. We have with us representatives from Manitoba on the east and British Columbia on the west, and from all parts of the Territories, which comprise the largest part of our great Dominion.

It appears to me that such an important gathering for the purpose of discussing questions that are of vital interest to all parts of the country we represent cannot help but establish a strong bond of fellowship between the business men of all parts of this vast country and materially assist us to acquire a broader, more intelligent and more sympathetic view of the commercial and economic disabilities each section of this vast country labors under and the difficulties that confront the various branches of industry represented in our midst. Under the circumstances, the deliberations of this convention should be a potent factor in helping to build up a solid and vigorous national life. While the commercial interests of a country may not be the greatest factor in the upbuilding of a nation, it is certainly one of the greatest, and requires the best consideration of the best minds the country can produce. There are many sides to the questions involved in establishing a good, sound commercial life in a new country and I know of no better way to assist in this great work than for those who are engaged in trade and commerce to gather at stated periods for the purpose of intelligently discussing and considering ways and means to accomplish the end aimed at. With this object in view, the Calgary Board of Trade has now taken the first step towards organizing what we devoutly hope will become an annual event, second to none in importance in the West. Whatever the final outcome of this action may be, it is extremely gratifying

to the board that we have met with such a hearty response from all parts of the Territories, as well as from Manitoba and British Columbia."

Delegates.

Following were the delegates present at Wednesday morning's session:

Calgary—W. H. Cushing, J. J. Young, M.L.A.; A. Allan, R. B. Bennett, M.L.A.; A. E. Cross, Wm., Pearce, D.L.S.; M. Morris, C. W. Petersor, Dr. Lafferty, Mayor Ramsay.

Cardston—W. C. Simmons, Mark Spencer.

Didsbury—J. E. Stauffer, B. J. Smith.

Edmonton—J. H. Morris, G. W. Lines, Wm. Short, K. W. McKenzie, J. A. MacDougall.

Grenfell—John Walker.

Indian Head—A. McCaul, Jas. Conn.

Innisfail—J. E. Faudry, H. M. Stewart.

Lacombe—C. T. Daykin.

Lethbridge—M. Barford, L. M. Johnston, Dr. DeVeber.

Maple Creek—John Dixon, W. R. Abbott.

Medicine Hat—David Milne, Thos. Tweed, C. R. Mitchell.

Moose Jaw—Wm. Grayson, D. McLean, G. K. Smith.

Moesomin—E. M. Saunders.

Olds—Geo. H. Cloakey.

Ponoka—Eugene Rhian.

Prince Albert—Judge McGuire.

Raymond—A. E. Moore, G. W. Green.

Red Deer—H. H. Gaetz, R. L. Gaetz, J. L. Crawford.

Regina—H. F. Mytton, H. W. Laird, Jas. Balfour.

Stratheona—J. M. Douglas, Jno. McFarland.

Wapella—Wm. J. Tudge, E. S. Zingg.

Weyburn—T. H. Blacklock.

Wetaskwin—J. F. F. Fowler, H. H. Morgan, V. C. James.

Yorkton—J. A. Magee.

Golden—F. W. Jones.

Saskatoon—M. Isbister.

Mayor Ramsay's Address.

Mayor Ramsay addressed the convention briefly and on behalf of the



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

city tendered them the freedom of the community. He declared the occasion pregnant with the cordial spirit of the west, and predicted much substantial benefit to all the towns participating. He prefaced his remarks by alluding to the amazing industrial development of the Territories and expressing the conviction that the present activity in all business circles is a fair indication of the bright future of Western Canada.

R. B. Bennett, of Calgary, nominated Thos. Tweed, of Medicine Hat, chairman and J. W. Morris, of Edmonton, and H. W. Laird, as vice-chairmen. The motion was adopted.

Chairman Tweed suggested a committee on resolutions immediately and an adjournment until the various subjects on the programme could be informally discussed. The convention adjourned until 2.30, while the committee at once went into session.

Resolution Committee.

The Resolution Committee held an animated session. An elaborate programme was sifted and arranged.

It was moved by Thos. O'Brien, of the Golden Board of Trade:

Resolved,—That in the opinion of this convention a duty of \$2 per thousand should be imposed upon American lumber entering Canada, under such conditions and restrictions as will absolutely prevent any increase in price arising by reason of the imposition of such duty as aforesaid.

A resolution was favored introduced by D. T. Daykin, of Lacombe, that the Government stock certain lakes of the Northwest with white fish. Buffalo, Gull, Pine and other lakes in Alberta were included.

W. J. Tudge, of Wapella, urged that

every man having the best interests of the country at heart should try to keep out of the convention all political questions. This was apparently the sentiment of the committee.

It was recommended by the committee that in future meetings all resolutions intended to be introduced should be in the hands of the secretary ten days before the meeting.

The subject of immigration and of closer scrutiny of undesirable classes of new citizens received the serious attention of the committee. H. C. Alexander, of Winnipeg, on behalf of the Western Canada Immigration Association, was granted permission to address the meeting on the progress of the organization.

It was the sense of the committee that a line of action should be decided on that would absolutely prevent any subject being passed upon by the convention without proper notice. To this end it was suggested that topics of prime importance should be scheduled to come up at certain hours, regardless of discussions that might be on at that time.

William Short, Mayor of Edmonton, introduced a resolution declaring that in the opinion of the convention the development of the resources of the Territories amply justifies and urgently requires the immediate and rapid construction of the projected Canadian Northern and Grand Trunk Pacific. The committee favored sending it to the convention.

The following resolution of great importance to Calgary was introduced by William Pearce, D.L.S., and favored by the committee:

“That it is highly desirable that as soon as possible a thorough investiga-

tion be made into the probability of the C.P.R. ports under present conditions being made the outlet to European markets for the grain, dairy products, cured and dead meats, for the western portion of the Northwest Territories.

“That with the completion of the Panama Canal the territory that will be economically tributary to said ports for the above mentioned shipments will be very largely extended.

“That for shipments to Asia, Australia and South Africa, these ports are the natural and cheapest outlet.

“It is therefore urged that the whole question of present and probable future traffic through these ports be closely studied.

“With that in view, it is urgent that this subject be brought forcibly to the attention of the transportation commission appointed by the Federal Government, at present investigating Canadian transportation problems, and that said commissioners be requested so far as may lie in their power, to thoroughly investigate and report on this subject.

“That a copy of this resolution be submitted to the Federal Government with a request that as far as may be possible effect be given to it.”

Report on Resolutions.

Following is the report of Committees on Resolutions and Procedure, presented to the convention this afternoon:

Your Committee on Resolutions and Procedure met this morning and considered resolutions now before the convention as well as necessary rules of order. Your committee submits the attached programme, which contains the resolutions now before the convention. Your committee would recommend that no further resolutions be accepted, and

ARE YOU IN LINE ?

We find our sale of Diamond Crystal Salt *increasing every day*. The quality is second to none and is making friends for us every day. We carry all sizes in bags and barrels for use for table, dairy or cheese. "The Shaker" package is a nice handy 10c. line, ready to use and guaranteed against caking. Also Higgins' English Salt in 14 lb. and 56 lb. bags.

JUST IN—Full line Rowat's Pickles, all sizes.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

Selected Valencias AND Filiatra Currants

Our stock is heavy and intending purchasers will do well to consult us

JAMES TURNER & CO.

BRANCH CANADA GROCERS LIMITED

HAMILTON

"HOT SCOTCH"

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

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

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

The only place to buy "Tartan" goods—

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

—SOLE AGENTS—

BALFOUR & CO., Hamilton, Canada.

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

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

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

LONG DISTANCE ONLY, 596.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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

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



MacLaren's Imperial

is one of the most pleasant and healthy foods for summer use. See that your customers are supplied with it during these warm months. Its excellent keeping qualities make it most desirable for camp or summer resort.

A. F. MacLAREN IMPERIAL CHEESE CO.,
 Manufacturers and Agents, LIMITED
 51 COLBORNE ST., TORONTO, ONT.

Also that should it be decided to arrange for any future convention that the Committee of Arrangements be requested to notify all boards of trade to the effect that no resolution can be accepted after ten days prior to the opening of such convention.

At the session on Thursday, June 16, the convention recommended the formation of good roads organizations on lines similar to the organizations in provinces of the east, to act in conjunction with the Territorial Department of Public Works. They decided to do nothing regarding the exclusion of the United States currency, and to urge on the transportation commission the great importance of improving the navigation of the Saskatchewan River. Mr. Jones, of Golden, was not present to answer to his name, and the resolution on the paper advocating a duty of \$2 per thousand on American lumber coming into Canada did not come up. A resolution was passed urging upon the C.P.R. the need of annual excursion trains east during the Summer months.

In the evening the Calgary Board of Trade tendered a banquet to the visiting delegates, who attended in large numbers. The function was a brilliant one, and the entertainment provided such as to win golden opinions of the city and its people from every guest present.

MAPLE SUGAR.

We draw attention to D. Rattray & Son's advertisement, offering pure Beauce maple sugar in lots to suit purchasers. D. Rattray & Sons are the largest exporters of maple sugar in Canada, and any merchant requiring the "genuine article" should communicate with them. They have recently placed several carloads for shipment to the United States.

VINEGAR

It will pay you to give your trade the best—"Imperial"—a pure spirit vinegar of unequalled flavor and full strength. We invite your order.

THE DAVIDSON & HAY LIMITED
WHOLESALE GROCERS, TORONTO

Business Changes

ONTARIO.

THE assets of A. Albien, general merchant, Glen Robertson, were advertised to be sold by auction on June 20.

James S. Watt, grocer, Gananoque, is dead.

E. A. Rikley, baker and confectioner, Napanee, is dead.

E. W. Hazlett, grocer, Dresden, has sold out to J. T. Bryden.

C. E. Warren, confectioner, Blenheim, has sold out to E. W. Knight.

J. W. Shelly, confectioner, etc., St. Thomas, has sold out to Wm. Vair.

J. McInerney, cigar manufacturer, Hamilton, has sustained a loss by fire.

D. Rush, dealer in groceries, fruits, etc., Wingham, has sold out to J. T. Lamonby.

Rutledge Bros., grocers, etc., Fort William, have sold their shoe stock to W. H. Hardy.

West & Bonskill, millers, Wallaceburg, have dissolved partnership. Mr. West continues in business.

D. Buckley, grocer, Cornwall, has assigned to J. Buckley; meeting of creditors announced for June 27.

N. McInnis & Co., general merchants, Tiverton, have been burnt out; loss partially covered by insurance.

Cutt & McEwen, grocers, Goderich, have dissolved partnership. The business is continued by J. J. McEwen.

Hopper & Brown, grocers, Ottawa, have dissolved partnership. The business is being continued by G. Hopper.

The Wilson Macfarlane Co., of Peterboro, dealers in crockery and silverware, have assigned to J. S. McMahon.

The stock of J. Halligan & Co., dealers in groceries and liquors, Kingston, has been damaged by fire; loss covered by insurance.

A meeting of creditors of the Wilson Macfarlane Co., of Peterboro, dealers in crockery and silverware, was announced for June 24.

J. E. Deitch, grocer, who had carried on business for a long period on Broadview avenue, Toronto, has sold out to G. Laing, who will continue the business in the same place.

QUEBEC.

A. Rathe, grocer, Montreal, has registered.

W. Finn, broom manufacturer, Montreal, is dead.

Patterson & Baird, grocers, Montreal, have sold their stock.

L. D. Mathier, grocer, St. Roch, has assigned to Kent & Turcotte.

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

The assets of Monette Freres, grocers and liquor dealers, Montreal, have been sold.

Balance Ration Co., hay, grain and produce merchants, Montreal, have registered.

E. Laliberte, general merchant, Lotbiniere, has settled with his creditors at 100c on the dollar.

E. Villeneuve, general merchant, Jonquières, has sold his stock to Larouche & Angers, Hébertville.

Laporte, Martin & Co., wholesale grocers and liquor dealers, Montreal, have dissolved partnership.

Laporte, Martin & Co., Limited, wholesale grocers and liquor dealers, have registered. Hormisdas Laporte is president.

NEW BRUNSWICK.

R. J. Jenkins, confectioner, St. John, has been burned out; no insurance.

NOVA SCOTIA.

Terris & Peel, general merchants, Springhill, have registered partnership for H. A. Terris and J. E. Peel, to do business under the above style.



Upton's

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

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

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

PRINCE EDWARD ISLAND.

W. J. Lidstone, general merchant, Charlottetown, has started in business.

MANITOBA AND N.W.T.

The Tingling Co., poultry dealers, Winnipeg, have been incorporated.

Joseph Philibert, merchant, Duck Lake, has assigned to J. H. Lamont.

The A. J. Falconer Co., general merchants, Deloraine, have been incorporated.

The Dundurn Trading Co., general merchants, Dundurn, has sold stock to J. E. Dowdle.

W. J. Heaslip, grocer, Minto, has assigned to C. H. Newton; meeting of creditors June 27.

Westaway & Skelton, general merchants, Battleford, have sold their stock to Pickle & Johnston.

T. A. McIntosh & Co., tobacconists, Winnipeg, have dissolved. Duncan McIntosh retires, and David McIntosh continues the business alone.

A. Walker, general merchant, Rokeby, has advertised his business for sale.

Robertson Bros., general merchants, Rosthern, have dissolved partnership. J. W. Robertson continues.

BRITISH COLUMBIA.

T. S. McPherson, grocer, Nelson, has been damaged by flood.

Ryall & Hamilton, dairymen, etc., have dissolved partnership.

J. Kelly, dealer in fruits, etc., Nanaimo, has removed to Vancouver.

J. George, dealer in fruits, etc., Nanaimo, has gone out of business.

Fowler Bros., dairymen, Rossland, have been succeeded by A. Endersby.

The Crow's Nest Trading Co., general merchants, Fernie, have offered to compromise.

The premises of J. C. Thelm & Co., cigar manufacturers, etc., Nelson, have been damaged by flood.

J. I. Keary, tobacconist, New Westminster, has assigned to A. Malins; claims to be filed to July 1.

W. Shaw, tobacconist, confectioner, etc., Morrissey Mines, has been burnt out; loss covered by insurance.

PROGRESSIVE MANUFACTURING.

SOME three years ago, when the Pure Gold Company forsook the time-honored precincts of Front street for King street west, Toronto, opposite the Government House, many people thought they had made a mistake. It did not seem as if they were far wrong, because the whole of Upper Canada College Square was at that time a wilderness, and trade did not take kindly to the new district. It was, therefore, with perhaps some misgivings that those

in charge of the Pure Gold Company's affairs commenced the erection of a building upon land in the centre of the City of Toronto, which had to be surveyed, so that the proper levels and exact situation might be secured. The erection of the building was hardly accomplished before many other enterprising manufacturers flocked to the district, and property which had been almost unsalable doubled in value in a single night.

Only the recent fire was necessary to show the wisdom of the Pure Gold Co.'s choice. People who had crowded themselves together in what was supposed to be the only district in which proper business conditions existed, found themselves sadly mistaken when they were swept out of existence in a few hours. A rush for available buildings followed immediately, and as the Pure Gold Company had deliberately put up a building which would be useful for almost anything else besides their own business, they found themselves with a valuable asset in great demand, and consequently experienced no difficulty in making a sale to the enterprising firm of the E. W. Gillett Co. This was a pleasure, primarily because Gillett's firm are in no sense competitors, and secondarily, because they were not desirous of obtaining possession until December, thus making it possible for the Pure Gold Company to secure another lot and erect another building. This they are proceeding to do on College street, near Spadina avenue, on a magnificent lot of 100 feet frontage by 274 feet deep. Thus the trend is ever westward. Not that the Pure Gold Company has no faith in the eastward conditions, but rather because the centre of population is where the biggest trade is going to be, and it is pretty well agreed that Spadina avenue is now about the centre of the city.

The new building will present some novel features, which will be of interest to the readers of The Canadian Grocer, and will contain the essence of the experience gathered in the course of twenty years by the Pure Gold Company, first in their Front street warehouse, remodelled to suit their requirements from time to time; secondly, in the King street warehouse, built especially to meet their ideas; and thirdly, in the new building on College street, which will combine the very best findings which the experience of the past few years could teach. First, as to external appearances. The building will

present one of the handsomest fronts on College street, being of a low-lying warm red brick, two-storey and attic type, with a sloping red tiled roof and dormer windows. All of the windows will be the leaded diamond shape type, so dear to the heart of the average housewife, and the little porch will be quite a poem of architecture in itself.

Inside, of course, all will be business, and of a character distinctly different from the usual. For instance, no cellar; cellars are no use for foods which have to be watched carefully and kept high and dry and sweet. The entire first floor will be solid concrete on the ground, offering opportunities for washing down not excelled by a ship's deck. Every department will be separated by sheet steel partitions and fire doors. There will be no plaster in the building of any type. All of the plumbing and conveniences will be of the very latest pattern, and properly isolated so as to make them easily supervised and properly cleansed as required. Every machine will have a separate electric motor attached by a novel link arrangement, which makes for a rigid service and noiseless work. Heat will be supplied by the usual arrangements of steam radiators, making every portion of the building comfortable, and as there will be only two storeys, the reader can easily imagine what a splendid broad view may be had over his entire portion by the foreman of each department. In the attic before mentioned will be situated a lunch room for the employes, entirely isolated and very comfortable, which will be appreciated, as have been the efforts of the Pure Gold Company in this direction in the past. Everything which experience can devise will be installed, and yet on such a different basis from the previous efforts of the company as to almost afford a startling contrast to the casual observer.

CATALOGUES, BOOKLETS, ETC.

"LEGGETT'S LEADERS."

"Leggett's Leaders" is the title of a 4-page circular issued to the trade by Francis H. Leggett & Co., New York. It is printed in a good red ink on good paper, and is attractively prepared. It emphasizes under classified headings the specialties or leaders this firm are offering. The circular constitutes a first-class supplement to their trade newspaper advertising, and tells with greater fulness than is possible in the newspaper the story they have to tell the trade. Francis H. Leggett & Co. are acknowledged leaders in their line of business, and their methods of reaching out after trade are instructive.

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

, 1904

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DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Cheese Situation in England.

THE following interesting letter on the cheese situation in England is taken from the last issue of The Grocers' Review:

Sir,—The stocks in the three principal centres (London, Liverpool, and Bristol) declared on the 31st May are 123,000 boxes, or about 60,000 in excess of the corresponding period of last year. The stock at the end of April this year was, roughly speaking, a quarter of a million boxes, possibly the heaviest on record for that period of the year. Some interested parties may point to this heavy diminution as indicating abnormal consumption. It ought, however, to be known that this reduction has been effected during the last seven to ten days of the month, and that consequently these cheese cannot possibly have been consumed yet. They have merely been taken from the main distributing points, and therefore do not figure in the stocks.

Notwithstanding the quantity of old cheese still in existence, the c. i. f. rates for new have in about a week been manoeuvred up 8s. to 9s. from the lowest points. I say "manoeuvred" advisedly, because there is no apparent justification for the advance. Stocks are exceptionally heavy for the time of the year. The supply of fodders is normal; pasture and climatic conditions at home and in Canada are favorable to a liberal flow of milk, and consequently a large make of grass goods. Another thing that ought to be remembered is that butter-making this season offers no relief, the price of that commodity presenting no inducement.

A few weeks ago, the market, like Jairus' daughter, was sick nigh unto death, so much so that some oppressed salesman had taken to composing doggerel on his plight, possibly while waiting for the buyers who would not come. But, behold, all is suddenly changed, and one searches in vain for the fairy wand. One cannot blame the farmer or the factoryman for endeavoring to obtain the highest price for his produce, but buyers throughout the country would do well to decline to be made the victims of inside operation and professional rigging of the market. The season just finished has meant financial loss to many, and disaster to a few. One would expect that it would serve as a salutary lesson and deter many from being taken in by rumors and following artificial advances. To a certain extent retailers have the remedy in their own hands. Let them buy only for their immediate wants, and the price of new will decline to its natural, and therefore safer, level. If speculate they must, then is the time and not now, unless June cheese be offered to them at several shillings below to-day's ruling rates.—Yours etc.,

"TELEMACHUS."

Canadian Export Trade.

THE official returns for the eleven months ending May 31 show Canada's aggregate foreign trade to be \$47,165,145, an increase of \$5,091,248 over the same period of the year previous.

The imports for the eleven months were \$220,750,180, and the exports, of domestic produce only, \$174,291,791. In 1903 the imports were \$202,705,294, and the exports of domestic products \$189,375,624.

The decrease in the exports is mainly in animals and their produce, and agricultural products. The United States exports of animals and their produce have also diminished. In April last the decline from the United States was upwards of \$18,000,000, compared with the same month of 1903, while for May the falling off was \$15,000,000. The drop in Canadian agricultural exports was in cheese, butter and bacon. The price of these commodities has fallen off greatly, and it would appear that shippers are holding back from export in the hope of obtaining higher prices. The average price for butter during the last fiscal year was 20c a lb. and for cheese 11c a lb. Last month butter exported sold at 17 1-2c, and cheese at 8 1-2c. The average price of bacon last year was 11c. Last May it was 9 1-2c.

Dairy Farms Closing.

THE statement of the Dominion live stock commissioner that, owing to scarcity of labor, dairy farms are being put out of business, has been confirmed by C. C. James, Ontario Deputy Minister of Agriculture. Mr. James says that few people are aware of the seriousness of the problem facing the farmers of Ontario to-day. Already considerable difficulty is being experienced in persuading arrivals from the Old Country to take positions with the farmers, in view of the promise of steady employment in Toronto for months to come.

Mr. James also points out that a significant change has been going on in regard to the dairy industry of Ontario

during the last few years. In the western district of Ontario dairy farming is on the decrease, while in the eastern districts it is increasing. The western men, unable to secure the necessary farm help, have gone into the business of feeding stock, and the cheese factories have consequently been getting less milk than formerly.

In 1897 there were 820 cheese factories east of Toronto, producing 85,943,000 lbs. of cheese, while in 1902 there were 885 factories, producing 107,100,000 lbs., an increase of 65 factories and of 21,000,000 lbs. in output. West of Toronto there were in 1897, 343 factories, with an output of 51,420,000 lbs., while in 1902 there were only 242 factories, with an output of 39,700,000 lbs., a decrease of 191 in the number of factories and a falling off of 11,700,000 lbs. in the output.

In the five counties, Oxford, Middlesex, Perth, Elgin and Norfolk, the cheese centre of the west, there has been a falling off of seventeen in the number of factories and of 1,537,000 lbs. in the output, while in the eighteen other counties there are eighty-four fewer factories and the production is less by 10,200,000 lbs.

Canada's Exports to Great Britain.

The exports from Canada to Great Britain for the month of May, 1904, were as follows:

	Value.
Cattle.....	\$149,761
Sheep and lambs, 1,215.....	2,138
Wheat, 303,200 cwt.....	107,236
Wheat, meal and flour, 74,000 cwt.....	37,365
Peas, 26,200 cwt.....	8,339
Bacon, 3,504 cwt.....	71,221
Hams, 1,122 cwt.....	26,417
Butter, 682 cwt.....	2,757
Cheese, 56,080 cwt.....	118,464
Horses, 29.....	1,010

Provision Notes.

The Wm. Davies Co., of Toronto, opened a branch store at Woodstock, Ont., on Saturday last, and this week will open another in Toronto at the corner of Broadview avenue and Gerrard street. This will make in all thirty-nine stores this firm has opened in different parts of Ontario.

The Dominion Packing Company

LIMITED.

Telegraphic Address,
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A.B.C.
LIEBERS
PRIVATE.

GLASS JARS

FOR

Sliced Bacon Sliced Beef

A new thing in Canada. Equal to anything packed on the American continent,—best, we think, since Canadian hogs are superior to American. A magnificent summer line for home, holiday and camp.

Beechnut Sliced Bacon		Beechnut Wafer Sliced Beef	
1-lb Glass Jars, per doz....	\$2.50	1-lb Glass Jars, per doz....	\$2.50
1-lb Tins " " " " " "	\$2.40	1-lb Tins " " " " " "	\$2.40

Special discount to bona fide Wholesale Grocers.

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT



BRAND

Hot Weather Meats.

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

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

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

LONG CLEAR BACON.

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

Write us for Special Prices.

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

MATTHEWS'

Cooked and Jellied Meats

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

The George Matthews Co., Limited

ESTABLISHED 1868.

Peterborough Hull Brantford

Handle only the Best!



is the Standard article.

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

E. W. GILLETT COMPANY LIMITED

London, Eng.

TORONTO, ONT.

Chicago, Ill.

We are buyers of

Poultry,
Butter
AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Quite a brisk local trade is reported for the week in smoked meats and lard, but the foreign demand has fallen off. Exporters have accordingly turned their attention to the home trade, and competition has resulted in a drop in prices. Long bacon is off a quarter of a cent, and lard, while not much cheaper, is weaker. The export trade in fresh meats is still large, but the effects of the first week's business in this line has worn off a little, and prices are somewhat easier. The most remarkable change is in spring lamb, which has come down a cent and a half. Business is active. We quote this week:

Long clear bacon, per lb.	0 07 1/2	00 08
Smoked breakfast bacon, per lb.	0 12 1/2	0 13
Roll bacon, per lb.	0 09	0 10
Small hams, per lb.	0 12	0 13
Medium hams, per lb.	0 11	0 12
Large hams, per lb.	0 11	0 11 1/2
Shoulder hams, per lb.	0 09	0 09 1/2
Backs, per lb.	0 13 1/2	0 14
Heavy mess pork, per bbl.	14 50	17 00
Short cut, per bbl.	18 00	18 50
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 07 1/2	0 07 1/2
" tubs	0 07 1/2	0 07 1/2
" pails	0 07 1/2	0 08
Compounds, per lb.	0 07 1/2	0 07 1/2
Plate beef, per 200-lb. bbl.	11 00	11 00
Beef, hind quarters	5 50	10 50
" front quarters	5 50	6 75
" choice carcasses	7 50	8 50
" medium	7 00	8 00
" common	6 50	7 00
Mutton	7 00	8 50
Lamb, yearling	10 50	11 00
" spring	12 00	13 00
Veal	6 00	8 50

Butter—The butter being received now is almost all from good grass, and excellent in quality. Very few large rolls are offered. Prices have hardened a little. The export demand is poor. The productions of other countries and colonies have been and are so large as to lessen the sales of Canadian make on the English market. Australia and New Zealand have shipped record quantities. The outlook is not encouraging, so dealers say, and nothing but much smaller receipts will make it so. We quote the following prices:

Organery prints	0 17	0 18
" solids, fresh	0 16	0 17
Dairy rolls, large	0 11	0 13
" prints	0 14	0 16
" in tubs	0 12	0 14

Cheese—There is little improvement in the matter of cheese, the entire foundation of the market being the English demand. Last year English buyers were so badly bitten that they are too careful this year for the good of our exporters. They cannot stand buying at a high price and selling at a low one, any more than anyone else, and thousands of dollars were lost in last year's business. Orders are being received from England, but they are at such a level as to render their filling an impossibility. There is very little old cheese left. Board prices have been steadily dropping since the beginning of last week, when they were 8 5-16 at the highest. As low as 7 7-8 was bid on Friday. Without a larger opening abroad, prices will have to drop. Factories do not seem to be inclined to accept below 8c, but from all

appearances they will be forced to do so. The board reports are as follows:

Board.	Boxes.	Price.
Lindsay	1,386	0 08 3-16 0 08 5-16
Campbellford	1,625	(two-thirds sold) 0 08 3-16
Ingersoll	809	(none sold) 0 08 0 08 3-16
Woodstock	3,500	(few sold) 0 08 1-16
Peterboro	2,741	(half sold) 0 08 1-16 0 08 3-16
Pictou	2,250	(half sold) 0 08 0 08 3-16
Stirling	1,900	0 08 0 08 1-16
Brantford	1,733	(half sold) 0 08 0 08 1-16
Perth	2,730	0 08
Napanee	2,549	(quarter sold) 0 08
Ottawa	2,500	0 08 *0 08 1-16
Iroquois	1,322	0 07 1/2
Kemptville	2,139	0 08
Brockville	3,735	(none sold) 0 08
Madoc	1,200	(few sold) 0 08 1-16
Kingston	1,880	(few sold) 0 08 1-16
Tweed	720	(half sold) 0 08 0 08 1-16
Winchester	1,689	(none sold) 0 08
Vankleek Hill	1,621	0 08
Belleville	4,700	(half sold) 0 08
London	4,033	(few sold) 0 08
South Finch	1,773	0 08 1/2
Colored Cheeses		

We quote:

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

Montreal.

Provisions—Provisions were active today, when there arrived as many as 1,968 packages of tinned meats and 86 boxes of ham and bacon. The market has not changed for fresh killed abattoir stock in hogs, although there was a much easier tone to the market itself. Considerable trading was done in dressed hogs at \$7.50 to \$7.75 per cwt. Hams and bacon were in good demand, and, as is usually the case, the activity will no doubt increase with the warm weather. Lard held its own all the week, but pork was decidedly quiet. We quote:

Canadian short cut mess pork	\$17 50	\$18 00
American short cut clear	16 50	17 50
American fat back	17 50	17 50
Bacon, per lb.	0 12 1/2	0 13 1/2
Hams	0 11	0 12
Extra plate beef, per bbl.	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	0 07 1/2	0 07 1/2
Carloads, less	0 07 1/2	0 00 1/2
20-lb. tin pails, tierce basis		
Half-bbl., over tierce	0 00 1/2	0 00 1/2
40-lb. tubs	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
Wood net, tin gross weight—		
"Boar's Head" brand, tierces, per lb.	0 07 1/2	0 07 1/2
" tierces, per lb.	0 07 1/2	0 07 1/2
" 50-lb. fancy tubs	0 08 1/2	0 08 1/2
Cases, 20 3-lb. tins, per lb.	0 08 1/2	0 08 1/2
" 12 1/2-lb. tins	0 08	0 08
" 6 1/2-lb. tins	0 07 1/2	0 07 1/2
20-lb. wood pails, each	1 53	1 53
20-lb. tin pails, each	1 43	1 43

Butter—Last Saturday there was a slight advance in the butter market, and firmness set in all round. This, of course, started at country points, and soon spread to the city. At the wharf yesterday morning there were 300 packages sold at from 17 and 17 1-2 to 18c. The latter figure ruled for one lot only. These prices are an advance of a quarter and a half to the pound, when compared with prices of a week ago.

Cheese—Little improvement marks the cheese situation. As many as 7,000 boxes of cheese were sold at the wharf at from 7 3-4 to 7 7-8c per lb., showing a decline of a quarter of a cent since a week ago. The market generally was very quiet, with Ontarios quoted at 8 3-8.

The Exports of Cheese and Butter.

For week ending June 21, the following figures show the exports of cheese 65,023 boxes, out of which 52,203 were local shipment, and 12,820 through

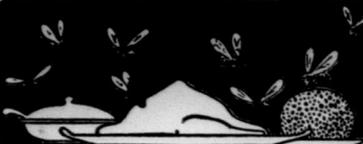
You

will say that there is little room for comparison between

Napoli Macaroni

and other macaronis. A better article and at half the price of the imported.

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



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

Wilson's Fly Pads
will clear your house of flies in a few hours.

Stock the kind the housekeepers ask for. Avoid poor imitations.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,

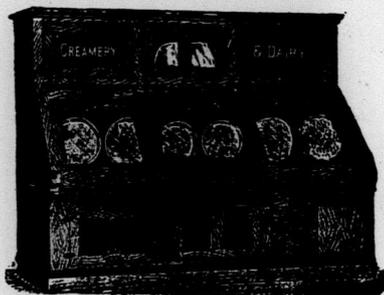
MONTREAL.

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

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

HARDWARE AND METAL

Montreal Toronto Winnipeg



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

C. P. FABIE,
Merchant and Manufacturer.

167 to 171 N. Dame St., **Montreal, Can.**
Write for Illustrated Catalogue.

MAPLE LEAF



Your goods are all quality. — J. H. Anderson, Produce Co. Y., Winnipeg, Man.

Your goods are all right. — J. A. Mathewson & Co., Montreal.

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.
Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality, tasty packages, FREE FROM PRESERVATIVE ACIDS, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.



MAY BE HAD THROUGH ALL WHOLESALE GROCERS.
PUT UP BY
CANADA MAPLE EXCHANGE
DUNHAM, QUE. Head Office: MONTREAL.
SEND FOR PRICE LIST.

freight. In comparison with last year these figures show a decided decrease. The total for 1903 was 122,372 boxes. The total shipments to date show that things are not improving rapidly. Since May 1st the shipments were 265,203 boxes; in 1903, 411,423 boxes.

Butter—The exports for the week ending June 21 were 23,247, out of which 22,359 packages were local shipment, and the balance through.

Winnipeg.

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

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

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

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

St. John, N.B.

There is quite a noticeable firmness in barreled pork, but it has done little to increase business. Beef also tends rather higher. In pork there is a wide range of quality offered. Situation in pure lard is very unsatisfactory. Dealers are holding quite large stocks, and manufacturers quote even lower prices than ever. The consumptive demand is not large. Hams and rolls have a fair sale, trade being done up by local packers. In fresh meats market shows no change, except that lamb is more freely offered. In western beef live stock is now being imported. Pork is low, and not much wanted. Mutton is very dull. Veal is rather light supply, and prices are held firm.

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

Butter—Market is well supplied, prices are low. Quality requires to be extra good in order to insure quick sales, even at the rather low values.

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

Eggs—Eggs continue scarce; there is a fair demand, and prices are quoted rather higher. Quality of stock so far this year has been particularly good.

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

Cheese—Domestic made now supply the market. Local demand is for twins, and prices are, if anything, rather firmer. Our factories suffer from lack of system in selling their output. They have found business quite profitable,

however, the last two years, owing to full values, which have ruled.

Cheese, per lb. 0 10 0 11

JAPAN TEA EXPORTS.

The following statistics of exportations of tea from Japan for 1904 have been received from C. M. Bernard, agent for Bernard & Co., Yokohama, Japan.

Tea exports from Japan (last season) to 30th April, 1904.

	Lbs.
To New York	15,252,690
To Chicago	18,338,386
To San Francisco	5,802,729
To Canada	5,765,636

Total increase 45,159,441
Increase to Canada 5,757,669
Increase to Canada 1,455,218

Season 1904, Tea exports to May 15th.

To New York	268,008
To Chicago	188,700
To San Francisco	64,388
To Canada	26,824

Decrease to same time last year 547,920
Increase to Canada 279,735
Increase to Canada 24,724

INQUIRIES FOR CANADIAN TRADE.

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

81. A London house is prepared to act as buying and shipping agent for Canadian importers, and offer special advantages in this connection. They are also open to receive consignments of produce for sale on commission.

83. A merchant at Havre is seeking to establish an agency in Canada for Martinique rum. He is also prepared to act as agent in France for Canadian exporters of general produce, maple syrup, skids, etc.

85. A London firm interested in the Mediterranean shipping trade desire the agency for a Canadian wheat exporter who would be able to act as their agent in Canada for Italian fruits and other produce.

The following inquiries relating to Canadian trade have been received at the Canadian section of the Imperial Institute, London, Eng.:

50. A firm of factors and agents in London is open to act as agents for Canadian shippers of fruit pulps of good quality.

51. An application has been received for the names of Canadian shippers of tallow.

52. A firm possessing a large staff of travelers and agents is prepared to represent a first-class Canadian manufacturer of fruit pulps, or to undertake agencies, in any general produce lines.

54. A London firm asks to be put in communication with Canadian shippers of fruit pulps.

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

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Satisfaction on both sides

IN SELLING

"KOLONA"

PURE CEYLON TEA

A RETAILER

In sending an order for "KOLONA" Tea, writes:

"We are getting quite a run on 'KOLONA' TEAS"
—The other stores handle _____ and we are more than
—holding our own with 'KOLONA.' It gives good satisfaction."

A CONSUMER

formerly a retailer, writes as follows:

"To whom do you send goods in _____ and who keeps"
—"KOLONA" Tea here? We have not tasted good tea since"
—"getting out of "KOLONA."

"KOLONA" is sold—in lead packages only.
is sold—in **BLACK, MIXED** and **GREEN CEYLON.**
is so'd retail at 25, 30, 40, 50, 60 and 80 cts. lb.

A TRIAL CASE WITH YOUR NEXT ORDER WILL CONVINCING YOU OF THE SATISFACTION OF HANDLING IT.

THE EBY, BLAIN CO., LIMITED, TORONTO.
TEA IMPORTERS AND PACKERS,

NEW YORK FIRM ENTERTAINS.

ON Thursday, June 16, 1904, the New York grocery firm of Francis Leggett & Co., entertained the grocers of New England and New Jersey to a luncheon and tour of inspection of their extensive premises in King street, and later in the day to a sail round New York harbor. This marks the third of a series of receptions tendered to the buyers and friends of Francis Leggett & Co. within the past few months.

After a sumptuous repast had been partaken of, every article of which bore the firm's label, the vice-president and secretary, J. C. Juhring, entertained the guests with an informal talk on "The Commercial Advantages of New York City." The entire party then inspected the factories, where they saw the processes of preparing food products in actual operation.

The value of such gatherings in promoting good-will between wholesaler and retailer can scarcely be overestimated, and Francis H. Leggett & Co. are to be highly complimented on the enterprise they have shown.

NAPOLI MACARONI.

It is just eight months ago since the Napoli Macaroni Co. began business. In this time the company has made a good name for itself and its goods, due largely to the tireless energy of its manager, W. C. Morris. Mr. Morris has had a hard fight to overcome a natural prejudice in favor of the imported article, but his efforts are being rewarded beyond his most sanguine hopes. His factory is a model of what such a factory ought to be. The very attractive passage which the Napoli Macaroni Co. uses for its goods, together with the big difference between its prices and those of imported stock constitute a big argument in favor of the domestic-made article.

THE "National"

IS
THE
BEST
COFFEE
MILL
ON
THE
MARKET.

RETURNED

JUN 25 1904

at 1207.19

Page 67

embraces

—all the good points of
the other makes,
—with several others that
are found exclusively
on the
"NATIONAL"

A POST CARD—
will bring full
particulars.



THE EBY, BLAIN Co., LIMITED

Sole Agents in Canada.

TORONTO.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$1.80.) Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

GENUINE

PRATTS ASTRAL LAMP OIL

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

WHOLESALE ONLY.

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

TRUCKS

for Warehouse and Factory.



Save You Money
Do Men's Work
Draw no Salary

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

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

To Manufacturers' Agents

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

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

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

**40 HIGHEST AWARDS
In Europe and America**

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of



Trade-mark.

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

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

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

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

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

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

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

FISH

The Fish Trade of Halifax.

It can be safely asserted that nowhere on the Atlantic coast is the fish business so thoroughly prosecuted and understood as in Halifax. In no other market is there to be found such a varied assortment of superior dry, pickled and shell fish. We may go further in saying that there is probably no other place on the continent where the fish business is more thoroughly and successfully conducted as in the city of Halifax. There are a number of important concerns engaged in this line, embracing most adequately every branch. Here we find some of the largest, best arranged and most complete plants of the kind in the country. The premises of A. Wilson & Son covers a ground area of 225 x 365 feet, upon which have been constructed seven two-storey buildings, embracing cold storage warehouses, wholesale and retail departments, etc.

The extent of the export trade is surprisingly large. It embraces nearly every foreign country, the West Indies securing the larger quantity. There are several first-class firms engaged almost exclusively in this trade, while there are very few wholesale grocers who do not handle at times some lines of fish. A. N. Whitman, W. and C. H. Mitchell, Geo. E. Boak & Co., R. I. Hart, and James Fraser are among the larger firms engaged in this trade on an extensive scale. The United States, more than the Upper Provinces, receives their closest attention in this line thus far.

Black Bros. & Co., with a thorough and most complete establishment at La Have, are easily foremost in the prepared fish trade. Their boneless brands, "Halifax," "Acadia," and "Bluenose" are too well known and appreciated to need further eoniums.

The trade in general complain of the impracticability of doing any extensive trade in fresh fish with the Upper Provinces. A good many who have shipped car lots on consignment report unsatisfactory results. It is to be hoped these may be minimized, as a connection is both desirable and profitable on both sides. The advanced methods of storage insure absolute safety to the retailer in buying from his jobber.

It is to be desired that the wholesale and retail trade of the Upper Provinces will get in touch with the fish dealers of Halifax, as well as the trade in general throughout the Maritime Provinces.

Scalefish Wanted.

Latest market reports from the island of Trinidad say that scalefish is in demand there. Good split herring are also salable, but other descriptions of pickled fish are neglected.

Canned Goods.

Do not trust to luck nor take any chances whatever, but place your orders **now** for Canned Goods, as everything points in your favor by doing so. We handle the Best Brands and any orders entrusted to us would be well taken care of. We guarantee the quality and full delivery.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

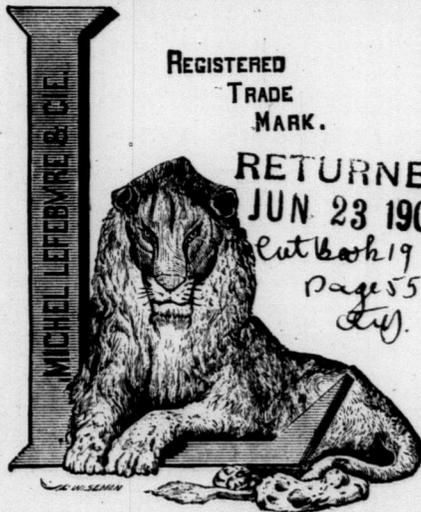
Geolph, Ont.

It **MUST** be a good tea that retains
 the grocer's faith and favor year
 in and year out for many years.
 So good is

Blue Ribbon Ceylon Tea

Push the RED LABEL, 40c., worth 50c.

What's in a Name?



REGISTERED
TRADE
MARK.

RETURNED
JUN 23 1904

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Nothing—But years of satisfaction and honest treatment make a name or Brand synonymous with good goods and good business. For further facts than you would care to remember the brands of the Michel Lefebvre Vinegar Works have stood for quality, and all that courtesy and fair treatment can do to make business relations pleasant.

THE OZO CO., Limited

MONTREAL.

JAMS
JELLIES
MARMALADES

VINEGARS
PICKLES
SAUCES

**GREIG'S
WHITE SWAN
Cake Icings**

ALL FLAVORS

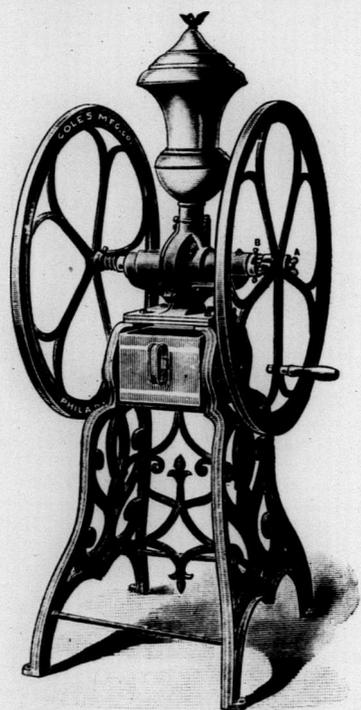
3 doz. in a box, 90c. per dozen.

The Best Yet

The Robert Greig Co., Limited

WHITE SWAN MILLS

TORONTO



No. 17. List Price, \$40.00.

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

Coles Manufacturing Co.
PHILADELPHIA, PENNA.

**Goles
Coffee
Mills**

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

**A GREAT
LABOR-SAVER.**

Our Grinders wear longest.

Have you the following lines of goods in stock?

If not, do you not think you are losing business by not carrying them?

IDEAL AMMONIA POWDER

1 1/2 lb. package retails at 10c.

**FOREST CITY
BAKING POWDER**

The trade winner.

FOREST CITY CATSUP

Full Tomato flavor.

These lines are up to the very highest standard of quality.

They will increase your trade, —and profits.

**GORMAN, ECKERT & CO.,
LIMITED**

London, Canada.

Importers and Roasters of Coffee.

Manufacturers of High-class Spices, Extracts and Baking Powder.

FEATURES OF THE NEW TARIFF.

THE GROCER continues in this week's issue the publication of interviews with leading Toronto wholesalers on the recent changes in the tariff.

Mr. W. Ince,

of Perkins, Ince & Co., doesn't think the recent tariff changes are sufficient to affect the grocery trade appreciably. Of course, the clause which aims to prevent dumping cannot help but meet with the approbation of the trade generally as being a movement in the right direction. Even so, however, it will affect dry goods men far more than grocers. Such comparatively small quantities of syrups and molasses are used on this market that the removal of the duty on British West Indian molasses is not an important item, especially when the duty is so small. The Government have undoubtedly been endeavoring to improve trade relations between Canada and the West Indies, and its latest move tends at least in the right direction.

Mr. J. S. McMahon,

of McMahon, Broadfield & Co., wholesale china and glass merchants, is inclined to think the recent changes in the tariff will not have any appreciable influence in so far as the increase in the preference on china and crockery manufactured in Great Britain is concerned. The price to the manufacturer remains unchanged, as well as that on package freight and insurance, all of which are very considerable items, the only change being a reduction in the duty of 5 per cent. This means that the retail dealer will pay perhaps one-half per cent. less for English staples than heretofore. Owing to the possibility of the lines of British china to which the new preference extends being restricted as a result of ambiguity in the reading of the clause referring to them in the new tariff regulations, it is not unlikely that even the small reduction of one-half per cent. may be further reduced. The only condition under which the change in the tariff will be noticeable is that the preference applies to all china, crockery, etc., manufactured in Great Britain.

Mr. McMahon is of the opinion that the 5 per cent. increase in the preference on English china is nothing more than a little "hip-handle" to offset the increased duty on English woolens.

Mr. H. P. Eckardt,

of H. P. Eckardt & Co.; Mr. F. Sloan, of John Sloan & Co. and others are unanimous in their endorsement of the new Fielding tariff as far as the grocery trade is concerned, and expressed similar views to the preceding.

Mr Robert Christie, of Christie,

Brown & Co., Toronto, declines to express an opinion on the new tariff regulations in respect to the probable result of the removal of the duty on West Indian molasses.

In reply to the question, "Will West Indian molasses ever take the place of New Orleans in the manufacture of biscuits and confectionery?" he says the whole thing simmers down to this—you must have a good grade of either in any case; one manufacturer likes New Orleans, another prefers West Indian; a certain kind of biscuit requires New Orleans, another West Indian, a general statement which isn't worth much, but which is as much as you will get from a manufacturer if you ask him straight as to the respective merits of New Orleans and West Indian molasses. Any more detailed information he keeps for his own benefit.

Mr. E. W. Klotz,

manufacturers' agent, Toronto, says the new tariff will undoubtedly tend to increase importations of china, etc., from Great Britain, and to a certain extent to reduce importations of German goods to Canada, although for years now the bulk of Canadian trade in staples has been supplied by British manufacturers. Where the change will be most noticeable will be in fancy lines, in which the Germans have always had the lead. Although English manufacturers have been successful in their art goods, German novelties at the present time have the preference in Canada, in spite of the inimical surtax of 10 per cent. which added to the regular duty of 30 per cent. makes the duty on German goods equivalent to 40 per cent. Englishmen have still to learn the art of manufacturing cheap novelties which will bear comparison with the German article. Any actual increased consumption of English staples in Canada will not be so appreciable as a probable increase of sales of English novelties in Canada as soon as the English manufacturer can successfully compete with his German kinsman.

Mr. Wallace Anderson,

of the Acadia Sugar Refinery, is interested particularly in the continuance of

the German surtax on raw beet sugar, and submits the following statistics, which go to show that as a matter of fact it has had the effect of enormously increasing trade between Canada and the West Indies.

The total entries for home consumption in the Dominion for the first nine months of the present fiscal year were 251,549,586 lbs., of which 17,386,593 lbs. were of sugars above 16 Dutch standards, and included refined sugars. The balance, 234,163,793 lbs., was raw sugar not above 16 Dutch standard, and of the latter 165,344,561 lbs. were from the British West Indies and British Guiana, or say 66 per cent., as compared with 34,544,558 lbs. from the British West Indies and British Guiana for the previous fiscal year, or about 12 1-3 per cent. of the total, which was 280,314,425 lbs. To show the relative distribution of British Guiana sugars for the present season's production, shipments up to May 18 last were as follows: To the United Kingdom, 3,039 tons; to the United States, 4,390 tons, and to Canada, 18,185 tons. For the corresponding period of 1903 the figures were: To the United Kingdom, 1,691 tons; to the United States, 27,244 tons, and to Canada 5,045 tons, showing an increase to Canada of about 350 per cent. The price of raw sugar at the present time is about 1-4c per lb. higher than that of a year ago, although this rise is easily accounted for by the difference in existing market conditions.

COLLECTING BAD DEBTS.

THE retail grocers' associations in Canada are generally adopting a plan for collecting bad debts that is said to have worked well at Hamilton, Ont. The first step is a request from the grocer for payment, with a hint that if not paid the account will be handed over to the association and all its members made acquainted with the fact. The next step is a letter from the secretary of the association that the account has been handed over, and that if not paid by a certain date the matter will be reported to the members, after which the debtor would be unable to get further credit. If the foregoing is ineffective, suit is threatened. Should the debtor still neglect payment, a letter is written to his employer stating that all legitimate means have been taken to collect the debt, and as a last resort the matter is reported to him in the hope that he will use his influence to effect a settlement. This plan is said to work well, especially when the association has a large membership and includes the principal grocers of the community.

The grocers of Hamilton, Ont., have signed a petition providing for a weekly half-holiday on Wednesday afternoons, during June, July and August.

BLANKE'S "FAUST" BLEND

FINEST GROWN MOCHA and JAVA COFFEE

C. F. BLANKE TEA and COFFEE CO.

St. Louis, New York, Chicago and Kansas City.

The "**Faust**" Blend Coffee was first blended for Tony Faust's famous cafe in St. Louis. There is no more exacting test made of Coffee than that made by the first-class hostelry. The superior merit of Blanke's Coffees is attested by the fact that the very best hostelries in the United States serve them **exclusively**. The following is a partial list:

NEW YORK CENTRAL Dining Cars and
Station Restaurants.

IMPERIAL HOTEL, New York.

HOTEL BARTHOLDI, New York.

DENVER & RIO GRANDE Dining Cars.

B. & O. S. W. Dining Cars.

WABASH Dining Cars.

COTTON BELT Dining Cars.

LAKE SHORE Dining Cars.

OCEAN STEAMSHIP CO., of New York
and Savannah.

AUDITORIUM HOTEL, Chicago.

SCHENLY, Pittsburg, Pa.

TONY FAUST'S, St. Louis, Mo.

ARLINGTON HOTEL, Hot Springs, Ark.

SHANLEY'S NEW YORK CAFES.

COLORADO HOTEL, Colorado Springs, Col.

BATTERY PARK, Ashville, N.C.

HOTEL COLORADO, Glenwood Springs.

WHITE'S CAFES, Chicago, Ill.

GRAND HOTEL, Cincinnati, O.

DEL PRADE HOTEL, Chicago, Ill.

GRAND HOTEL, Yarmouth, Nova Scotia.

PULLMAN Dining and Buffet Cars.

If once you sell this Coffee to your customers, no other Coffee will satisfy them.

It will take trade away from competitors and bring you new customers.

Put up only in one and two pound air-tight cans, which preserves the delicate flavor of the Coffee. It can be obtained whole or ground.

Cases 48 lbs., Half-Cases 24 lbs., Price 33c. per lb. F.O.B. Montreal.

Freight prepaid on quantities of 96 lbs. net of Coffee, to any Railway Station from Halifax to Vancouver.

With every first order of 48 lbs. or more, will be sent a very artistic and attractive "CUT-OUT," 39 inches high, representing the Spinning Scene in "Faust"; Marguerite being tempted by Mephisto with a cup of "Faust" Coffee.

SOLE AGENT FOR CANADA

**HUDON, HEBERT & CIE.,
MONTREAL**

WHOLESALE GROCERS AND WINE MERCHANTS.

CLASSIFIED LIST OF ADVERTISEMENTS.

- Ammonia.**
Gorman, Eckert & Co., London, Ont.
- Baking Powder.**
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Maiden, J. H., Montreal.
McLaren, W. D., Montreal.
Royal Baking Powder Co., New York.
- Baskets.**
Oakville Basket Co., Oakville, Ont.
- Bird Seed.**
Nicholson & Brock, Toronto.
- Biscuits, Confectionery, Etc.**
Browne & Wells, Toronto.
Christie, Brown & Co., Toronto.
Lamont, Corlias & Co., Montreal.
Mackintosh, John, Halifax, Eng.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford, Ont.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Toronto.
- Black Lead.**
James Dome Black Lead—England.
Oakley, John, & Sons, London, Eng.
- Canned Goods.**
Anglo-British Columbia Packing Co., Vancouver, B.C.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners Limited, Hamilton.
Eckardt, H. P., & Co., Toronto.
Old Homestead Canning Co., Picton, Ont.
Simpson, R. & J. H., Co., Guelph, Ont.
- Cheese Cutter.**
Computing Scale Co. of Canada, Toronto.
- Chewing Gum.**
Row & Co., Brockville, Ont.
- Cigars, Tobaccos, Etc.**
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.
- Clothes Lines.**
Hamilton Cotton Co., Hamilton.
- Cocoanut.**
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.
- Cocoas and Chocolates.**
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto.
- Commission Merchants & Brokers.**
Beland, B. O., Montreal.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
- Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Price, Chambers & Co., Winnipeg Man.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.
- Computing Scales.**
Computing Scale Co. of Canada, Toronto.
- Concentrated Lye.**
Gillett, E. W., Co., Toronto.
- Condensed Milk and Cream.**
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
- Corks.**
Ewing, S. H., & Sons, Montreal.
- Crockery and Glassware.**
Gowans, Kent & Co., Toronto.
- Dairy Produce and Provisions.**
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
- Finance and Insurance.**
Bradstreet Co.
Sells Commercial, London, Eng.
- Fish.**
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Pacific Sellings Co., New York.
- Fly Paper.**
Kay Bros., Stockport, Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.
- Fruits—Dried, Green, and Nuts.**
Adams, E. E., Leamington, Ont.
Gibb, W. A., & Co., Hamilton.
Hilborn & McLachlan, Leamington, Ont.
Husband Bros. & Co., Toronto.
McDougall & Lemon, Owen Sound, Ont.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
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- Gelatine.**
Cox, G. & J.
- Grain, Flours and Cereals.**
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Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
- Grocers—Wholesale.**
Balfour & Co., Hamilton.
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Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Hudson, Hebert & Cie, Montreal.
- Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa, Ont.
Simpson, R. & J. H., Co., Guelph.
Warren Bros. & Co., Toronto.
- Grocers' Grinding and Packing Machinery.**
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.
- Hides.**
Page, C. S., Hyde Park, Vt.
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- Interior Store Fixtures, Trucks, Etc.**
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Napoli Macaroni Co., Toronto.
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- Patent Solicitor.**
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- Peels.**
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Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain Co., Toronto.
Flett's—Rose & Lafamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Horton-Cato Mfg. Co., Windsor, Ont.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Lafamme, Montreal.
- Polishes—Metal.**
Oakley, John, & Sons, Montreal.
- Polishes—Stove.**
Morse Bros., Canton, Mass.
Nickel Plate Stove Polish Co., Chicago.
- Pottery.**
Foster Pottery Co., Hamilton, Ont.
- Refrigerators.**
Fabien, C. P., Montreal.
- Salt.**
Toronto Salt Works, Toronto.
Warren Bros. & Co., Toronto.
- Scales.**
Wilson & Co., Toronto.
- Soap.**
Metropolitan Soap Co., Toronto.
- Sodas—All Kinds.**
Winn & Holland, Montreal.
- Soda—Baking.**
Dwight, John, & Co., Toronto.
- Starch.**
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
St. Lawrence Starch Co., Port Credit.
- Steel Shingles.**
Metallic Roofing Co., Toronto.
- Sugars, Syrups and Molasses.**
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Rattray, D., & Sons, Montreal.
Simpson, R. & J. H., Co., Guelph.
Tea Rose Snips—Rose & Lafamme, Montreal.
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- Summer Beverages.**
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Balfour & Co., Hamilton.
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Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Hudson, Hebert & Cie, Montreal.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lipton, Thomas J., New York.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Rutherford, Jas., & Co., Montreal.
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Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.
- Vinegars.**
Canadian Vinegar Co., Montreal.
Goossens, Franz, Brussels, Belgium.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.
- Wall Paper.**
Staunton's Limited, Toronto.
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Fairbank, N. K., Co., Montreal.
Douglas, J. M., & Co., Montreal.
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- Woodenware.**
Woods, Walter, & Co., Hamilton.
- Wrapping Paper, Etc.**
Canada Paper Co., Toronto.
- Yeast.**
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adams, E. E.	55	Dingle & Stewart	59	Kay Bros.	57	Old Homestead Canning Co.	46
Adamson, J. T., & Co.	53	Dominion Molasses Co.	70	Keen, Robinson & Co. outside front cover		"Ozo" Co.	25
Allison Coupon Co.	7	Dominion Packing Co.	19	Kingston "Gleaner" ... inside back cover		Pacific Selling Co.	45
American Coffee & Spice Co.	69	Douglas, J. M., & Co.	19	Kinnear, Thos., & Co.	14	Page, C. S.	49
American Tobacco Co.	62	Downey, W. P.	45	Lambe, W. G. A.	59	Park, Blackwell Co.	19
Auer Light Co. inside front cover		Dunn, Wm. H.	34	Lamont, Corlias & Co.	53	Payne, J. Bruce	63
Baker, Walter, & Co.	24	Dutch Chemical Works.	70	Lapont, Corlias J.	59	Price, Chambers & Co.	59
Balfour & Co.	13	Dwight, John, & Co.	52	Lowney, Walter M. Co.	50	Provost & Allard.	45
Beland, B. O.	48	Eby, Blain Co.	23	Lucas, Steele & Bristol.	13	Queen City Oil Co.	24
Black Bros. & Co.	2	Eckardt, H. P., & Co.	37	Lytte, T. A., Co.	8	Rattray, D., & Sons	67
Bloomfield Packing Co.	26	Edwardsburg Starch Co.	71	Maiden, J. H.	8	Reid, W. B., & Co.	64
Blue Ribbon Tea.	25	Empire Tobacco Co.	62	Marceau, E. D.	41	Rose & Lafamme.	5, 67
Bowser, S. F., & Co.	7	Enterprise Mfg. Co. inside back cover		Matthews, Geo. Co.	20	Row & Co.	59
Bradstreet's. outside back cover		Epps's Cocos.	47	Metallic Roofing Co.	49	Royal Baking Powder Co.	17
Brantford Starch Works.	34	Erie Tobacco Co.	64	Metropolitan Soap Co.	58	Rutherford, James, & Co.	52
Browne & Wells.	38	Ewing, S. H. & A. S.	52	Millman, W. H., & Sons.	59	Rutherford, Marshall & Co.	38
Burlington Canning Co.	7	Ewing, S. H., & Sons.	5	McIntosh, P., & Son.	57	Ryan, Wm., Co.	38
Came, F. E.	24	Fabien, C. P.	22	McLaren's Imperial Cheese Co.	14	"Salada" Tea Co.	24
Canada Maple Exchange.	22	Fairbank, N. K. & Co. inside front cover		McLean, J. A., Produce Co.	20	Sells Commercial.	3
Canada Paper Co.	47	Fearman, F. W., Co.	19	McDougall, D., & Co.	51	Simson Bros. Co.	53
Canadian Canners Limited.	8	Fortier, J. M.	64	McDougall, D., & Co.	55	Simpson, R. & J. H., Co.	24
Canadian Gelatine Co.	53	Foster Pottery Co.	59	McGregor-Harris Co.	38	Southwell & Co.	69
CANADIAN GROCER.	24, 59	Fraser, J. D.	53	McIntosh, P., & Son.	57	"Sovereign" and "Lynx" Salmon.	3
Canadian Press Clipping Bureau.		Frontenac Cereal Co.	58	McLaren's Cooks' Friend Baking Powder. inside back cover		St. Lawrence Starch Co.	44
Canadian Swiss Trading Co.	53	Gibb, W. A., Co.	54	McLean, J. A., Produce Co.	20	Thum, O. & W., Co.	7
Capstan Manufacturing Co.	59	Gillard, W. H., & Co.	10	McLenn, J. A., Produce Co.	20	Tippet, Arthur P., & Co.	48
Carter, G., Son & Co.	47	Gillett, E. W., Co., Ltd.	30	McWilliam & Everist.	54	Tuckett, Geo. E., & Son Co.	13
Castle, F. J., Co.	50	Gorman, Eckert & Co.	2	McWilliam & Everist.	54	Turner, James, & Co.	63
Ceylon Tea.	6	Gowans, Kent & Co. outside back cover		McWilliam & Everist.	54	Upton, Thos., & Co.	15
Chaput, L., Fils & Cie.	30	Greig, Robt., Co.	26	Napoli Macaroni Co.	21	Walker, Hugh, & Son.	55
Chase & Sanborn.	30	Hamilton Cotton Co.	7	National Licorice Co. inside front cover		Walkerville Match Co.	45
Christie, Brown & Co. outside front cover		Hilborn & McLachlan.	55	Natural Food Co.	57	Warren Bros. & Co.	48
Clark, W.	26	Hill, Evans & Co.	72	Nicholson, Bain & Johnston.	59	Watt, J. L., & Scott.	50
Coles Manufacturing Co.	47	Hill, Evans & Co.	72	Nicholson, Bain & Johnston.	59	Wetley, J. H. outside back cover	
Colson, C. E., & Son. outside back cover, 3		Horrocks, T. J.	4	Nicholson & Brock.	49	White & Co.	55
"Commissioner" Tea.	7	Horton-Cato Mfg. Co.	7	Nickel Plate Stove Polish Co.	47	Wilson, Archdale.	21
Computing Scale Co., of Canada. 3, 5		Hudson, Hebert & Cie.	28	Oakley, John, & Sons. outside back cover		Wilson, C., & Son.	3
Cowan Co.	53	Husband Bros. & Co.	54	Oakville Basket Co. inside back cover		Wilson Commission Co.	59
Cox's Gelatine.	7	James Dome Black Lead.	9			Wilson, W. H., Co.	4
Cullen, Orlean Clyde.	49	James, F. T., Co.	38			Winn & Holland.	4
Davidson & Hay.	15	Japan Teas.	4			Wood, Thomas, & Co.	10
Dawson Commission Co.	54					Woods, Walter & Co.	21

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FRUIT TERMINALS IN MONTREAL.

THE fruit terminals of Montreal are perhaps better than in most places, but there is still room for improvement. The railway companies have tried their best to please the wholesale fruit men of Montreal, and yet kicks continue to come. Recent interviews with several prominent Montreal wholesalers were productive of an expression of pity for the fruit men in Toronto, in which city the fruit terminals are far from being as good as they are in Montreal. Nevertheless, the attitude shown by the Montreal men is that they are half afraid to put their names on record as kickers, while in general they would be very glad to have The Grocer refer to some of their alleged grievances a year ago which, however, have not shown themselves so far this season.

To begin with, the fruit men in Montreal have excellent shed accommodation, and first-class siding facilities. Most of the fruit is brought in over the Grand

Trunk Railway. A large shed is used at the extreme west end of the G. T. R. yards, convenient to the fruit auction rooms. Immense doors are used in this shed, which permit of large numbers of cars being unloaded at once, and every accommodation is afforded for prompt piling of boxes and crates of fruit or vegetables, so as to allow them to be easily sorted, and readily distributed. The chief complaint is on the score of delivery; for instance, a trial was made recently of attaching banana cars from New York and southern points to a well-known regular passenger train from Rouse's Point to Montreal. This was done once, and was highly successful, and it is generally believed by the wholesale trade that if railroads would attach fruit cars to their passenger trains for, say, three days a week, the freights are of sufficient excess to pay better than all the passengers they could possibly carry. This would afford a six o'clock delivery of cars to the fruit shed, and would facilitate the interests of the buyer and the seller, at the same time creating a big aggregate profit for all concerned. The importation of fruit is not the most serious problem, however. The handling of Western Canadian fruit is the greatest problem. It comes in larger quantities, and hence is sometimes difficult to locate. In Montreal, the chief difficulty is not want of siding, but too much siding. Many a fruit man would give one whole car if he could find where the rest are, on a hot Summer's day. He calls up the freight department, and finds that his fruit has arrived. He has his bill, and is frequently told that the fruit will be on hand in a short time. He supposes that short time may mean an hour, and makes arrangements for his fruit to be delivered at the shed by, say eight o'clock in the morning, a generous allowance for shunting and all possible delays. To his amazement, the fruit does not turn up till four in the afternoon. He not only loses the value in the shrinkage of the fruit itself, but in all probability a ready buyer, to whom he had promised the goods at a

certain time. The stock becomes immediately second grade, and has to be sold at a sacrifice. There are several large suburbs of Montreal where immense railway yards are used for shunting purposes. The chief of these are Point St. Charles and St. Henri. It is disconcerting, to say the least, to a fruit dealer to find that his car of fruit has been packed off at a siding at Point St. Charles, when he has expected it at the fruit sheds at an early hour in the morning. Delivery is the whole problem he has to fight.

A movement is on foot in Montreal to induce the Grand Trunk to resume their special fruit trains, which were put on three years ago. Railroad companies claimed in their former attempt that it did not pay, but fruit men claim that if a special train can be put on for a newspaper, for cheese and butter, or other products, surely the fruit interests ought to be considered, especially as their freight rates are higher than those paid by any other shippers. Last season, owing to the big strike at the Montreal wharf, fruit shippers were in the hands of the railway companies. This season everything has gone harmonious so far, and the fruit men are not anxious to borrow any trouble, feeling that by intelligently standing up for their rights, the railway companies will treat them generously, and everything will turn out satisfactorily.

AN AMBIGUOUS TARIFF CLAUSE.

THE fastidious tradesman, with a liberal share of political prejudice, has at last found something "agin the Government," namely, a clause in the revised tariff regulations which may be variously interpreted.

Item 185 in the new tariff resolution fixes the duty on "tableware of china, porcelain or other clay" of British manufacture imported into Canada at 15 per cent. ad valorem. This means that certain English china, porcelain, etc., is to be given an additional preference of 5 per cent.

As a matter of fact, the customs authorities in Toronto and Montreal have

interpreted the "tableware of china," etc., quite differently. In Toronto, the whole of china, porcelain, crockery, etc., manufactured in Great Britain is given the benefit of the additional preference. In Montreal the customs authorities are exacting the original duty of 20 per cent. on such articles of British manufacture as toilet sets, china novelties, flower pots, etc., while they interpret the clause in the new tariff regulations literally, and allow the additional preference to "tableware of china" only.

Those directly interested in Toronto and Montreal have written to the Department at Ottawa on the subject, but have received in reply only the useless information that it is perfectly clear what is meant by "tableware of china," and that they must exercise their own judgment. Meanwhile dealers in Montreal feel that a uniform tariff should apply without discrimination in favor of any particular port of entry. One Toronto dealer thinks there is no possible sense in discriminating between tableware and toiletware; that the Government authorities never intended but that the new tariff should include all china of British manufacture, and that the ambiguity of the term "tableware of china" is nothing more or less than an oversight. Montreal china and crockery dealers feel that the interpretation of the new regulation, according to the customs authorities there, is going to involve a lot of labor and unnecessary inconvenience, in separating tableware, crockery, toiletware, novelties, etc., and are striving to have an interpretation placed on the fatal clause which will be inclusive instead of exclusive.

The general impression seems to be that the last stage of a tariff which requires to be interpreted before it can be understood is not much better than the first, and that the wording of the clause in question ought to be freed from possible misinterpretation if the trade is to know where it's at.

THE OBJECTIONABLE SELLING CLAUSE.

ONE of the avowed objects the canned goods packers had in consolidating their interests was the obtaining of a more uniform and better quality of goods. This object they are obtaining. The quality of their goods is, on the whole, more uniform and better than they were as a rule previous to the formation of the present joint stock company.

The company now control from 90 to 95 per cent. of the output in Canada. They will be wise if they persist in this policy and desist employing methods which are arbitrary and in the main unbusinesslike. We have particular reference to the selling clause which declares that no rebate will be given at the end of the stipulated term unless the wholesalers confine themselves to their product. This, as we have pointed out in previous issues, is a most arbitrary and unjust stipulation. No business man should be compelled to confine his purchases to any one manufacturer or group of manufacturers. It is not only unbusinesslike, but is morally wrong, and in the end must lead to the defeat of the very objects which the canners have in view.

Throughout this country from the Atlantic to the Pacific there is already a very strong antipathy to the output of the factories in the consolidation, and where it is at all possible, purchases are being made from independent companies. These independent companies are more numerous than they were a year ago, and as long as the present arbitrary selling terms of the big corporation are maintained, so will the inducements to start up independent factories multiply.

As we have repeatedly said before, we have for some years favored the consolidation of the leading canned goods factories, but in advocating this we never for one moment anticipated that the consummation of the idea would lead to the employment of arbitrary methods designed to destroy competition and to preserve the trade to a corporate interest.

The packers composing the Consolidated Company are strong enough, and have sufficient experience to turn out goods of quality which, without the employment of arbitrary measures, are qualified to build up not only a larger trade in the home market, but in Great Britain and foreign markets as well.

It is to be hoped the Canners' Consolidated will at once withdraw the clause in their selling terms which is causing so much dissatisfaction among the trade.

WESTERN BOARD OF TRADE CONVENTION.

THE latest stage in the flood-tide of western commercial and industrial development is marked by the inauguration of a board of trade convention of the Northwest Territories, which held its initial meeting in Calgary, Alta., on June 15-16.

Over a year ago the Calgary Board of Trade sent a letter to the various boards of trade in the Territories, inviting expressions of opinion as to the feasibility of holding a convention of delegates from such bodies at a central point in the west. The proposal met with general approbation, and as a direct result Calgary was suggested as a suitable place for the first convention. The Calgary Board of Trade immediately took upon itself the responsibility of calling the convention, which has just closed with a large attendance of representative business men from all sections of the Territories as far east as Winnipeg, and as far west as Nelson, B. C.

What far-reaching influences this gathering may have is difficult to determine. In the first place, however, it augurs for a stronger bond of sympathy and fellowship between western business men, in whose hands lies so largely the shaping of the future of western Canada. At the same time it is a simple and most efficient means of unifying and solidifying the individual commercial interests of the west into a general aggressive national policy.

The sentimental and commercial aspects of such a convention are equally

significant factors, and it may almost be taken for granted that once the right atmosphere has been created by representative business men actually engaged in trade and commerce coming together at frequent intervals to discuss financial, agricultural and industrial problems with which they are actually confronted, the road is a short and direct one to the firm establishment of a sound commercial national life.

The present activity in western business circles is a matter over which every Canadian should be proud, and the Western Board of Trade Convention, although a big stride in the right direction, may be taken only as an indication of the bright future in store for western Canada.

RAILWAY COMMISSION MEETS.

THE Federal Railway Commission, in session this week in Toronto for the purpose of listening to complaints and making readjustments in freight charges and claims against the various railways in this section of the country, will meet with the approval of all who recognize the necessity of a safeguard in the way of Government supervision of enterprises which enjoy the distinction of being practical monopolies. The trade of a country is very largely in the hands of the railways which pass through it, and on different occasions in the past it has been evident that Canadian railways have taken advantage of their position to further their own interests at the expense of the interests of the public.

One of the chief items considered was the complaint of several manufacturers, on the ground of unjust discrimination in freight rates. For instance, the freight rate from Wallaceburg, Ont., to Winnipeg is 65c, while that from Hamburg, Germany, to Winnipeg is only 72c. From Detroit to Toronto, a distance of 228 miles, the rate is 13c, but from Wallaceburg to Toronto, a distance of 199 miles, it is 18c. This grievance is one of long standing, and it is hoped the railway commission will be able to do something towards the removal of a manifest injustice to trade in Canada. It is anomalous, to say the least, that the cost of shipping goods from Canada to England and back to Manitoba should differ very little from that of shipping direct to the West.

Another important matter was the complaint of fruit growers of the Niag-

ara peninsula that excessive freight rates were being charged on their export products, whereas the increased earnings of the railways would warrant a material reduction in rates; also that the railway companies were not providing prompt service nor proper equipment in the way of refrigerator cars. It was also held that the fruit men were being neglected by the railroads, in order that American grain might be rushed through. As an alternative, shipping by express had been resorted to, but this ate up all the profits. The fruit men were entirely at the mercy of the carriers in regard to promptness in transportation and delivery. Shipments were frequently ruined by delay, and in addition the markets were demoralized by the dumping of partially spoiled fruit. Delays of from four to twelve days in shipments to the Northwest Territories had been recorded, and it was only necessary to suggest the experiences of the fruit dealers with the railroads during the past eight months. In one case a carload of apples was shipped from Grimsby on November 30 to catch a steamer at St. John, N.B., on December 3. It did not arrive until January 3, and was frozen. The direct loss to the shippers was \$800, but owing to the non-arrival of the shipment in England a \$3,000 contract had to be cancelled.

Fruit men feel that it would be too expensive to carry such a case to the courts, or to enter suit, and hope to see the railway commission take upon itself the adjustment of all such difficulties, especially since difficulty has been experienced in getting the railway companies to adjust claims of damage.

A HAPPY EVENT AT LINDSAY.

ON Tuesday last, at Lindsay, Mr. W. T. Robson, president of the Canadian Club of New York, was married to Miss Sylvester, daughter of Lieutenant-Colonel Sylvester, of that town. Mr. Robson has had a most successful career, and one deserving the emulation of every young Canadian business man. He is a native of Lindsay, where he obtained a thorough grounding in the dry goods, grocery and hardware trade in his father's store. During this time he began to write business articles for The Canadian Grocer and other trade journals, which attracted the attention of the publishers of the MacLean trade papers. Mr. Robson was offered, and accepted, an advantageous position with the MacLean Publishing Co., in Toronto. He was later moved to the Montreal office; from

whence he was sent to New York about two years ago to take charge of the office there.

Mr. Robson, besides his success in the business world, has been prominent in social circles. As president of the Canadian Club of New York, he is at the head of an important organization, with a membership numbering three or four hundred. In the club are enrolled the names of two United States senators, and several multi-millionaires, besides other Canadians prominent in the life of New York City. The Grocer extends to Mr. Robson its heartiest congratulations.

TEA EXHIBIT AT ST. LOUIS.

THE East India Building at the St. Louis Exhibition opened its doors to the public without ceremonies on Saturday morning, May 4.

The building is designed after the celebrated mosque of Itmadul-Dowlah at Agra. It consists externally of a series of seven arches on the three sides; the centre arch in each facade being loftier and forming the entrances to the building. The arches are fitted with Venetian doors, which admit of the building being thrown open on all sides, and being converted into a colonnade.

Internally, there is a central square court, surrounded by a series of arches smaller than those on the exterior of the building. In the centre of this court a Hindoo temple has been erected, made of teak wood, exquisitely carved from the base to the extreme top, which is thirty-seven feet above the floor. This temple was made expressly for exhibition in St. Louis, and took two years to complete. The panels depict scenes from Hindoo mythology, all boldly carved in relief. The rest of the structure is covered with intricate designs of scrolls, conventional flower patterns, palm trees, etc., so that there is not a square inch which remains undecorated.

Overhanging the court there is a balcony, from which springs another series of arches, which carries the roof. This balcony, with its corridor, is lighted from the sides by oriel windows, and the whole building is full of light from the clere story over the court, which is practically all glass.

The building has been erected under the auspices of the Government of India, to contain exhibits of Indian products, mainly India tea, a very important industry of that country, which now produces over 200,000,000 lbs. annually, and Indian art manufactures, including carved furniture, draperies, hand-prints, brass, copper, silver, enamel and repousse work.

MARRIAGE OF TORONTO BROKER.

Word has reached Toronto of an interesting event which occurred in London, Eng., on June 21, 1904, namely, the marriage of Miss Massey, of Westminster, S.W., to Mr. W. G. A. Lambe, one of the leading grocery brokers of Toronto. The Grocer has much pleasure in extending to Mr. and Mrs. Lambe its heartiest congratulations.



BLACK, MIXED OR GREEN.

OFFICES AND BRANCHES ESTABLISHED AT

Toronto
Montreal
Halifax
St. John
Winnipeg
Vancouver
New York
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Detroit
Rochester
Pittsburg
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Philadelphia
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Hartford
Duluth, Minn.
Jersey City
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“SALADA” is packed to please and serves its mission in millions of “Tea Pots” daily throughout the entire American Continent. The trade and consumer being alike benefited, as the sale never drags, nor infusions disappoint.

Wholesale terms on application.

HOT WEATHER
AND THUNDERSTORMS
SPOIL THE MILK

BUT IT WILL NOT AFFECT

Borden's
“Eagle” Brand
Condensed Milk

OR
“Peerless” Brand Cream

A Hint to Your Customer Will Effect a Sale.
—TRY IT!

WM. H. DUNN, AGENT MONTREAL

ERB & RANKIN
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Most women would like to be good ironers,
and all women can be if they use

Celluloid Starch
Never Sticks Requires no Cooking.

It is easy to use and results cannot help but be good.

Help your customers to be better ironers by getting them to try Celluloid Starch. They'll thank you for the tip.

THE BRANTFORD STARCH WORKS, LIMITED,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, June 23, 1904.

Groceries.

THE grocery trade during the week under review has been dull to fair, the depressing effect of the recent drop in sugar not having worn itself out as yet. One wholesaler expresses himself on the situation as follows: "People are sick on sugar, and whereas usually at this time of the year there is a big sugar season, this year there is not much to record, except sorting up, the volume of trade being small, the early fruit season late, and in all probability likely to be comparatively poor. There is a tendency, however, to firmness, and one New York refiner has already advanced prices. Canned goods continue firm, especially corn and peas, with an active market for canned fruits, and unfavorable surmises regarding the volume of the coming tomato crop. Canned meats are moving readily, and canned fish are active, especially lobsters. Syrups and molasses and teas are quiet and firm. Coffees, both mild grades and Rios, have advanced, unfavorable reports having been received from primary markets regarding the coming crop. Rice, tapioca and spices continue firm and steady, and California dried fruits exhibit an upward tendency.

CANNED GOODS.

A seasonable trade in canned goods is reported for the week under review, especially in canned fruits, meats and fish. Corn continues very scarce and is entirely out of first hands. In some quarters it is already surmised that the late season and unfavorable weather portends a small tomato crop. Fish, especially salmon, are getting the full advance since the prices for the coming season's pack were announced. Only a small proportion of the salmon packers are packing this year, and fishermen are getting the high price of 35c per fish. This refers, of course, only to Fraser River salmon. Some shipments of new lobsters arriving on the Toronto market recently were caught up very quickly. Owing to the anticipated short pack of fruit, which will inevitably follow a small fruit crop, canned strawberries are said to have been changing hands. We quote the following prices:

Apples, 3s.....	0 90
" gallons	2 20
Asparagus.....	3 50
Beets, 2s.....	0 90
Beets, 3s.....	1 00
Blackberries, 2s.....	1 50
Beans, 2s.....	0 90
Corn, 2s.....	1 25
Cherries, red, pitted, 2s.....	2 20
" white.....	2 40
Peas, 2s.....	1 00
Peas, 3s.....	1 45
" 3s.....	1 90
Pineapples, 1 1/2.....	1 50
" 2s.....	1 80
" 3s.....	2 25

Peaches, 2s.....	1 65	1 70
" 3s.....	2 60	2 60
Plums, green gages, 2s.....	1 10	1 40
" Lombard.....	1 00	1 30
" Damson, blue.....	0 95	1 25
Pumpkins, 3s.....	0 95	0 95
" gallon.....	2 50	2 50
Rhubarb, 3s.....	1 80	1 80
Raspberries, 2s.....	1 40	1 60
Strawberries, 2s.....	1 47 1/2	1 67
Succotash, 2s.....	1 00	1 00
Tomatoes, 3s.....	1 12	1 12
Lobster, tails.....	3 50	3 50
" 1-lb. flats.....	3 70	3 70
" 1-lb. flats.....	2 00	2 00
Mackerel.....	1 00	1 25
Salmon, sockeye, Fraser.....	1 75	1 75
" Northern.....	1 65	1 75
" Cohoes.....	1 15	1 15
Chums.....	0 95	1 00
Sardines, Sportaman.....	0 15	0 23
" Portuguese.....	0 08	0 10
" P. & C., 1s.....	0 25	0 27
" Domestic.....	0 35	0 38
" Domestic.....	0 03 1/2	0 04
" Mustard, 1/2 size, cases 50 tins, per 100.....	8 00	9 00
Haddies.....	1 00	1 00
Haddies, per case.....	4 00	4 00
Kipper herrings, domestic.....	1 45	1 55
" imported.....	1 00	1 10
Herrings in tomato sauce, domestic.....	1 45	1 55
California ripe olives, tins, per doz.....	4 75	4 75
Corned beef, 1s, per doz.....	1 50	1 50
" 2s.....	2 70	2 70
" 6s.....	9 00	9 00
" 14s.....	21 00	21 00
Lunch tongues, per doz.....	3 00	3 00
Potted meats, 1s.....	0 50	0 50
" 1s.....	1 00	1 00

SUGAR

There is little change to note in the demand for sugar, the market dragging on from day to day. The recent decline has created a distrust, and its effect upon the demand has been very prejudicial. A further reason for this is the lateness of the season, with the small fruit crop only beginning to arrive on the market, namely, domestic strawberries, which are coming in comparatively limited quantities. We have, however, to note an improvement in outside markets, and the impression prevails that the decline in Europe has run its course. American refiners are believed to have been heavy buyers of beets and other non-privileged sugars, to the extent of fully 50,000 tons. The reason for this is not far to seek, in view of the rapid cessation of operations in Cuba, where there are now only twelve central factories working as compared with forty-two on the previous week, and a maximum of 171 at the height of the season.

The deficiency in stocks in the United States and Cuba together is 264,454 tons, as compared with the same time last year, and present indications are that the statistical position will get worse instead of better during the coming weeks, when the season of largest consumption is on in the United States. When American refiners can no longer be sure of supplies from Cuba they will have to further anticipate their requirements by still heavier purchases of sugars which pay full duty, such as beets and Javas.

Spot quotations for centrifugals remain now at 3.84c duty paid, on which basis there have been some small transactions, principally in Porte Rieos and San Domingos, totalling about 10,000

bags. The market in sugar for shipment from Cuba has assumed a stronger phase, and is reported to be advancing with large sales, on basis of 2 19-32c, c and f, New York, which is equivalent to 3.94c duty paid, or about 1-16 below recent highest point. There is a strong undertone, and with the impression prevailing that we have seen the lowest prices for the present season, the market favors sellers. Beet sugar, after declining to 9s 3-4d, basis f.o.b. Hamburg, has advanced to 9s 1 1-2d for June, and 9s 2 1-4d for July.

Receipts at U. S. Atlantic ports for the week ending June 15 were 23,293 tons, or nearly 24,000 tons less than the previous week, and 10,000 tons less than for the corresponding week last year. Meltings decreased for the week 2,000 tons, and are estimated at 37,000 tons, as compared with 36,000 tons for the same week last year. Total stock in all hands on June 15 was estimated at 215,717 tons, of which nearly 110,000 tons were in refiners' hands. Combined stock of Europe and America at latest uneven dates was 2,337,717 tons, as against 3,037,398 tons at the corresponding time last year, the decrease being 303,681 tons. Cables from Cuba report that a very severe storm on Tuesday of last week interrupted telegraphic communications, and it is presumed that it may have caused some damage in the cane fields.

Willett & Gray, in their weekly circular of June 16, write: "We do not change our opinion that the course of prices throughout the present campaign will be upward, with occasional reactions such as are now prevailing."

There is no change to note in either American or Canadian refined, and we quote locally as follows:

Paris lumps, in 50-lb. boxes.....	5 08
" in 100-lb.....	4 98
St. Lawrence granulated.....	4 43
Redpath's granulated.....	4 43
Acadia granulated.....	4 35
Berlin granulated.....	4 35
Domestic beet, granulated, 1902 (off grade).....	4 13
Phoenix.....	4 33
Bright coffee.....	4 23
Bright yellow.....	4 18
No. 3 yellow.....	4 13
No. 2.....	3 93
No. 1.....	3 83
Granulated and yellow, 100-lb. bags, 10c. less than bills.....	

Just as we go to press advices from New York say that Howell has advanced the price of American refined sugar 5c per 100 lbs., and that other refiners may follow suit at any moment.

SYRUPS AND MOLASSES.

The syrup and molasses market has been quiet for the week, and business on the street is also reported as being slack. Wholesalers report considerable stocks of West Indian molasses purchased under the new tariff regulations as being on the way. It is not expected that large quantities of West Indian stock will be brought into the local market as yet, however, as the price continues to rule pretty high, and be-

Notice to the Trade

FROM THE BLOOMFIELD PACKING CO. PACKERS OF QUAKER CANNED GOODS.

We are making a specialty of string beans. We believe that with care and the proper attention given to this line the trade can be largely increased to the advantage of the retailer, consumer, and packer. We are packing stringless beans not string beans. Every merchant knows the difficulty in the past in getting a bean free from strings; they also know how objectionable this is to the consumer and how detrimental it is to the trade. This is all the more pity as there is no finer vegetable put inside of a can when it is packed properly and the quality of the raw material is all right. To bring this vegetable to its proper position we have added sifting and bean grading machinery to the plant. In doing this the object is to sift out all the large beans with strings in them and throw them out. After doing this we have three lines—stringless refugee, select refugee, and petite haricots. These latter will be found quite as small, a much better flavor and at half the price of the small French beans put up in glass. The stringless refugee and the select refugee are both fine stock and can be sold at the same price as the ordinary goods usually sold by other packers.

Bloomfield Packing Co.
Limited

BLOOMFIELD, June 20th, 1904.

N. B.—The Crop Report has been delayed until next week.

on for the remainder of the calendar year the receipts of mild coffees will be small; this would mean a decrease in the world's stock of coffee during July and would bring the world's stock of coffee on August 1st to a smaller total than on the corresponding date last year. The following table showing the world's stocks of coffee on the first of each month for the past three years is of interest:

Months—	1903-04.	1902-03.	1901-02.
July.....	11,900,173	11,264,331	6,867,627
August....	12,370,466	11,590,007	7,534,789
September..	13,148,200	12,226,947	8,654,801
October...	13,770,429	13,005,325	9,821,196
November..	18,918,131	13,233,284	10,576,665
December..	13,838,109	13,217,901	10,735,719
January'...	13,757,746	13,212,775	10,870,930
February...	13,312,404	12,769,414	10,894,093
March.....	13,181,110	12,517,266	11,179,643
April.....	12,918,105	12,380,627	11,247,903
May.....	12,759,372	12,248,278	11,382,746
June.....	12,670,268	11,856,843	11,324,563

Our quotations are as follows:

	Per lb.
Green Rice, No. 7.....	0 08 1/2
" " No. 6.....	0 08 1/2
" " No. 5.....	0 08 1/2
" " No. 4.....	0 08 1/2
" " No. 3.....	0 09 0 09
" Mocha.....	0 21 0 25
" Java.....	0 22 0 35
" Santos.....	0 10 0 12
" Plantation Ceylon.....	0 26 0 35
" Porto Rico.....	0 23 0 25
" Guatemala.....	0 22 0 25
" Jamaica.....	0 15 0 20
" Maracaibo.....	0 16 0 23

RICE AND TAPIOCA.

A steady trade is reported in rice and tapioca. Last week's prices remain unchanged with perhaps the exception of a slightly firmer tendency in tapioca. We quote the following prices:

	Per lb.	Per lb.
Rice, stand. B.....	0 03 1/2	0 03 1/2
Patna.....	0 05 0 05 1/2	0 04 1/2
Japan.....	0 06 0 07	0 10
Sago.....	0 03 1/2 0 04	
Tapioca, staple.....	0 03 1/2	0 03 1/2
" double goat.....		0 04 1/2
Carolina rice.....		0 10

SPICES.

The spice trade is quiet with the exception of a slightly easier tendency in peppers. Last week's prices continue unchanged. We quote the following:

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

Foreign Dried Fruits

There has been a good demand for foreign dried fruits during the week under review, which may be traced largely to the shortage in the home berry crop. California fruits have firmed considerably. Prunes are still in demand and comparatively scarce, owing to the fact that the trade consider this a poor time of year to stock large quantities of prunes.

A heavy crop of peaches is expected in Georgia, and good crops promise in Maryland and Delaware. The crop is estimated to be 300 carloads short of last year, while there is no old stock on hand. As there were 300 cars carried over a year ago, the supply for the coming season would thus be 600 cars short. This being the case, should the demand continue it is held to be probable that prices will go higher.

The apricot crop is not short. In fact, according to some estimates it will exceed that of last season by 200 cars. The prune crop is expected to equal that of last year. With a carry-over of about 600 carloads and with the prospect of a light export demand because of large European crops, it is

thought that prices will not likely advance. The supply of small sizes on the California crop will be light.

We quote the following prices:

PRUNES.

	Per lb.	Per lb.
100-110s.....	0 04 0 04 1/2	0 06 1/2 0 07
90-100s.....	0 05 0 05 1/2	0 07 0 07 1/2
80-90s.....	0 05 1/2 0 06 1/2	0 07 1/2 0 08
70-80s.....	0 06 0 06 1/2	0 08 1/2 0 08 1/2
60-70s.....		0 06 1/2 0 07
50-60s.....		0 07 0 07 1/2
40-50s.....		0 07 1/2 0 08
30-40s.....		0 08 1/2 0 08 1/2

CANDIED PEELS.

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

FIGS

	Per lb.	Per lb.
Tapnets.....	0 03 1/2	0 09 0 20
Naturals.....	0 06 1/2 0 09 1/2	
Elemes.....		0 09 0 20

APRICOTS.

	Per lb.
Californian evaporated.....	0 12 1/2 0 15

PEACHES

	Per lb.
Californian evaporated.....	0 8 1/2 0 12

CURRENTS.

	Per lb.	Per lb.
Fine Filiatras.....	0 04 1/2 up	0 07 0 08
Patras.....	0 06 0 06 1/2	
Vostizzas.....		0 07 0 08

RAISINS.

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

DATES.

	Per lb.	Per lb.
Hallowees.....	0 03 1/2 0 04	0 08 1/2 0 09
Sais.....	0 03 1/2 0 03 1/2	
Fards.....		0 08 1/2 0 09

FOREIGN NUTS.

The market in foreign nuts continues quiet and steady, with no new features to record. Our quotations are as follows:

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

Country Produce.

EGGS.

Receipts of eggs continue quite heavy with prices a trifle easier. Fifteen cents is still quoted, but the outlook is better for a lower level. The "shrink" is heavier, which means that more bad eggs are being received. The price is far too high for extensive buying, and dealers are holding themselves aloof from too extensive purchases. It is hoped that a week or two will see a drop of at least two cents.

APPLES.

A fair trade in evaporated apples is reported, especially in the northern country, where there is always a brisk demand at this season. We quote the following prices:

Evaporated apples, per lb.....	0 06 1/2
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BEANS.

The bean market is quiet and last week's prices continue unchanged. Our quotations are as follows:

Beans, mixed, per bush.....	1 40
" prime.....	1 50
" handpicked, per bush.....	1 65 1 75
" water-stained.....	1 00
" Lima, per lb.....	0 05 1/2 0 06 1/2

HONEY

The honey market is practically at a standstill as far as actual sales are concerned. We quote the following prices:

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

Fish.

Trade in fish is steadily improving, sales for the week under review having been brisk. Lake trout are 1/2c firmer, and will in all probability go to 9c; the advance is owing to the scarcity of supplies on the market. The demand is now principally for white fish and trout. We quote the following prices:

Halibut.....	0 12
Sea salmon.....	0 18
Whitefish, fresh caught, per lb.....	0 09
Haddock " per lb.....	0 06
Cod, steak " ".....	0 08
Perch " ".....	0 06
Mackerel, fresh, per fish.....	0 15
Trout, lake, per lb.....	0 08
Herring, lake, per lb.....	0 05
Pike, per lb.....	0 05

Green Fruits.

Trade in green fruits during the past week has been satisfactory in the extreme. Fruit dealers report a lively trade in oranges, but say the market is beginning to show a tendency in the direction of dulness owing to the fresh fruit market opening so briskly. The general move of the fruit and commission men from their down-town offices to the fruit market took place on Wednesday. Henceforth, until the Summer fruit season is over, the bulk of the local trade will be directed from the market, only country shipments and trade in staple lines being conducted from the regular fruit warehouses. Owing to the lateness of the season the move is considerably later than usual. California navels are nearly out of the market, also valencias, and the market is being supplied at present with mediterranean sweets and California late valencias. Lemons are in good supply and the market is easier if anything. Trade in pines is good, with Havanas nearly out of the market, and supplies of Floridas taking their place.

Home-grown cherries are on the market for the first time this week, and are quoted at \$1.25 a basket. A seasonable trade on a small scale has also been done in California cherries. Florida tomatoes are out of the market, and in their place Mississippi and Texas stock supply the trade. The season for imported strawberries is over, and home-grown berries are beginning to arrive on the market freely. Latest quotations are down to 10 and 11c, with fruit of excellent quality coming from the Niagara Peninsula and surrounding country. Up to this week arrivals of Canadian berries have been rather slow, but on Tuesday the receipts were fully 600 crates, and Wednesday they were 1,000 crates. It is expected that next Tuesday, June 28, will be a big strawberry day. Cantaloupes from California have appeared on the market. The season is a little early for them, although California peaches are on the market and are selling at \$2.50 per crate. Water-

SITUATION WANTED.

GROCERY CLERK—Nine years' experience; desires position in West either in store or on road. Best references. Box 142, CANADIAN GROCER, Toronto. (26)

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

Better now than later.

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

Cables from Japan report market higher, and considering the values I offer, buying now is a safe and profitable investment.

Don't you miss these lines

- 120 Half-Chests Japan Tea, good, strong, bright liquor, at - - 14c.
- 198 Half-Chests Japan Tea, nicely made, clean leaf, extra good liquor, at 15c.

JUST IN

- 100 Half-Chests Ceylon Green Tea, **Hyson No. 1**, fancy finished leaf, choicest liquor, at - - - - - 17½c.
- 50 Half-Chests Ceylon Green Tea, **Young Hyson**, fancy finished leaf, choicest liquor, at - - - - - 19c.
- 50 Half-Chests (60 lbs.) Ceylon Black Orange Pekoe, a beauty in leaf and liquor, rich and flavory, at - - - - - 22½c.
- 60 Chests Indian Green Tea, **Hyson No. 1**, handsomest leaf, sweetest and best liquor, nothing like it ever offered, at - - - - - 17½c.

Remember that I have a big stock of all teas, the best and largest assortment of every description. My prices are the most advantageous, quality considered.

Give me a call when open to buy Teas, Coffees, Spices and Vinegars.

My Brands are Standards of High Quality.
Ask for Samples, it pays.

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

E. D. MARCEAU

281-285 ST. PAUL STREET
MONTREAL

"QME"
Baking Powder, Vinegar,
Spices, Coffee

are wide awake, and are anticipating a short crop in Turkey. The market certainly has an upward tendency, and seed will most likely be dear. Teas of all kinds are steady, with good demand for the freely arriving Japans. The quality of Ceylons has shown some signs of falling off. Indian tea has shown a steadiness that was surprising all last week, and in fact, for the present month Chicago has been looking to this market for Formosa Oolongs and Sow Mee Hysons several inquiries having been received by the trade. Common grades were most in demand, but the notable feature was the remarkable value shown by grades just above common, which to-day are as cheap relatively as the common grades are dear. Coffee is still interesting and as June draws to a close, the season's coffee comes to an end too. Canned goods of all descriptions are very strong, especially corn, which cannot be had under \$1.20. A solid position is being held by all lines, and tomatoes have never wavered from their strength of a month ago. The dried apple or evaporated apple corner is still having its effect at 7 1-2c. Green fruits of all kinds are quiet.

SUGAR.

Sugar is not so much in every commercial thought as it was two weeks ago, and the tone is tame and featureless. The demand is still good, and the market strong. No change has taken place up to date. We quote:

Granulated, bbls.	\$4 35
" " 1-bbls.	4 50
" " bags	4 25
Paris lump, boxes and bbls.	4 85
" " 1-boxes and 1 1/2-bbls.	4 85
Extra ground, bbls.	4 70
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 00
Powdered, bbls.	4 50
" " 50-lb. boxes	4 70
Phoenix	4 10
Bright coffee	4 05
" yellow	4 05
No. 3 yellow	3 85
No. 2	3 75
No. 1 " bbls.	3 65
No. 1 " bags	3 65
Raw Trinidad	3 15
Trinidad crystals	3 25

SYRUPS AND MOLASSES.

There is every probability of a much stronger market for molasses. The reason given is, that although the price has sagged very materially, wholesalers are not by any means well supplied, and those who have been fortunate enough to make contracts for delivery of Barbadoes at a good rate will no doubt hold it for a higher price when they can do so without any fear of losing. The spot price is 25c, but cables from the island state there has been an advance of a cent, and further, that all the crop is about in, and the price is 13c. The season is nearly over at the islands, and there is not much molasses for sale. A better position is anticipated for molasses of all kinds. We quote:

Barbadoes, in puncheons	0 25
" " in barrels	0 27 1/2
" " in half-barrels	0 28 1/2
New Orleans	0 22 1/2
Antigua	0 45
Porto Rico	0 45
Corn syrups, bbls.	0 02 1/2
" " 1-bbls.	0 03
" " 1/2-bbls.	0 03
" " 3/4-lb. pails	1 30
" " 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
1-bbls.	2 75
Kegs	3 00

Cases, 2-lb. tins, 2 doz. per case	1 90
" " 5-lb. " 1 doz. "	2 35
" " 10-lb. " 1 doz. "	2 25
" " 20-lb. " 1 doz. "	2 10

COFFEE.

Things are looking better for the coffee men. According to the latest reports the visible supply for the world has decreased only 6,000 tons, which is considered by the trade very satisfactory, inasmuch as all the deliveries have been reported small for May and the early part of June. The importations of certain blends of coffee are ceasing, and the receipts from Rio and Santos seem to be falling off in comparison with other years. A slight advance has been reported from abroad, although no quotable change has been noted here. Colombian has sold more freely and rates have stiffened. An improved business has been done in Mochas, and firmness is reported owing to the alleged shortness in the present crop. We quote:

Good Calcuttas	0 10	0 10 1/2
Choice "	0 11 1/2	0 12 1/2
Jamaica coffee	0 10 1/2	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

TEA.

New high priced teas of various descriptions are coming in nicely and very freely. Japans have held their own from the start, and the news from abroad is most encouraging, both for buyers and consumers. The demand for low priced blacks still continues, and higher prices may be looked for. The demand for finer grades of Indian tea is less active; prices have not changed much, as the quantity offering is in very limited compass. In fact, it is generally believed that it is likely to remain so until liberal imports are made of the new crop. The poor liquoring sorts of medium teas have been disposed of to suit buyers, owing to the fact that the quantity offering has been almost equal to the inquiry. Ceylon tea maintains a slight irregularity in price, owing to some of the quality being of an indifferent character. Chicago seems to be in the market for Formosa Oolongs and Sow Mee and Kee Muns, as inquiries have been received by the trade here during the past few days. We quote:

Good to medium Japans	0 18	0 24
Fine to choice Japans	0 25	0 35
Ceylon greens	0 16	0 20 1/2
Indian greens	0 18	0 30
Japan style China congoes	0 10	0 10
Pealeaf and Pinhead Gunpowders	0 23	0 40
Coarse to good Gunpowders	0 13	0 22
Ceylon blacks	0 14	0 30
Indian "	0 12	0 20

CANNED GOODS

A steady trade has been carried on all the week, and prices are firm, with an inclination to higher prices for some articles. For instance, corn is away up, not a can being available, except at \$1.20. Some packers have already issued their prices for California fruit, and an advance is noticeable. The inquiry, therefore, has been strong for spot goods. A glance ahead would suggest to grocers that they should keep generous supplies, for the next three months are fine for the consumption of these goods. Thus with new season's pack at a premium, no mistake will be

made in having a substantial stock of the old. Cohoe salmon is getting very scarce, and is available only at a high price, as high as \$4 per case obtaining here. Cod liver oil is much easier, ranging from \$2 to \$2.25 a gallon, Newfoundland non-freezing process. In sardines it is reported that fishing has commenced off the west coast of France, but it is far too early to give an estimate of the pack. We quote:

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

Foreign Dried Fruits.

The market for dried fruits is more or less unsettled, and fluctuations have taken place in different varieties of currants. It is generally known that at this time of year there are a few bargains about as big dealers are anxious to clear out old stocks and prepare books and boards for the new shipments. The reports of the growing crop are quite satisfactory, and an abundant yield is expected. Firmness marks the Sultana market, and holders appear to be warranted in asking the high prices. Smyrna and Greek sultanias are reported to be nearly exhausted, and there has been an excellent demand right along. Valencia raisins have eased in price slightly, owing to the desire of merchants to clear their holdings in readiness for new fruit. The demand for evaporated fruits is still good, and there has been a good movement in apricots. New crops are reported short.

Watt, Scott & Goodacre report: Outside of some orders for September shipment of shelled walnuts, and prompt shipment of currants, the import trade is nil at the moment, for either prompt or futures.

Notwithstanding the low price made for California's, it is possible we may see Bosnia and French prunes again in our market. A large European crop is promised, and low freight with "French tariff" duty may bring them in. In California, it is expected that the Pacific will be about the same as in 1903, from which there are carried over about 600 cars. We quote:

VALENCIA RAISINS.

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

FIGS.		
Comadres, per tapnet.....	1 00	1 10
Elemes, per box, new.....		0 90
DATES.		
Dates, Hallowees, per lb.....	0 03	0 03
CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per b.....	0 12	
Peaches.....	0 09	
Pears.....	0 12	
MALAGA RAISINS.		
London Layers.....	1 75	1 90
"Connoisseur Clusters".....		2 00
"Royal Buckingham Clusters," 1/2-boxes.....		1 00
"Excelstor Windsor Clusters".....	4 25	
"s.....		1 25
CALIFORNIAN RAISINS.		
Loose muscatels, per lb.....	0 07	0 08
" " seeded, in 1-lb. packages.....		0 10
" " in 12-oz. packages.....		0 08
PRUNES.		
	Perlb.	Perlb.
30-40s.....		0 09
40-50s.....		0 08
50-60s.....		0 07
60-70s.....		0 06
70-80s.....		0 06
80-90s.....		0 05
90-100s.....		0 05
Oregon Prunes (Italian style) 40-50s.....		0 08
" " 50-60s.....		0 07
Oregon prunes (French style), 60-70s.....		0 06
" " 90-100s.....		0 04
" " 100-120s.....		0 04
CURRANTS.		
Fine Filiatras, per lb. in cases.....	0 04	0 05
" " cleaned.....	0 05	0 05
" " in 1-lb. cartons.....	0 06	0 06
Finest Vostizzas.....	0 06	0 07
Amalias.....	0 06	0 05
SULTANA RAISINS.		
Sultana raisins, per lb.....	0 06	0 08
" " 1-lb. carton.....		0 09
Shelled Walnuts.....	0 19	0 20

Green Fruits.

Quietness marks the green fruit market all over. New arrivals of Canadian strawberries have set the market moving a little, and prices ruled at from 12 to 14c per box. The first cargo of California fruit is expected about Saturday or Monday, including about 700 crates of apricots, 200 crates of peaches, 150 crates of plums. The orange and banana markets are steady, but inclined to easiness owing to the numerous arrivals. The country demand has not been any too good for green fruits, yet the rates have kept up remarkably well, considering all things. From Spain it is learned that there are still considerable quantities for shipment, and possibly supplies may be had from that quarter up to August. We quote:

Cocónuts, per bag of 100.....	4 00
Canadian apples, in bbls.....	3 00 5 00
Pineapples, 24 to case.....	3 25 3 50
" " 30 to case.....	3 00
Bananas.....	1 25 1 75
Egyptian onions, per bag.....	1 75
Bermuda onions, crates.....	1 25
New Messina lemons 300's.....	2 75
" " 360's.....	2 50
Florida tomatoes, per crate.....	2 75 3 00
Cucumbers, per doz.....	0 50
Spinach, bbl.....	3 25
Asparagus, per basket.....	1 00
Radishes, per doz.....	0 45
Strawberries, qts.....	0 13 0 14
Peanuts, Bon Tons.....	0 12
" " Sun brand.....	0 11
" " Diamond G brand.....	0 09
" " Coon brand.....	0 07
New Brazils.....	0 13
New potatoes, per bbl.....	7 50
Cabbage, per crate.....	2 75 3 75

Fish.

The change in the fast day this week from Friday, a great Catholic French holiday, to Wednesday will greatly lessen the consumption of fish in Montreal and district. Special dispensation has been given for holiday seekers to fast

on Wednesday and to enjoy Friday as the feast of St. Jean Baptiste. The popular fish, such as trout, whitefish, dore and mackerel, have dropped a cent and a-half in some grades. The demand for Gaspe salmon keeps good, and brook trout maintains a strong position at 18c. Black bass is selling freely at 8 and 9c a lb., and lobsters at 10c. We quote:

Haddies.....	0 07
Smoked herring, per box.....	0 18
Fresh haddock, per lb.....	0 03
Pike, " round and dressed.....	0 06 0 07
Halibut, fresh, per lb.....	0 10
Gaspe salmon, fresh per lb.....	0 12 0 13
Fresh B. C. salmon.....	0 10 0 12
Fresh steak cod.....	0 04 0 05
Lake trout, per lb.....	0 07 0 07
Whitefish.....	0 07 0 07
Dore.....	0 07 0 07
Fresh mackerel.....	0 07 0 08
Lobsters.....	0 12
No. 1 Labrador herring in 20-lb. pails.....	0 75 0 85
No. 1 Herring, Labrador, per bbl.....	4 75
" " half bbl.....	3 00
No. 1 Holland herring, per half bbl.....	2 75 3 00
No. 1 Scotch herring, ".....	6 50
" " per keg.....	0 95
Holland herring, per keg.....	0 65 0 75
No. 2 green cod bbls. 200.....	5 00
Salt mackerel, pail of 20 lbs.....	1 60
Boneless cod, 1 and 2-lb. blocks, per lb.....	0 06
" " fish.....	0 05
" " loose, in 25 lb. boxes.....	0 04
Boneless fish, in crates 12 5-lb. boxes.....	0 05
Pure Georges cod, 40 lbs.....	0 07
Skinless cod, cases 100 lb.....	0 05
B. C. salmon, choice rea, per bbl.....	15 00
B. C. salmon, 1-bbl.....	8 00
Marshall's kippered herring, per doz.....	1 40
Canadian kippered, per doz.....	1 00
Canadian 1/2 sardines, per 100.....	3 75 4 00
Canned cove oysters, No. 1 size, per doz.....	1 30
Canned cove oysters, No. 2 size, per doz.....	2 25
Standard bulk oysters, per gal.....	1 50
Selects.....	1 75

Country Produce.

EGGS.

The receipts of eggs were large on Monday, being 971 cases, as against 432 on Saturday. Generally the receipts are the very opposite of this, but the warm weather occasioned the difference and the tone has been pointing to a weak market, with a possible decline. Business was very tame for the first two days of the week, and the standard price ruled at 14 1-4c and 14 1-2c.

Beans, honey and maple products are quiet and unchanged in price.

POTATOES.

Potatoes were slow, and the demand did not improve all the week. Sound stock in ear lots at 65 to 70c per bag, ex-track.

Flour and Feed.

FLOUR.

No signs of improvement were noted in the flour market, and the prices of last week still hold. The demand has been fair. We quote:

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

FEED.

Little has been moving in the feed line this week. No quotable change has taken place. We quote:

Ontario bran, in bulk.....	19 00
" " shorts.....	21 00
Manitoba bran, in bags.....	19 00 20 00
" " shorts.....	21 00
Mouillie.....	26 00 28 00

OATMEAL.

With a fairly steady demand oatmeal has kept up a firm market. We quote:

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

MANITOBA MARKETS.

Winnipeg, June 18, 1904.

THE turn over for the past week, taking in all kinds of business, has been satisfactory. All markets remain steady, and the jobbers report trade in general bright, with the prospects encouraging.

Sugar—The market remains firm. Montreal granulated is quoted at \$5.05 in barrels and \$4.95 in sacks. Yellows at \$4.15. Wallaceburg holds the price good at \$4.95 in barrels, and \$4.85 in sacks.

Canned Vegetables—The market is now firm and corn is still quoted at the advance price of \$1.75 per case.

Canned Fruits—The market continues firm. Pineapples, 2 lb. whole, are quoted at \$3.75 per case of 2 doz.; 1 1/2 lb. sliced \$3.75 per case of 2 doz.; 1 1/2 lb. sliced \$7.20 per case of 4 doz.; and 1 1/2 lb. grated \$7.60 per case of 4 doz.

Evaporated and Dried Fruits — The market remains firm, but all lines of evaporated fruits are very scarce, especially California apricots. 1902 stock is about off the market, and 1903 choice is offering at 13 1/2c to 13 3/4c. Oregon prunes continue to bring good prices, 70 to 80 at 5 1/2c, 60 to 70 at 6c, 50 to 60 at 6 1/2c, and 40 to 50 at 6 3/4c.

Rolled Oats—Prices are firm. The market quotes 80 lb. sacks at \$2.25, 40 lb. at \$2.30, 20 lb. at \$2.35, 8 lb. at \$2.65, 6 lb. at \$2.85.

Cornmeal—The market is steady with prices firm, and cornmeal is quoted at \$1.75 per sack and 90c per 1/2 sack.

Flour—The market is firm, and quotes No. 1 patent at \$2.45, No. 2 at \$2.30, and No. 3 at \$1.80.

Tapioca—The market still quotes tapioca at 1/2c advance, and prices hold good at 3 3/4c per lb.

Green Fruits—The market is somewhat firmer. Late valencia oranges are quoted at \$4.50 per case, and sweets at \$3.50 to \$4 per case. Pineapples, \$5 per case. Bananas, \$3 to \$3.50 per bunch. Strawberries, \$3.25 per case of 2 1/2 quart boxes. Hood River strawberries, \$3.25 per case. Tomatoes, \$3 per case. Rhubarb, 2c per lb. Onions, 30c per doz. Radishes, 45c per doz. Cucumbers, \$1 per doz. New cabbage, 4c per lb. Lettuce, 40c per doz. Asparagus is off the market; apples are very scarce and there are practically none to be had.

Eggs—The market quotes a little higher and they are jobbing to the trade at 20c.

NEW BRUNSWICK MARKETS.

Office of Canadian Grocer, St. John, N. B., June, 1904.

BUSINESS in all lines has been retarded by the backward season.

It is now the middle of June, and we have not had what could be called a real warm day. In markets there have been but few changes of importance. Perhaps that of chief interest is the firmer feeling in cheese. This of late years is a very important industry in these lower provinces. We have each year pointed out the disadvantage our factories are put to through lack of system in selling their output, but there is as yet no sign of improvement.

Brokers visiting the wholesale grocers are now busy pushing Fall lines, particularly fruits and canned goods. Owing to present conditions there is little competition in canned goods, and orders are given at open prices, particularly in Canadian vegetables and fruits. Owing to the rather dull market dealers are not inclined to place dried fruit orders very early this year, and there will be very little business indeed placed at open figures, our buyers preferring to wait until markets settle.

Salt.

In Liverpool coarse salt there continues to be rather light demand. Our dealers are holding ample stocks. Prices remain unchanged. The principal demand at present is for cheese and butter salt, and there is little used outside of the Canadian. In box salt, both English salt boxed here and Canadian salt is being sold. The latter has very much the larger sale. Those, however, who are packing English salt report a much larger demand this year than previously. Dealers carry a light stock of rock salt. In the days of wooden ships this was a large business.

Canned Goods.

There is a steady sale for vegetables and fruits at even prices. In new, some outside canners have quoted prices; the very large quantity of goods sold, however, will be from the Consolidated Canners' Association. The pack of strawberries, it is said, will be light, and prices rule quite high. The prices of salmon for later shipment daily expected, it is thought will rule well above last year's figures. Canned meats hold firm at Fall prices, and are having quite a large sale. Our wholesalers handle little outside of Canadian goods. In oysters, firm prices rule, and higher prices are expected. In domestic fish the market is quite bare, although new haddies are now being received. In sardines arrangements are being made for a large pack. It is impossible, of course, to foresee what run of fish there will be, for the immense number of people coming into western Canada, a very increased demand is expected for these goods. Western buyers should take more interest in our domestic packed clams, which are special value. Lobsters are high and scarce. Dealers are inclined to shade prices on gallon apples, owing to rather light sales, and the prospect of full pack this season.

Green Fruits.

In bananas high prices are the order of the day, and, while large quantities are handled, dealers are finding it difficult to supply demand. In oranges some nice valencias are still offered; prices are higher. In California's stock being received shows considerable waste, but quality is good, and there is a steady sale. The Sorrentos received are but fair quality. Strawberries are more plentiful this week, and prices are lower. Tomatoes keep quite scarce and high. Rhubarb is low, and sells well. Lemons are low; there is a good sale at this season and quite large stocks are held. In fact our dealers rather overstocked early in the season. Pines are freely sold at rather lower prices.

Fish.

Season for gaspereau and shad is about done. While the former were

quite a large catch, in the latter the catch was practically a failure. Pickled shad of late years have become a luxury. As yet catch of salmon has been small, owing, however, to receipts from other points prices are a little lower. In dried fish rather lower prices rule. There is but fair business reported. Pickled and smoked herring are very scarce.

Flour, Feed and Meal.

While we have no changes to report in price, flour, particularly Ontario, is quite firm. While oats are comparatively low, oatmeal is high; it has but a limited sale, and it is thought the price is out of proportion. Owing to the number of breakfast foods offered, some factories find it necessary to keep travelers through the province that their special food will not be overlooked; this creates an increased sale, and, of course, affects the sale of oatmeal. Cornmeal is firm. Beans are dull, even at the present low price. In barley there is a light sale. Split peas hold at full figures and move slowly.

NATURAL FOOD CO'S NEW PRICE LIST.

On and after July 1, 1904, the following prices will rule in the products of the Natural Food Co.: Shredded whole wheat biscuit, per case containing 50 cartons, \$5.25; one-half case, containing 25 cartons, \$2.75; one dozen, \$1.32. Triscuit, per case, containing 30 cartons, \$3. One per cent. ten days, net cash thirty days.

PERSONAL MENTION.

Mr. W. Kerns, of the Burlington Canning Co., Burlington, Ont., reports that domestic strawberries are ripening very fast, and that his company will begin to operate on Monday next, June 27, at the latest.

Ald. N. Lapointe, the prominent west end grocer, Montreal, is making a trip through the Niagara fruit district this week. Mr. Lapointe is a heavy buyer of fruit, and annually visits the different sections to thoroughly post himself on the fruit situation and make shipping connections with the best growers and packers.

Mr. J. H. Maiden, Montreal, has been appointed agent for the Province of Quebec for the Diamond Crystal Salt Co., St. Clair, Mich. Mr. Maiden has also been appointed agent for Simson Bros. Co., Ltd., Halifax, Sovereign lime juice, and for the convenience of the trade will carry stock for prompt delivery orders.

A WELL-EARNED HOLIDAY.

MR. Wm. Dobie, general manager and treasurer of E. W. Gillett Co., Toronto, was a caller at the Montreal office of The Canadian Grocer this week. Mr. Dobie, who was accompanied by Mrs. Dobie, is taking a well-earned vacation, his trip comprising a tour through Lakes Champlain and George, Boston, New York, Philadelphia, Atlantic City, and home via New York and Hudson River.

A PROMINENT CUBAN VISITOR.

A KEEN, wide-awake and wealthy business man was at the Windsor Hotel, Montreal, last week, in the person of Senor Arturo de Gomez, from Santa Cara, Cuba. He is a sugar and tobacco planter of considerable importance, and is concerned in the flotation of new companies, the object of which would be to further induce capital to invest money in Cuban sugar and tobacco. Senor de Gomez will visit Montreal on his return from Europe. He has succeeded in interesting Montrealers in Cuban sugar and tobacco.

PROFIT IN STARCH

The first profit in anything is not the only profit to be considered. The question to ask is—will the article continue to sell?

IVORINE Cold Water Starch

is a profitable starch from first to last. Pays 60 per cent.

Order it from your Jobber.

ST. LAWRENCE STARCH CO., Limited
Port Credit, Ont.



"Clover Leaf" Salmon

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

For sale by all the leading Wholesale Grocers in Canada.
We do not sell to retailers.

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

Do the following Snaps interest you? No new Canned Vegetables or Pickles will be on the market before four or five months.

- 28 doz. Tomatoes
- 12 " Corn
- 10 " Peas
- 50 doz. Standard Brands for

\$50.00

210 5-gallon Pails Taylor & Pringle Sour Mixed Pickles at **\$2.75**

Agents for Salada Tea.

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.



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

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.



Hires' ROOT BEER

All good things are imitated.

Be sure and buy **Hires'** from your jobber. It is profitable to you and just what your customers want this hot weather. Please them and pay yourself.

If your jobber does not handle these goods write direct to me and I will see that you are supplied.

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



Above all others—

"White Dove"

COCOANUT

—in pkgs. and pails, the best made and most handsomely packed goods in the market. A ready and steady seller.

THE OLD HOMESTEAD CANNING CO.

Has a few remarks to make and will continue making them on **this page** for the next several months to come.

STRAWBERRIES **STRAWBERRIES** STRAWBERRIES

Notwithstanding all reports to the effect that we would not be ready to pack strawberries, it is a fact we were the first factory to pack them this season in the noted Bay of Quinte district.

The **crop** is not large and we would advise the trade to place their orders at once and ask for "**Old Homestead**" Brand. Insist on it and if your wholesale dealer will not provide you, write direct to us.

The "Old Homestead" Brand will take the front rank and has come to stay, not to be laggard, but to **lead**. A happy bye-word in every household, which causes the smile that wont come off.

Quality guaranteed not to be excelled by any Canadian Brand.

The Old Homestead Canning Co.
PICTON, ONT.

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BUSINESS CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, B. C., June 17, 1901.

THE steamer Princess May reached this port yesterday afternoon from Skagway. She brought with her a number of passengers who had come up the Yukon River from Dawson by steamer, the navigation of the northern waters being entirely open to Dawson now. Advices received indicate that there is a feeling of confidence in the north. Activity in cleaning up the work of the Winter is the chief subject of interest in the northern country at the present time. Some business men from Dawson arrived to purchase supplies for their next Winter's trade. They will interview the wholesale merchants of Vancouver and Victoria.

Outgoing shipments north have dropped in the last week. Immediate wants have been supplied in nearly all lines, and shipments will not begin to be heavy until the through commodity rates are in force in July and August. Then it is anticipated there will be a rush of goods north by every available means of transportation.

• • •

Discussing the new tariff of freight rates in force in the Kootenays, Mr. H. E. Macdonell, general freight agent of the C. P. R. for the Kootenays, is reported as saying:

"The new tariffs give practically the same rates to Nelson and Rossland as the previous tariffs. To points beyond Nelson, in the Slocan, Boundary, and elsewhere, there is an arbitrary payable above Nelson rates. The wholesale distributing rates are higher than these arbitraries and apply only to shipments made by wholesalers to traders at the various stations in the district. The local rates out of Nelson on ordinary business are about the same as hitherto, as only a very few have been changed to meet the altered conditions.

"In the Crow's Nest Territory there is a 25 per cent. reduction in favor of Nelson wholesalers. This reduction prevails as far east as the summit of the Rocky Mountains, which is the provincial boundary line. I am certain," said Mr. Macdonell, "that the rates will be satisfactory to all concerned. That they will redound to the benefit of Nelson and give the wholesale business of the city a secure and stable footing, goes without saying. No one is more pleased than I am at the outcome of a well-sustained agitation that has resulted so favorably to Nelson."

• • •

The rapid growth of the customs of this province is an evidence of the increase in volume of trade here. For the eleven months of the current fiscal year the total of customs' duties collected was \$1,405,200. For the whole of last fiscal year the revenue was \$1,389,927. The revenue for the eleven months of the current year, therefore, exceeded the revenue for the whole of the previous fiscal year. As there was still a month to run, the estimate for which was \$62,000, making the total year's returns estimated at \$1,467,200, which gives an

THE GREATEST BARGAINS

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

The extraordinary sale of

Clark's Pork and Beans in Chili Sauce

proves this line one of the

GREATEST BARGAINS ON RECORD.



CAPSTAN BRAND

High-grade Tomato Catsup

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

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

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

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

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS.

COCOA



This design a guarantee of quality.

Heavy Red-Brown Wrapping
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF

Samples and Prices gladly sent.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

BLACK JACK

TRY A 3 DOZ. CASE



ASK YOUR JOBBER FOR IT

A BIG WINNER

SELLS ON SIGHT

"OK" FINE SALT

In Bags. All Sizes.

BEST SALT. BEST VALUE.

WARREN BROS. & CO.

 TORONTO.

increase (estimated) for the year at this port alone, of \$77,273 over last year.

A shipment of 33 tons of Indian corn imported from Australia was seized under instructions of the Department of Agriculture, Provincial Fruit Inspector Cunningham making the seizure. The corn was found to be badly infested with weevil, and as there is no evidence of such a pest existing in the Dominion it was decided to prevent the possibility of its introduction. There is but one sure way to kill it, and that is to treat it with bisulphide of carbon, which would destroy the usefulness of the grain as a food. It is rather unfortunate, as the Australians are really most enterprising in sending forward samples and trial shipments of goods. A gentleman who recently wrote a firm in Sydney to send him quotations on lines which he thought he could handle here with advantage, was horrified to see come by express several large packages, one or two of them being more than one man could budge, let alone carry. It turned out that the biggest box contained samples of hardwood, other boxes were full of cases of honey, butter, pickles, and so on all the way through. When he came to pay freight and clear the goods through customs it cost him over \$100.

The Pugsley-Dingman Co., of Toronto, have decided to establish a branch of their soap works in British Columbia, and have chosen Vancouver as the base

of their operations. Mr. Wm. Foreman, a former Vancouverite, is expected here any day to take the first steps toward opening the new place.

Mr. G. L. Campbell, well known to the wholesale and retail trade in Vancouver and other coast cities, has opened up in the wholesale produce line in the city, having taken a very convenient warehouse on Abbott street. Mr. Campbell will make a specialty of handling local fruit and dairy produce. He is well connected in the trade, having for some years been city salesman for the J. Y. Griffin Co., Limited, and previous to that with the Parsons Produce Co. Mr. Campbell is also looking to establishing a connection among the merchants and butter makers of the Northwest, to receive their consignments of goods to be sold under their personal instructions.

This week the activity in local fruit is altogether unprecedented. There were received in one day no less than 700 boxes of strawberries on one train. These berries were received from the growers in the districts between Vancouver and Mission, and from places south of Mission and the Fraser River. The arrival of such an immense quantity on this market right after last Saturday, when the market had been bare, caused some trouble. The retail dealers imagined that it was dangerous

to handle them at quoted prices, and stood out, fearing to get caught in a big slump.

The jobbers offered the berries away down to \$1.25 and even less per case, and still they did not move very readily. Yesterday the price stiffened up to \$1.50 on the average, the rise being caused by threatening weather. There is also the feeling that there will not be such large quantities marketed all at once again. As one dealer said, "There is always bound to be one big glut of berries in the season. This time it came as the local berries made their appearance. It is over now, and there is no fear that the price will be as low again."

There are some, however, who think that there are still likely to be very large quantities of berries to market. The fruit came in all of a sudden, but the season for the local crop is early yet. There is plenty of time for a large crop yet to be marketed. Victoria berries have been shipped over to this market also, which would indicate that the Vancouver Island growers have a good crop too.

In California fruits there are apricots, the first peaches, the first canteloupes, and cherries still arriving. There are no plums this week yet, and the arrival of new California apples is apparently delayed. The only apples on the market are the Tasmanian and Australian apples imported by the last steamer. This fruit is very choice, and is packed

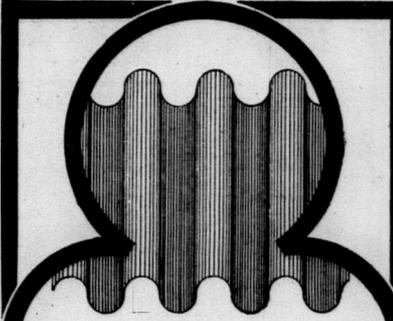
MacLEAY, DUFF & CO., GLASGOW, SCOTLAND

The SCOTCH
of SCOTCHES

"Freedom"
"Special Liqueur Cream"
"Extra Special"

THE BEST FOR THE PRICE

B. O. BELAND, Agent, 1684 Notre Dame Street, MONTREAL



Corrugated Iron
For Sidings, Roofings, Ceilings, Etc.

Absolutely free from defects—made from very finest sheets. Each sheet is accurately squared, and the corrugations pressed one at a time—not rolled—giving an exact fit without waste. Any desired size or gauge—galvanized or painted—straight or curved. Send us your specifications.

The Metallic Roofing Co.
WHOLESALE MANFRS. LIMITED
TORONTO, CANADA.

Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT.

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

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

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

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

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

"I Want Brock's."

Why, O Why

will anybody buy a bird seed with no reputation? We are speaking of grocers. Ours is right.

SAMPLES SENT

NICHOLSON & BROCK, - TORONTO

especially in cartons similar to egg boxes.

Prices of oranges have gone up, as the navels are about out, and the St. Michaels, which have come in very rapidly, are likely to be out soon too. The prices of lemons are also very firm. Bananas are somewhat lower. Prices are as follows: Alexander, clingstone peaches, \$2.25; apricots, \$2; canteloupes, \$2 per doz., \$6 per crate; tomatoes, \$3.25 per 20 lb. crate; cherries, \$1.50 to \$1.85; oranges, navels, \$3.75, St. Michaels, \$3.75, Mediterranean sweets, \$3 to \$3.25; bananas, \$2.75 to \$3.25; apples, Australian, \$3.50 per box.

In vegetables the market is so dominated by local fresh stock that importations of California green vegetables have dropped down. Asparagus is being brought in from Washington at \$2 to \$2.25 per crate of ten lbs. California cabbage is quoted at 3½¢ per lb.; onions, 2¢ per lb.; new California potatoes, 3¢ per lb; cauliflower is very scarce.

The very large quantities of local fresh butter, now being marketed in this city from the Fraser Valley are having the effect of making slow work of sales of imported butter. The stocks of eastern Ontario butter are about cleaned up. Only three or four cars came forward this Spring altogether, and they sold well. About one car more would have gone all right, but dealers were nervous of ordering more, and now it is too late. There will be stocks ready from Manitoba and the Northwest as soon as wanted. It is very likely, however, that the amount brought forward will be very light until the shipments for Fall stocks to the Yukon begin. Prices quoted now are 25¢ for local creamery, 20¢ to 21¢ for eastern Canadian. Eggs are quoted 27¢ for local fresh, in a jobbing way, and 25¢ for eastern eggs. Manitoba is paying as high as 18¢ for eggs in a jobbing way, and consuming all that are produced, so that there is not likely to be much stock brought from there this season. There are some stocks on the way from the east now. Cheese is lightly stocked; prices are low, and little moving. There is no stock of cheese from Manitoba yet. Another car of eastern is expected for distribution among the trade here.

DEATH OF A BUSINESS MAN.

Death came suddenly Saturday last to Mr. F. Radeliffe Howard at his family residence, 102 Stacey street, Montreal. Mr. Howard was a partner in the firm of A. H. Brittain & Co. of the Beard of Trade Building, and had many friends in social and business circles. The firm represented Black Bros. & Co., of Halifax, and had worked up a first-rate business by dint of energy and ability. It was three years ago that Mr. Howard contracted typhoid fever, and since then he has been far from well. A severe attack of pneumonia last week was too much for his failing health, and he succumbed. The funeral took place Monday afternoon, and was largely attended.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

YEARLY CONTRACT RATES.

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

AGENCY WANTED.

TO packers of canned goods—One of the oldest established firms in the city of London, with warehouse and offices in centre of city, and doing an extensive business with best wholesale buyers and largest co-operative stores in London and country, desires to negotiate with packers of canned goods, etc., with a view to sole agency in England; first-class houses only invited, and must be first hand; full particulars will be furnished; reply in first instance to "Established," care CANADIAN GROCER, 88 Fleet street, London, E.C. (28)

SITUATIONS WANTED.

EXPERIENCED traveler with connection in Manitoba, N. W. T. and British Columbia wants position; good reference. L.L.D. Box 148, CANADIAN GROCER, Toronto. (26)

FOR SALE.

FOR SALE—Good grocery business, including dwelling; a bargain. Address Box 147, CANADIAN GROCER, Toronto. (27)

FOR SALE—The Elfrida roller, flour and saw mills. Apply to R. Quance, Corwhin P.O., Ont. f

FOR SALE—The Mooretown Salt Co. works at Mooretown, Ont.; one of the best salt plants in Canada; it is not in the combine; a good profitable business can be done; good shipping facilities, both rail and water; price reasonable; terms easy; satisfactory reasons for selling. Apply to Steinhoff & Gordon, Wallaceburg, Ont. f

SITUATION VACANT.

BAKER—At once; Good on bread and cakes; also improver with one or two years' experience. Apply to A. W. Watson, Durham. f

BAKER—At once; Must be good on bread and cakes; wages \$9 per week and board. Gil-mour Bros., Box 366, Huntsville. f

BOY—With about six months experience in baking; state age and experience; all doughs machine made; wages \$5 per week. Apply to D. Rovot, Gananoque, Ont. f

FOR SALE.

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

EVERY GROCER DOES NOT SELL

VAN HOUTEN'S COCOA

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

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



Ever pleasing
to your customers

MOTT'S CHOCOLATES

have held their own against the finest imported makes,— because their quality is the highest and *purest*.

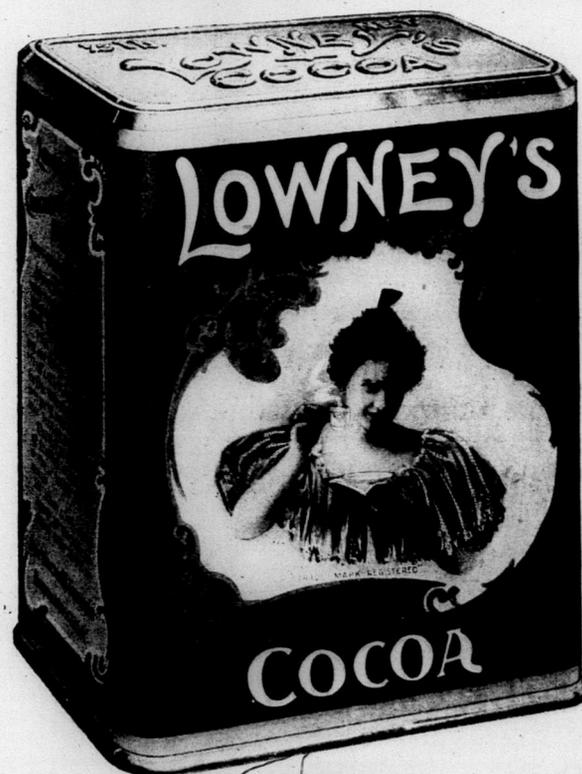
Ask your jobber for MOTT'S.

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

J. A. TAYLOR,
MONTREAL.

SELLING AGENTS:
R. S. MCINDOE,
TORONTO

JOS. E. HUXLEY
WINNIPEG.



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

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

THE WALTER M. LOWNEY COMPANY, No. 47 COMMERCIAL STREET, BOSTON, MASS

New Crop Maple Syrup and Sugar

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

We feel quite sure the quality will please you.

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

Biscuits And Confectionery

An Expanding Business.

WHEN a manufacturing concern is forced by pressure of business to enlarge its plant, it is a sure sign of its prosperity and success. The Mooney Biscuit and Candy Co., of Stratford, are compelled to add another oven, of the largest capacity obtainable, and similar to those they already have in operation, to overtake the increased business in their biscuit section.

The success of this company is deserved. In the first place, they have left nothing undone necessary to the turning out of a strictly first-class article. Coupled with this, there has been an aggressiveness in going after the trade that could have only one result, namely, larger sales. In particular, the company have been featuring their "Perfection Cream" Sodas, with much good to themselves. Every member of the staff, from the president down to the humblest member, believes that no sodas are equal to "Perfection"—surely a good belief, and if any ought to know, it is they who are engaged in biscuit manufacture.

In other lines of biscuits, plain and fancy, and in chocolates and confectionery, generally, the business of the Mooney Biscuit & Candy Co., has had, to use the language of Mr. W. J. Mooney, the manager, a phenomenal growth—all of which is complimentary to the manufacturer and to the public, which shows its appreciation of goods of quality by increased consumption of the same.

Chocolate Combine.

Two of the largest Swiss milk chocolate houses, known as Peter's and Kohler's, have resolved to join forces. The shareholders of each concern have un-animously agreed to the amalgamation. The new company will be known as the Societe General Suisse de Chocolat, and will have a capital of 2,500,000 francs, divided into 25,000 shares of 100 francs. Each house will continue to trade under its own name as heretofore.

Chocolate Note.

The Canadian Swiss Trading Co., Montreal, agents in Canada for Klaus

Improved Swiss Milk Chocolates, advise that in order to impress their brands on the minds of the consumers, purchasers of Klaus' chocolates will receive with every box a number of very handsome brooches. These brooches are of oxydized metal, and very artistic in design. A certain number of these handsome brooches are packed in each box for distribution to purchasers of Klaus' chocolates. If more than the number of brooches usually packed in a box are desired, same can be obtained at the rate of 15c apiece, which price is very much under cost.

A. Kelly, of Sarnia, Ont., will shortly remove his confectionery and fruit business to the premises formerly occupied by the post-office, which he is having thoroughly remodelled.



TRADING STAMPS.

Editor CANADIAN GROCER :

Sir,—I have noticed in The Grocer many references to the use and abuse of trading stamps. It appears to me that some people make a great ado about nothing. We are being taught by our trade paper education to use various methods of attracting trade. If trading stamps prove an attraction not only to trade, but an inducement to pay cash, and such has been the writer's experience, why should special legislation be invoked to prohibit their use? If there is anything fraudulent about their use, it is a simple matter for any person injured thereby to have recourse to our laws, and punish the offenders. If, on the other hand, as appears most probable, the merchants who do not use them have suffered thereby, surely their proper course is to use the same or similar methods to attract or hold their trade. If trading stamps are issued indiscriminately for cash or credit purchases, then their usefulness is practically done, but as a means of inducing customers to pay cash I have found them invaluable. If my competitor adopts a scheme that draws away my trade, I am going to resort to some similar method, and not run to the Government for special legislation and protection.

TRADER.

"Those Stratford fellows make a first-class soda biscuit I admit, but I think ours is as good."—"AS GOOD," mark you.

**PERFECTION
CREAM
SODAS**

by competitors are reckoned as the standard.

We are not concerned about how good other sodas are. Our business is to make ours THE BEST.

Are YOU our customer? Send for an initial lot if you have never sold them.

3-lb. Cards or Tins.

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

BRANCHES:
WINNIPEG and HAMILTON
Manitoba Ontario

TELEPHONE { MAIN 125
" " 467

**Wm. McCann
Milling Co.**

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

HOW ABOUT PICKLING SPICES? NOW is the time to lay in a stock of selected high grade spices. YOU WANT THE BEST, therefore handle

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

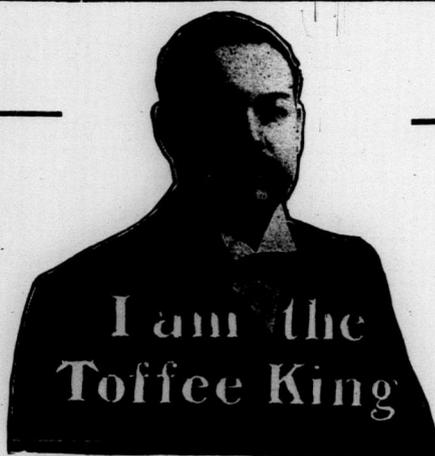
High-Grade SPICES

S. H. & A. S. EWING

ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills

55 Cote St., MONTREAL



I am the
Toffee King

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

MACKINTOSH'S TOFFEE

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

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

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

The secret of success is success, and any grocer who hopes to "win out" nowadays must first be sure of his goods. There are well-known makes in all lines that can be thoroughly relied on including COW-BRAND.



We spend thousands of dollars every year to double the demand, and those who keep it in evidence will fare better than those who don't.

JOHN DWIGHT & CO., Manufacturers
TORONTO.

FIRST NEW JAPAN

NOW IN STORE

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

James Rutherford & Co.

DIRECT IMPORTERS OF TEAS AND COFFEES

27 St. Sacrament St

MONTREAL.

It Jells Quicker

and harder than any other
Jelly Powder: therefore

GEL-O

—the new dessert—is better
than any other. Sell the
best.

Samples on Request

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

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited

TORONTO

An
Irresistibly
Delicious
Confection



MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

Gives
Eating
Chocolate
a New
Meaning

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

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

Made in Locle Travers Valley,
SWITZERLAND

Klaus's

famous
Swiss Milk Chocolates
for eating and drinking

Write for Samples and Prices to
Canadian Swiss Trading Co.
Wholesale Depot for the Dominion of Canada:
17 ST. JOHN ST.,
MONTREAL.

"MADE IN CANADA."

In 60 Seconds

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

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

It is absolutely pure and always uniform.

It retains its bright natural color.

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

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

And as we guarantee every bottle you cannot
lose.

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

Sovereign Lime Juice

is refined and bottled by
SIMSON BROS. CO., LIMITED,
HALIFAX, N. S.

McWILLIAM
Mc. AND E.
EVERIST

Since We Saw (?) You Last

Canadian Strawberries have become a FEATURE—they're arriving daily in large quantities, and stock is exceptionally nice. We'll take care of your orders and ship at the closest possible price.

We might just hint in passing that the season is going to be very short, and if you wait until late to secure your Canning Supply, you'll figure with the long prices. Our advice is: "Secure while stock is good and price moderate."

We have just to hand (the first this season) a car of nice Florida Pines, also a car of Texas Tomatoes. Get some for the HOLIDAY.

The _____

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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

WE BUY

**BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.**

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

Pineapples Tomatoes

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

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

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., **TORONTO**
Phones—Main 54, Main 8428.

GREEN FRUITS

Apple Trade of Great Britain.

THE Glasgow Herald, of June 7, remarks on the apple trade of Great Britain as follows: "Competition between apple shippers in the British market has been unusually keen lately, and it seems possible that in future years British colonial growers will maintain the premier position and control the late apple trade in the United Kingdom. At the present time apples are arriving from the United States, Canada, Tasmania, and Australia. We find, after a careful estimate, that during the past week 50,000 bushels were consigned from these four sources. Never before have such large imports been put upon our markets at the like period. In addition, the stocks on hand cannot be less than 200,000 bushels, so that a quarter of a million bushels of apples are available to carry on the supplies. This year the apple season may continue until the new home grown fruit is ready.

WEEK'S IMPORTS.

"In dissecting the shipments we find results to be as follows:—Of the total 50,000 bushels for the week, 30,000 came from Tasmania, 6,000 from Australia, 12,000 from Canada, and 2,000 from America. Our colonial apple shippers thus take a good lead; that this lead is due to superiority in the quality of their product is evident. The Americans could just as easily have sent us 50,000 bushels as 2,000, for they have the fruit on hand in cold storage. This season the colonial growers have marketed some specially fine specimens of apples. If they will but thin out their crops, aim at the production of mammoth and evenly graded fruits, they can depend upon forcing up values by 15 or even 25 per cent. at a very low estimate. According to our direct advice, if the season is favorable the June imports will be larger still next year.

POPULAR VARIETIES.

"Strange to say, the yellow skinned apples are now making the highest prices; the Wellington, although a culinary variety, realizing as much as 12s. 6d. a bushel wholesale. The New York pippin is always highly appreciated by trade buyers, for it is one of the best ever sold in our markets. It is worth 12s. a bushel. Cox's orange pippin makes a similar price on account of its

flavor. In fact, it is worth 25 per cent. more than the Colonial Ribston pippin. A striking feature of the trade is the sale of the bulk of the sixteen varieties of apples imported from Australasia at better prices than are being made for the famous Californian Newtown pippins. Such sorts as Cleopatra, Cox's orange pippin, Wellington, scarlet pearmain, and Adam's pearmain, are exactly 25 per cent. higher priced than Newtown pippins from the Pajaro Valley. This is the more remarkable as the American apples are packed in better style than are the Australasians. If colonial apple shippers were more careful in the preparation and packing of the fruit they send us, none of the samples which come to hand in good salable condition would be sold under 10s. a case first hand and in quality.

"Before the first fruits came to hand during the late Spring months we predicted that the best samples would command 20s. or more per bushel. They actually sold as high as 22s. 6d. and 25s. That they are now valued at 8s. and 12s. a case is not due exclusively to the advanced season. The quality and grade of the first arrivals have not been maintained. As the result, though the demand is brisk and the fruit still popular, lower prices naturally prevail.

DIRECT APPLE BOATS.

"Towards the close of the season a quantity of Australasian apples came to hand in wet condition, showing that the transportation of this fruit from Australasia has not been brought to that state of perfection noticeable in the transport of apples from America. Although countless boxes of apples are sent into our markets from Canada, New York and California, seldom does one come across a box of bad fruit. The failure of some of the Australasian shipments shows that the introduction of direct or specially built fruit boats is badly needed. Even if engaged exclusively in the traffic, they would always be in demand throughout the year. Our colonial apple fields are assuming such enormous proportions that special fruit shipping firms would find their exploitation attended with ample profit."

W. R. Smith of Winnipeg has opened a fruit store in Portage la Prairie,

Fruit, Flower and Honey Show.

ARRANGEMENTS are being made for the Ontario Fruit, Flower and Honey Show it is proposed to hold in Toronto during the second week in November. It will be the biggest show of the kind ever held in Canada. The various associations interested include the Ontario Fruit Growers' Association, the Ontario Bee Keepers' Association, the Toronto Horticultural Society, the Toronto Gardeners' and Florists' Association, and the Toronto Electoral District Society.

The prize list is already in circulation. The fruit growers will expend over \$1,000 in their part of the show. Money has been reserved to provide for the collection of representative exhibits of fruit from all the counties in the province. The fruit will be kept in cold storage.

A series of big meetings will be held at the time of the show. The Fruit Growers' Association will hold its annual convention, as will also the Bee Keepers' Association. There will also be a meeting of delegates from all the Horticultural Societies in the province, as a result of which it is expected that a Provincial Horticultural Association will be formed.

California Deciduous Fruit Season Opens.

The first car of California fruit to come to Toronto this season arrived and was sold Friday last, June 17. The car was shipped from Vacaville County, and contained over a thousand packages, consisting chiefly of apricots and plums, with a few peaches and cherries. That the car traveled across the continent and arrived on schedule time, and in perfect condition, speaks volumes for the management and care exercised in picking, packing and shipping, as well as for the keeping qualities of the fruit, to say nothing of its prompt handling by the railroads.

California is enjoying a bountiful crop this year,—not too big, but enough to go round,—and it is the aim of fruit growers there to place their fruit in houses where it has heretofore been known only as a great luxury. In several of the cities across the border this fruit is not only being used as a fresh table fruit, but owing to its lusciousness of flavor, fine appearance and keeping qualities, is being canned and preserved for Winter use. It is thought by placing it before the public in sufficient quantities, at reasonable prices, that the same will be accomplished here in Canada. The season may be said to have fairly started, and regular arrivals may be looked for from now on.

OPENING of the SEASON!

CALIFORNIA APRICOTS
" CHERRIES
" PEACHES
" PLUMS

The first car of the season was sold by us at auction on Friday last. Further cars will be sold this week.

Order a supply for DOMINION DAY trade—it is the most profitable line we handle. Tastes best! Looks best! Sells best!

Headquarters for Bananas, Oranges, Lemons, Pineapples, Strawberries, Watermelons, etc.

WHITE & CO., Wholesale Fruit and Produce

64 FRONT ST. EAST, TORONTO.

PHONE Main 4106.

Private Branch Exchange connecting all departments.

Arriving Daily- Almost Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.

Fresh arrival—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

McDOUGAL & LEMON
OWEN SOUND

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

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

WRITE FOR OUR PRICES

FRASER GROWS FRUIT

Write and tell him what you want. All telegrams promptly transmitted by phone.

ADDRESS

J. D. FRASER, Leamington, Ont.

Goods we ship are grown by us, always fresh gathered and carefully packed.

When you want CHOICE CUCUMBERS, GREEN PEPPERS, TOMATOES, MUSK MELONS, SWEET CHERRIES or PEACHES, try us. PEACHBLUFF FARM, HILBORN & McLACHLAN, - Leamington. Phone No. 44.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.

Tel. Main 778.

Ridge Hall Fruit Orchards.

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

CORRESPONDENCE SOLICITED.

E. E. ADAMS, Leamington, Ont.

Australian Export of Fruit.

By D. H. Ross.

THE final returns for the present season are not yet completed, but the following figures can be taken as approximately correct. The extent of the export of apples from Australia to the United Kingdom and Europe, April 18, comprises:

	Cases.
From Hobart	413,505
From Melbourne	40,998
From Adelaide	47,795

Total 502,298

The increase over last year is about 170,000 cases, without considering the exports to South Africa.

Tasmania, as usual, heads the list, and shipments will continue to be made from Hobart for some time yet. By the Miowera, sailing from Sydney recently, a trial shipment of about forty cases of Victorian assorted apples and pears was forwarded to Vancouver. Local growers will be guided by the result of this initial shipment as to the varieties to forward next season. Tasmania has hitherto made all the shipments of Australian apples to British Columbia. It is not likely that there will be more shipments to Canada this year. In October or November next, Melbourne fruit importers hope to receive shipments of apples from Western Canada, as the local market will be quite bare of supplies then.

FLOUR AND CEREAL FOODS

Pure Seed Bill.

THE bill for the inspection and sale of seeds, which is now before the House at Ottawa, enacts that no person shall sell or offer, expose, or have in his possession for sale, for the purpose of seeding, any seeds of cereals, grasses, clovers or forage plants containing any seeds of the following weeds: Wild mustard or charlock, tumbling mustard, hares ear mustard, ball mustard, field pennyress, or stinkweed, wild oats, bindweed, perennial sowthistle, great ragweed, purple cockle, orange hawkweed, or paint brush, ergot of rye, unless each receptacle containing such seeds, or a label securely attached thereto, is marked in a plain and indelible manner (a) with the initials of the Christian names and the full surname and address of the wholesale or retail seller; (b) with the name of the kind or kinds of seed; (c) with the common name or names of the aforementioned weeds, the seeds of which are present in the seed sold or offered, exposed or had in possession for sale.

No person shall sell or offer, expose or have in his possession for sale any seeds of timothy, red clover, alsike, or any mixture containing the said seeds, in any receptacle, upon which is marked "No. 1," or any other designation which represents such seeds as of first quality, unless they are free from the seeds of weeds named above, and are also free from the seeds of white cockle, night flowering catchfly, false flax, Canada thistle, oxeye, daisy, curled dock, blue weed, chicory, and contain out of every one hundred seeds not less than ninety-nine seeds of the kind or kinds represented, or seeds of other useful and harmless grasses and clovers, of which ninety-nine seeds ninety seeds must be germinable.

No person shall sell or offer, expose or have in his possession for sale for the purpose of seeding in Canada any seed of timothy, alsike or red clover, or any mixture containing the said seeds; if the seeds of the weeds named above are present in a greater proportion than three to one thousand of

the seed sold or offered, exposed or held in possession for sale.

An inspector is to be clothed with power to take any necessary samples for inspection, and the samples are to be sent to an official seed analyst. Infringement of the Act is punishable by a fine of from \$1 to \$5 for the first offence, and from \$5 to \$25 for subsequent offences, together with the costs for each package offered for sale, and in default of payment imprisonment for a term not exceeding one month.

In case of obstructing an inspector in the performance of his duties, a penalty is provided of from \$25 to \$500 and costs, or imprisonment for a term not exceeding six months.

The Governor-in-Council may make regulations determining the maximum proportion of seeds of the weeds named above that may be tolerated in any seeds which shall within the meaning of the Act be considered as free from the seeds of the said weeds.

The bill is designed for the purpose of protecting the farmer from loss too frequently sustained by him by reason of inferior seed being placed on the market. Canadian farmers are unanimous in their demand for stringent legislation, but seedsmen have protested against the measure being made too drastic, and certain modifications have been made to meet their views. According to latest reports, the bill is not being favorably received by the Government, and it is not improbable that it may go over for another session like last year's bill, of which the present is a modification.

Wheat Crop of 1904.

THE Statist, London, Eng., in a recent issue, reports the wheat crop outlook for 1904 in the various wheat-producing countries as follows:

United Kingdom—The area sown is expected to be the smallest on record, viz., about 1,400,000, against 1,620,000 acres last year. The probability, therefore, is that next season the United Kingdom will require more foreign wheat than in any previous season.

Argentina—Argentina has already exported, since January, 1.40 per cent.

more wheat than in the corresponding period last year, and there is no longer any doubt that the last crop was a very large one.

United States—Winter wheat: Average condition 15 per cent. worse than last year, on an acreage to be reaped, probably 2,000,000 to 3,000,000 acres less than last year. Spring wheat sowing is rather in arrear, but there is plenty of time for a full if not an increased acreage.

Russia—An unfavorable seed time in the autumn has caused a much smaller area to be sown than last year, and the weather conditions during the winter having been unfavorable, on the whole the present condition is generally poor, although the weather is now much more favorable. Spring sowings are in arrear and on the whole the prospect is for a much smaller crop in Russia than was reaped last year.

Italy—The prospects are good, but not so favorable as at this period last year.

Australia—Recent cables give the crop in New South Wales at 27,200,000 bushels, against 1,600,000 bushels last year; and in South Australia at 13,200,000 bushels, against 6,360,000 bushels last year. The total yield in the south of Australia is estimated at 80,000,000 bushels, against 19,840,000 bushels last year, so that the surplus for export will be about 44,000,000 bushels, which is more than double the quantity exported in any previous year.

India—The Indian Empire has, it is now tolerably certain, a record crop this year, estimated at about 320,000,000 bushels, against 294,000,000 bushels last year, when the crop allowed of an export of about 48,000,000 bushels.

France—There has been a great improvement in the crop prospects here, but the area sown is smaller than last year. Last year's crop is proving to be larger than had been expected, little or no foreign wheat being wanted. The value of home-grown wheat in France is, in fact, 4s to 5s (97c to \$1.21) per quarter below an importing point.

Austria-Hungary—Prospects are quite favorable in these countries.

"I wish to goodness we could simplify our Cereal trade and get down to one or two good lines."

So said the other day a sensible grocer. His view is echoed by all grocers.

Of the "one or two good lines"

Swiss Food

was one he approved of. He went on to say that wheat and oats in some form or other would always be called for--wheat of course would outsell oats in the hot months.

In a wheat preparation SWISS FOOD excelled all others, and it had demonstrated by many years history its ability to endure against every form of attack and competition.

Do you sell SWISS FOOD?
In packages only. Order direct or from your jobber.

P. McIntosh & Son
Millers and Manufacturers
TORONTO

SHREDDED WHOLE WHEAT BISCUIT AND TRISCUIT

SCIENTIFICALLY-PREPARED FOOD
MADE OF THE WHOLE WHEAT.

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

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

For information and prices address...

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

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

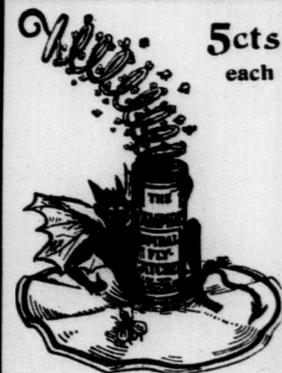
THE

"VAMPIRE" Spiral Flycatcher

A good FLYCATCHER and a good money-maker for the retail merchant.

Write for prices and terms.

It will keep in any climate. No bad stock as it will keep from one year to another.



Labels and Directions in English or French

SEND FOR FREE SAMPLE.

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England.

AGENTS FOR CANADA:

The LEEMING MILES CO., Limited, Montreal.

Roumania—The crop conditions are favorable on the whole, but not so promising as at this time last year.

Germany—The official report for April 15 made the condition of wheat eight points better than last year, and also states that only four-tenths of 1 per cent. of the area sown has had to be replowed, while last year about 14 per cent. was winter killed.

The Canadian wheat outlook is not included, as more recent reports are available from local sources.

Scarcity of Flour.

Numerous reports from Ontario points indicate a growing scarcity of flour, and The Grocer has reliable authority for the statement that a leading Ontario milling industry will shut down one of its most important branches directly the latter has used up present supplies of wheat. The reason for the shortage of flour is undoubtedly traceable to a scarcity of wheat. Ontario farmers are holding grain for higher prices, and will in all probability be disappointed. As a consequence of their unwillingness to sell, however, comparatively little wheat is being delivered for milling. A report from Palmerston says that wheat deliveries have ceased almost entirely in that section. Grain reports from Liverpool will doubtless serve as a timely warning to would-be holders, in so far as prices current on the Liverpool market are on a level with those ruling at Ontario country points.

Grain Inspection.

IN a recent editorial, the Manitoba Free Press took occasion to criticize the stand taken by the Toronto and Montreal grain authorities on the new Grain Inspection Bill. The criticism is partly correct and partly not; in so far as it credits Toronto grain men with a desire to allow grain-mixing east of Winnipeg, it is incorrect. As a matter of fact, the present regulation ruling in the west with regard to the prohibition of re-inspection of grain east of Fort William was warmly advocated in the first place by Toronto men, and, moreover, the amendments to the new Grain Inspection Bill proposed by the grain section of Toronto Board of Trade, by which the selection of grain standards is handed over to a board of survey, having supervision of the grain inspectors, corresponds exactly to the system of grain inspection practised in Manitoba. Criticism, is correct in so far as it refers to complaints preferred

against Montreal grain certificates by English millers. It is just this individual inspector that Toronto grain dealers take exception to, and the Free Press is mistaken in classing both Toronto and Montreal as being opposed to grain inspection as it exists in Manitoba at the present time.

New Elevator at Fort William.

Work on the new Empire elevator at Fort William is progressing rapidly, and the concrete work on the structure will in all probability be started this week. The Empire Elevator Co.'s elevator will be completed in time to handle this year's crop. It will have a working-house capacity of 500,000 bushels, and a tile tank storage of 1,250,000 bushels. Its machinery will be capable of unloading 150 cars of grain in ten hours and two 500 foot vessels will be able to tie up at the elevator's wharf and be loaded at the rate of 60,000 bushels an hour.

Seed Growers Organize.

The Macdonald-Robertson Seed Growers' Association of Canada held a convention in Ottawa last week with the object of widening the sphere of influence of the society and giving it a national character similar to that of the Canadian National Live Stock Association. The profit to the individual and the benefit to the country to be gained by the exercise of care in the growth of grain and seed, and trained intelligence in selection of stock for perpetuation, were strongly emphasized as well as the advantage of having a national association and of working together for mutual good by disseminating the results of individual experience. It was decided to form a society under the name of the Canadian Seed Growers' Association, to carry on its work under the auspices of the Department of Agriculture. It will be remembered that the Macdonald-Robertson Seed Growers' Association arose out of the competitors for the prizes, aggregating \$10,000, that were given by Sir William Macdonald for seeds and grain grown in the years 1900, 1901 and 1902. These competitions were conducted under the supervision of Professor Robertson, hence the name of the original association.

Grain Area of Northwest.

Official reports dated June 16 estimate the area under crop in Manitoba and the Northwest Territories as follows: Wheat (1903), 3,123,633; (1904), 3,420,411 acres; increase, 9 1-2 per cent.; oats (1903), 1,101,333, (1904), 1,205,960 acres; increase, 9 1-2 per cent.; barley (1903), 381,135, (1904), 392,569; increase, 3 per cent.; flax (1903), 64,639, (1904), 46,540; decrease, 28 per cent.

Notes.

It is reported on reliable authority that the rolling mills at Belleville will commence work on June 27.

ONE CENT CASH FOR EVERY FOUR WRAPPERS

Cash is better than
premiums.

Mrs. Dooley's Laundry Soap

should appeal to both grocers
and the public on the strength
of its cash returns.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

The Success of Orange Meat

is pronounced.

Liberal newspaper advertising is doubtless the cause of the enormously increased demand. Back of and underneath this is the intrinsic merit of the cereal itself.

Buy ORANGE MEAT
from your wholesaler.

Single cases, 36 15c.-pkgs., \$4.50.
5-10 case lots, freight paid, \$4.40.

THE FRONTENAC CEREAL CO.,
Limited

43 Scott St., Toronto.

MANUFACTURERS' AGENTS AND BROKERS.



The Canadian Grocer

When an Apple Drops

From a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

The Canadian Grocer

Montreal and Toronto.



Grant -05-

Dept. of Advertising Service

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

W. H. Millman & Sons

Grocery Brokers

37 Yonge Street, - Toronto, Canada

Send us your Business

AGENTS FOR

C. CERONI, Patras,
INGERSOLL PACKING CO., Ingersoll,
OLD HOMESTEAD CANNING CO., Picton,
ONTARIO SUGAR CO., Berlin,
ROYAL CROWN SOAP CO., Winnipeg,
TILLSON CO., Tillsonburg.

Get our Prices for CHEESE, BEANS, etc.

REFERENCES

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

CALGARY.

Are you

Represented in the West?

If not, write us and get in

ON THE GROUND FLOOR.

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

Consign your cars to us.

Goods reshipped.

Excellent storage.

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

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.



ROW'S GUM

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

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

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
COMMISSION BROKERS.

Excellent Storage Accomodation.
Consign Your Cars to Us.

PRICE, CHAMBERS & CO.

SUCCESSORS TO
CAMERON, GORDON & CO.

Wholesale Commission Agents
WINNIPEG.

EASTERN MANUFACTURERS

-AND-
SHIPPERS.

All EYES are
turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.

Commission Brokers,
Storage.

Correspondence Solicited.

If you have any snaps let us hear from you.

STRONG
DURABLE
LIGHT

THE BEST MADE
FOSTER'S
STANDARD
POT

POROUS
AND
CHEAP

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

FLOUR FEED CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

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

"Matchless" Feed.

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

WALL PAPER.

JAPANESE DESIGNS.

OWING to the recognized beauties and the great possibilities in the Japanese style of decorative art, and the fact that the war has brought things Japanese into renewed favor, Japanese ideas in wall paper might well be followed out.

There was a time, several years ago, when Japanese art was popular. The Mikado was the favorite opera, and homes were filled with things Japanese. This fad died out, and conditions are now favorable for reviving this popularity along more practical lines.

There is a life-giving quality in both Japanese and Chinese art, to which decorative artists have frequently turned for inspiration, and to nothing can this art be more profitably applied than in the designing of wall paper.

PANELS IN WALL PAPER.

WOOD panelling is known to everyone, as well as panelling in stucco work, and with it in everyone's mind is connected the idea of great expense. There is, however, another method of obtaining quite a similar effect at a cost beyond the reach of few. The use of wall paper and moulding in this way is developing rapidly, and as soon as its possibilities are more widely known it will be more generally adopted.

It is in his attention to specialties, in his evident efforts to get what is new and what is best, that a merchant's reputation is built up in his town. He might go on, year after year, laying in nothing but rolls and borders of paper for the ordinary uses, and his business would never grow very large. But let him keep in touch with all the latest ideas and novel effects, and his townspeople will get into the habit of coming to him for the best goods, as well as the cheapest.

In the cut shown is given a good idea of how effective this panel treatment can be, and how simply it is worked out. For the walls there are three papers, called the "style," the portion outside the panels; the "panel," and the "border." At the top of one is a fourth paper, which is intended for the ceiling. Around the panels is a small neat moulding, which carries out accurately the panel idea.

The border is of a special kind, with the edge shaped to the pattern. This is printed in ordinary strips of border with straight edge, and afterwards cut to the pattern.

COMPANIES INCORPORATED, ETC.

THE Tingley Poultry Co., Kildonan, Man., has been incorporated with a capital stock of \$25,000, to raise and sell poultry.

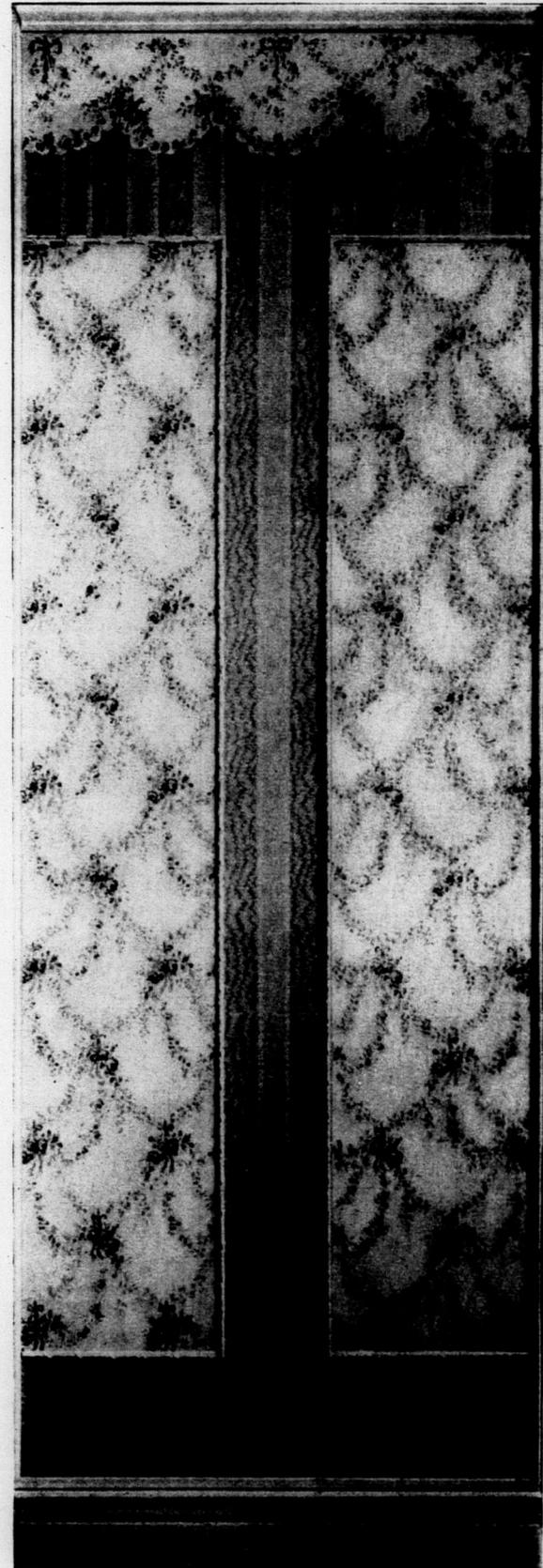
The Union Tobacco Co., Leamington, Ont., has been incorporated to manufacture and deal in tobacco. The share capital of the company is \$150,000, and the provisional directors are: H. McSween, W. McSween, and E. Winter, of Leamington; and A. Gerow and W. Kessler, of Detroit.

The Thamesville Canning Co., Thamesville, Ont., has been granted a charter to carry on a general canning business in fruit, grain, vegetables, etc. The share capital of the company is \$30,000, and the provisional directors are: J. M. Thompson, E. S. Hubbell, W. McKenzie, C. A. Watts, and J. Coutts, all of Thamesville.

The Frankford Canning & Packing Co., Frankford, Ont., has been incorporated to carry on a general canning business. The share capital of the company is \$30,000, and the provisional directors are: O. Sills, G. Weston, W. E. Windover, W. Rose, and E. F. Turley, all of Frankford.

The Crown Mfg. Co., Toronto, with share capital of \$10,000, has been incorporated to manufacture and deal in druggists' and grocers' sundries and confections. Provisional directors are: T. Bates, H. Wase, W. Armour, A. W. T. Martin, and W. H. Dawson, all of Toronto.

The Naisbitt Co., Toronto, with share capital of \$40,000, has been granted a charter to manufacture and deal in food for stock and poultry. The provisional directors



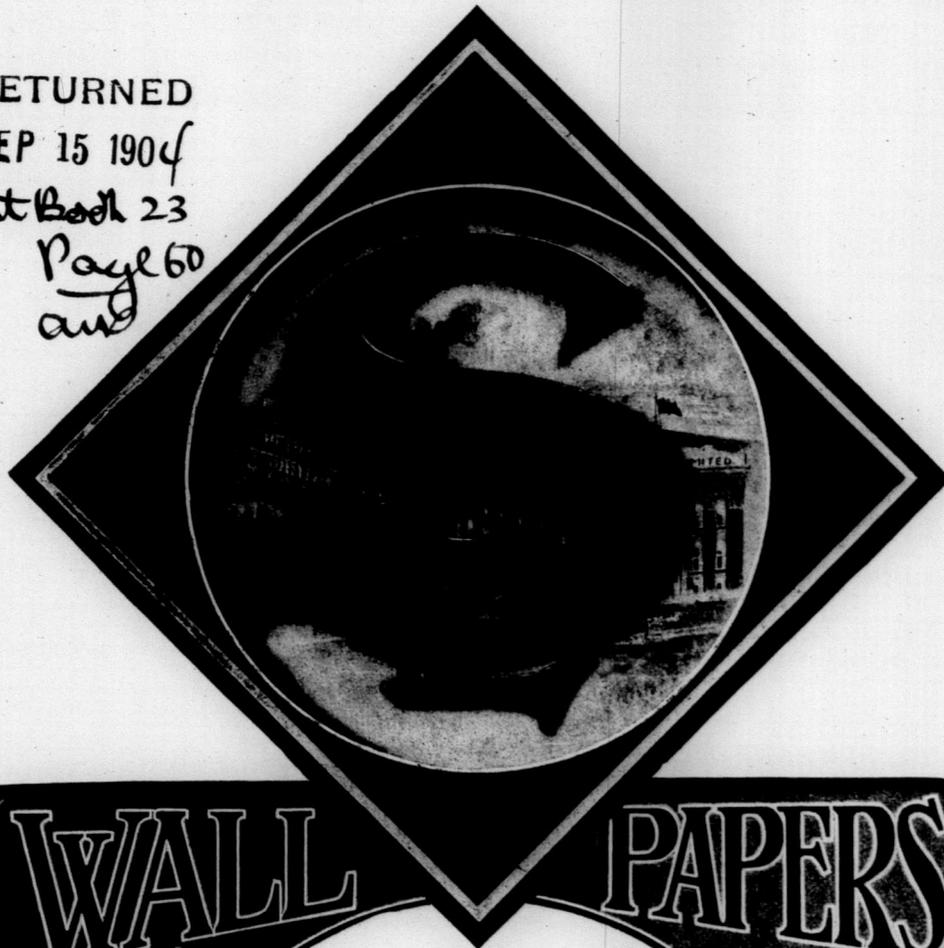
Panel Treatment—Shown by Stauntons Limited.

are: H. F. Naisbitt, S. O. Naisbitt, J. W. Milburn, W. B. Laidlaw, and W. H. Van Winckel, all of Toronto.

June 24, 1904

THE CANADIAN GROCER

RETURNED
SEP 15 1904
Cut Book 23
Page 60
and



RETURNED
SEP 15 1904

WALL PAPERS

OUR TRAVELERS

will be on the road before
the end of June with the

1904-5 Samples

Our personal opinion is that we have surpassed any former offering—you call that prejudice perhaps—but you'll be just as enthusiastic as we are when you see the new "STAUNTON" line.

THERE'S NOT A WEAK SPOT IN THE COLLECTION.

Strength in every design. Beauty in every color scheme. A style and attractiveness peculiar to our products. No end to variety and a good profit for you in every roll.

THE ONE LINE

that every dealer must see to see

THE BEST

STAUNTONS LIMITED

TORONTO

944 YONGE ST. CANADA



Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

A Plug Tobacco Factory.

LECTRICITY'S done 'way wid de mu-el, en so fuh ez I kin see machinery's gwine do 'way wid de nigger," was the sagacious remark of a son of Ham as he disapprovingly contemplated the recently perfected "stemming machine" his boss was experimenting with in his tobacco factory.

All sorts of short cuts of labor are being fashioned in machinery, and Southern negroes are constantly having many a fat job wrested from them by the introduction of some labor-saving device. It is for this reason that a visit to a Richmond (Va.) tobacco factory, which has not yet succumbed to the fascinations of such devices, and whose pay-roll of hundreds of "hands" is not small, may prove of interest.

The investigation of a "plug" tobacco factory begins on the outside, not on account of any peculiarity in the architecture of the building itself, but because of the delicious odor of "seasoning" which pervades the atmosphere around it and assails the nostrils for several blocks before the building has been reached. It is an indescribable mixture of orris, licorice, strawberries and tobacco, mingled in delicate proportions by every warm south wind that blows from the river.

Entering a huge freight elevator they begin operations on the top floor, to which a sliding door gives access. The room first entered resounds with the hum of voices and the low clink-clink of machinery. At the upper end the tobacco is heaped in great brown piles over the floor, and at each pile sit a dozen or two picturesque looking negro men and women engaged in sorting the leaves into smaller heaps. "We use these bright yellow leaves ('brights,' we call them) as wrappers for the plugs," says the Boss, "and it is the kind of tobacco exclusively used in cigarette factories. The light mahogany goes into the highest priced plugs and the darkest brown into the inferior grades, the cheap plug, such as, I am sure, old Uucle Jonas there has in his pocket."

"Uncle Jonas," a grizzled old darkey of befo-de-wah type, pulls out the question-

able brand and looks at it affectionately. "Dis good 'nuff fuh me," he says, grinning lavishly as he held it up for inspection.

"How long have you been working here?" is asked.

"Wall, say, nineteen yeah, off'n on."

"What do you mean by off and on? Don't they give you a steady job?"

"Oh, yas, sah; 'taint dat. 'Off' ginrully means gettin' drunk er gettin' ma'ied. Dey is two things ha'd tuh resist, marster, en one is likely tuh 'cur ez t'other. My wife is down now wid de final-come-en-git-us," he adds, wagging his head from side to side.

"What does he mean?" the visitors ask.

"Spinal meningitis," explains the "boss" briefly. "Jonas is an old reprobate."

We make our way to the further end of the room, where, in enormous vats, the sweet smelling seasoning of licorice and other ingredients was simmering. "We buy our licorice by the ton," said the "boss," pointing to the huge lumps near the vat. "It is melted here and carried

through pipes to little sprayers, which you see over-hanging those big copper, cylinders. Then, as you notice, the tobacco is tossed into the cylinders, which slowly revolve till each leaf is thoroughly saturated with the seasoning, and it is then tossed out and falls through these chutes to the next floor, where we will follow and see what becomes of it."

On the next floor women feeding the leaf tobacco to revolving dryers, half as long and wide as the roof from which it emerges soft and pliable, to be seized by

Each Caddy of

"Currency"

Plug Chewing Tobacco

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

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

Popularize your store and
make money by selling

CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

This Summer, many of you will have business to do with tourists. **DON'T** disappoint the men looking for a good Cigar. **DON'T** let dimes and half-dimes slip through your fingers. Sell Cigars.

We send to any grocer 1,000 Cigars, express prepaid, assorted as desired, on usual terms. We buy back at the end of three months any unsold stock. No risk—a safe investment—a good thing. Include "Pebble," a 5-center, and "Pharaoh," a 10-center, with the order—any proportion you wish.

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



T & B

No grocer who offers **T & B** is looked upon with suspicion. His sincerity of service is at once perceived.

THE 10-CENT SIZE SELLS BEST.

GEO. E. TUCKETT & SON CO., Limited
HAMILTON, CANADA.

W. B. Reid & Co.
 Wholesale
 Tobacconists,
 58 Yonge St., TORONTO.



The Erie Tobacco Company
 WINDSOR, ONTARIO.
 T. J. HORROCKS, Wholesale Distributor, TORONTO

RONTO

5c. Cigar

A Success Everywhere

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

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

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited
 MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

Shake Hands.



Is there, to your knowledge, any other manufacturer of tobaccos who is half so friendly with you, half so loyal to your interests as ourselves? Not one. They don't care a straw whether you make a cent in selling their tobaccos. You are a tool—that is all. We are the good friends of the grocer—we see in him a fellow man.

The McAlpin Consumers Tobacco Co.,
 TORONTO. Limited.

BRANDS

Smoking—

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

Chewing—

British Navy,
 King's Navy,
 Beaver,
 Apricot.

UNION MADE

the stemmers, who deprive it of its backbone. These stemmers wear small nickel thimbles over their thumbs, which enable them to seize the end of the stem and peel it quickly from the leaf. They are paid by the pound, and the deftest workers among them average from 75c. to \$1 per day.

"What do you smell now?" asked the "boss," as we descend to the next floor.

"Peaches," remark the visitors, with a luxurious sniff, "and —" "Stop, stop!" he cries, laughing, "or you will guess all our secrets. You probably do not know that the recipes for the different brands of tobacco are invaluable, and that some of the most famous suits ever decided in Southern courts have been those relating to tobacco recipes. No house-keeper of the olden time ever hoarded the hand-me-down recipes of her great-grandmother as religiously as we do ours for the different brands of tobacco. Why, it means our trade, our reputation, everything; so cover up that diagnosing nose of yours and come along.

This room is by far the most interesting yet visited. The temperature, which has risen steadily as we descended, is now stifling to unaccustomed nostrils, and the combination of steam and animal heat is anything but pleasant; though, as the "boss" explained, it is often the only kind of heat those poor people ever know, even in the bitterest weather.

The room is fitted with row after row of high, narrow tables, on each of which stands a small pair of scales, and before each a negro man or woman moulds into shape the embryo "plug," weighing it in the scales and lopping off bits till it is the regulation size. Then wrapping it in the bright yellow leaf which gives such a delicious mellow tone to the "soldiers and sailors' friend."

The shapes thus modelled are piled on wheeling tables and trundled by lightly clad pickaninnies to the great hydraulic presses where they are pressed into the shape commonly known as "the plug."

The moulders stand or sit on high stools before their tables, and there is not a sad face among them, a vital proof of the adage, "The law of happiness lies in labor."

We stop before the table of a tall dignified looking negro who is working with great swiftness and dexterity, and the "boss" informs us that "this is Adams, the leader of John Jasper's old choir. I want you to hear him sing."

In a few moments the word is passed around, and Adams, after many apologies for "de frawg in his th'out," lifts up one

of the best barytone voices we have in Virginia.

De doctors all has 'sputed long
On dis pretense en dat,
But on one thing dey all agree,
Dat larfter makes us fat.

Then the chorus — imagine it—of a hundred and fifty voices, male and female, all of that peculiar soft, mellow timber to be found only in the voice of the Southern negro, the voice cultivated on "'possum and 'taters" in the Winter and "mush-milliums and watermilliums" in Summer, and sweetened with the seasoning of the very plugs they were now moulding and wrapping and weighing:

Den larf—Ha, ha!
Once mo'—He, he!
Fur larfin' makes us fat.
Now a merry, merry rhyme,
Wid de larfter all in time,
For larfin', larfin' makes us fat—
Ha! Ha! Ha!

The very walls vibrate to the staccato,

Now the merry, merry rhyme,
Wid de larfter all in time,

and the rafters ring to the sonorous.

Ha! Ha! Ha!

"Dat's de larfiu' song," exclaimed Adams with much dignity. "We will now give you 'Ma'chin' th'ough Geergy,' and follow it wid one uv Brer Jasper's favrit 'vival hymns."

"Listen to that bass voice over there," remarks the "boss," as the full tones swell exultingly and carry the air, while the chorus is "marching on." "They always work better when they sing. Time seems to come natural to them, and their fingers move with the rhythm."

Willingly would we have listened to the whole repertory of the "sweet singers in Israel," but that a feeling of lightheadedness hurries us from its enchantment to the fresher atmosphere of the labelling, boxing and shipping departments, where thousands of neat 50-lb. boxes are being prepared for their various journeys to Gibraltar, Calcutta, Australia, Cuba—strange as it may seem—and the African interior.—Western Tobacco Journal.

Anti-Cigarette Bill.

The anti-cigarette bill has passed its second reading in the House of Commons, Ottawa. There has been a disposition in Parliament to treat the thing as a joke. It is very far from a joke, however, to interfere with a branch of trade and the liberty of men who choose to use tobacco to do so in whatever form they like. The bill not only propose to destroy a trade and to curtail the liberty of the subject, but if it is passed it will establish a precedent which meddling and ill-informed

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

people will advance as an argument for further invasions. Not a word that was said in Parliament by the promoter of the bill justified its passage. It has received no support outside of Parliament to indicate that there is even a mistaken general sentiment in its favor. It is not creditable to Parliament that it has been allowed to progress so far. It should be dealt with when next it comes up in a manner that will discourage all advocates of such meddlesome legislation, of which the country is getting far too much.—Montreal Gazette.

Syrian Tobacco.

IN a report from the German consul at Beyroute, that official says: Syria grows various kinds of tobacco. Peculiar to it is the so-called Aburiha, a kind containing saltpetre and burning with a black ash, which grows in the neighborhood of Latakia and comes into the market exclusively from there. In normal years about 4,000 bales of 100 kg. are shipped to Great Britain, which is the only European customer. In 1902 the crop was a particularly large one; 6,509 bales were shipped and 2,000 bales remained unsold at the port to which they had been sent on account of their inferior or mixed quality. Lately the Ottoman Tobacco Regie Co. in Constantinople, which lays claims to the sole right of buying the raw tobacco (but up to now unsuccessfully with regard to Syria), is said to have secured the English deliveries in the place of private dealers. Other kinds of tobacco are cultivated, principally round Damascus, in the Bekaa, Yebel, Saida, and also in the Lebanon. A Beyroute firm is exporting Yebel tobacco from Beyroute at the price of 3.50 to 4.10 marks for 1 kg. f. o. b. Altogether 1,151 dz. of Syrian tobacco was exported from Beyroute in 1902.

Cigarette By-Law Quashed.

An order has been made quashing the by-law to prohibit the sale of cigarettes in Owen Sound, Ont., on the ground that it is too wide, not being limited to retail sales.

English Importations of Cigarettes.

The importation of cigarettes into England for the month of April, 1904, and for four months compared with the two previous years, was as follows:

For April, 1904, 493 lbs.; 1903, 19,892 lbs.; 1902, 28,015 lbs. For four months of 1904, 3,180 lbs.; 1903, 56,141 lbs.; 1902, 44,980 lbs.

TRADE AND COMMERCE ILLUSTRATED

NO. 1—TEA HOUSE OF T. H. ESTABROOKS, ST. JOHN, N.B.

THE success of the tea trade of T. H. Estabrooks, of St. John, N. B., is remarkable. Mr. Estabrooks began business on his own account in May, 1894, with one clerk, in a small store on Dock street, St. John. For

Toronto and Winnipeg, and his "Red Rose" tea is sold from Newfoundland to Vancouver. From the moment when he first devoted his whole attention to the tea business, importing, blending and packing teas, the growth of his trade has been phenomenal.

ment, fronting 114 feet on Mill street, and 110 feet on Drury Lane, while on end fronts on North street. The average width of the building between Mill street and Drury Lane is about 70 feet. The location is on one of the principal thoroughfares of the city, and near the Intercolonial Railway station.

Designed and built especially for the tea trade, the building, from top floor



Tea warehouse of T. H. Estabrooks, corner of Mill and North streets and Drury Lane, St. John, N.B.

the first five or six years the trade in tea occupied only a portion of his attention. To-day he has one of the finest tea warehouses in Canada, employs over seventy persons, has sixteen travelers on the road, has branch houses in

New Warehouse.

As already stated, his new warehouse into which he moved a few months ago, is one of the finest in Canada. It is a five-storey brick building, with base-

to basement, affords every facility that experience and forethought could suggest, for the clean, economical, thorough and rapid handling of teas, from the original package through the various processes of testing, blending, packing,

Flett's

Pickle Economy.

In the ladder of economy every round counts.

Handle **FLETT'S PICKLES** and "every round" will count in your favor.

ROSE & LAFLAMME
Agents, MONTREAL.

MHS

... FOR ...
PICNICS, CAMPING, YACHTING,
ETC.

BATGER'S

LIME JUICE CORDIAL

IS
JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

MAPLE SUGAR

FINEST
BEAUCE COUNTY

Orders for 500 lbs.—or over,

D. RATTRAY & SONS

QUEBEC:
110 Dalhousie St.

Montreal
110 Coristine Bldg.

labelling, and preparing for shipment to customers all over Canada.

From the standpoint of fire risk, the building is the best constructed in St. John. Each floor is separate. There are no openings between them except such as are protected by automatic fire-proof appliances. It would therefore take a fire several hours to work through from one floor to another. The staircases and elevator are in brick shafts, with fire-proof doors.

The view from the roof of the building, looking out over city and harbor, is a magnificent one.

The Offices.

The offices, which are entered from the corner of Mill and North streets, are about 50 feet square, with plate glass windows on three sides, making them exceptionally bright and cheerful. They are very handsomely fitted up in quartered oak, the divisions being of quartered oak and plate glass, and the furniture made to correspond. Facing the entrance is the cashier and salesman's desk and counter.

To the right of the entrance is the large sample room, with two plate glass windows fronting North street. Around the fittings of this room are metal sample cases, containing about 1,200 large sample tins. The lower part of the tasting table, which is next to the windows, and is 18 feet long, is a cabinet of drawers in which samples of teas blended each day are kept for future reference.

Opening from the sample room is the private office of Mr. Estabrooks. Seated at his desk, he has an unobstructed view of the whole of the offices, and of the shipping room in the rear. His desk is also fitted with electric calls to all other desks in the offices.

In the back portion of the large room are the general offices, where the ledger keepers and clerks are at work. A private telephone system connects the offices with all parts of the building. They are, moreover, provided with very handsome electric light fixtures.

A large vault adjoins the office, and there is in addition a coat room and lavatory.

A Million Pounds.

All teas as they arrive are taken in the original packages to the fifth floor of the building, so that they may be handled only once, passing from floor to floor downward again to the shipping room on the ground floor. This fifth floor has a very high ceiling, so that tea can be piled eight chests high. The great room has a capacity of 10,000 chests, or about a million lbs. of tea.

It may as well be noted just here that in January and February, 1904, Mr.

Estabrooks imported no less than 885,586 lbs. of tea, so that his huge building is none too large.

On this fifth floor is the milling and sifting machine, which is operated by an electric motor. At one operation it cuts the large leaves to a uniform size, and sifts out the dust and broken tea. It has a capacity of 100 lbs. in every eight minutes.

Near it are two hoppers, leading to the great blenders on the floor below. These hoppers are fitted with automatic, fire-proof shutters in the bottom, so that when the tea is dumped in the operator has a chance to examine it before it goes to the blender. It is very interesting to watch the operation of these hoppers.

The Blending Floor.

On the fourth floor are the two blenders, of 2,000 and 800 lbs. capacity respectively. They are also operated by an electric motor. Teas come down from the hoppers on the fifth floor into these blenders, and when the blending process is completed they are poured out into metal chests and emptied again into hoppers holding 2,000 lbs. each. These connect with electric automatic weighing machines on the next floor below.

The bulk teas, however, are packed beside the blenders, on the fourth floor. They are put up in metal chests of 100 to 120 lbs. each; metal half chests of 50 to 60 lbs. each; and tins and caddies of 3, 5, 10 and 20 lbs. each, as well as in other sizes. These are lacquered and labelled, and present the very attractive appearance so familiar to those who handle them throughout the country. "Nothing can be done too well" is the motto; and the greatest attention is given to the smallest details. To this rule Mr. Estabrooks attributes a large measure of his success.

A very noticeable feature throughout the building is the care and cleanliness rigidly enforced.

On the fourth floor are also stored some of the empty packages and bulk teas that are packed ready to go out. While "Red Rose" tea has a prominent place everywhere in the building, there are a large number of brands, many of them standard, and some special ones put up for important firms in the Maritime Provinces, Quebec, Ontario, Manitoba and the Northwest, as well as Newfoundland.

Seven Packing Machines.

On the third floor are seven packing machines, together with the electric and automatic weighing machines. The latter, which seems almost human in its operation, has a capacity of 16 packages per minute. An important fact is that the weight must be absolutely correct. There is never such a thing as a complaint that "Red Rose" tea is short weight.

Some of the packing machines are of a new type, not used by any other Canadian firm, and are a great improvement on the older style. Each machine has a capacity of about 4,000 packages per day. Packages of all sizes, 2 oz., $\frac{1}{2}$ lb., $\frac{1}{4}$ lb., and 1 lb., can be put up by simply adjusting the machines. The packages from the machines are placed on trays holding 50 each, and are sent by an iron chute, which has an automatic, self-closing attachment, to the floor below.

The new packing machines are operated by a separate electric motor.

The great bulk of the third floor, outside the packing room, is used for storing stock. Indian and Ceylon teas are used very largely, and the stock embraces a great variety of these, in all grades of blacks and greens. The greens are used largely in Quebec, Ontario and farther west, and are fast displacing Japans. A large stock of Japan is carried, however, as well as Chinas and Oologs.

On this third floor also is a room for the convenience of the men. It has lavatory, gas stove, table and chairs. Here the men may heat their lunch and smoke—the only place in the building where smoking is permitted.

Labelling Floor.

The package teas, when they pass from the third floor by an iron chute, go to the labelling room on the second floor, and after being labelled are stored on racks to dry. The labelling is done by girls seated each at a separate table beside an endless belt running from the gumming machine. The labelling of the packages is done very quickly, and they are carried on trays out of reach of each other by means of a new contrivance of rollers. The girls are able to sit very comfortably at their work, and have on the same floor a cloak room, etc., as well as a room for their private use.

When labelled, the packages are placed on racks to dry. To give an idea of the capacity of these racks, which occupy most of the area of this floor, it may be stated that 200,000 lbs. of package teas can be stored there.

Shipping.

When the packages are dry enough they are taken from the racks to give place to others, and packed in cases of various sizes for shipment. They then go down the elevator to the receiving and shipping floor, in rear of the offices, which has two large doors opening on Drury Lane. The quantity of tea shipped out every week is enormous.

It will be seen from this description that everything in the process of preparing the teas for shipment works downward, ensuring the greatest economy, and that in every detail the work is marked by cleanliness, care, and the best that experience has suggested for effective work.

With regard to the heating of the building, the warehouse generally has steam heat, and there is a separate hot water plant for the offices. The greatest care is taken in looking after the comfort of all employees, as the best guarantee of the faithful performance of their duties. The establishment is a credit to the city, and to the business acumen and tireless industry of its proprietor.



The best Trade Sell SOUTHWELL'S JAMS

THE STANDARD JAMS OF TWO CONTINENTS
We might truly say of two hemispheres

GOOD FOR YOU TO SELL

FRANK MAGOR & CO.,

AGENTS FOR
CANADA.

403 St. Paul St., MONTREAL.

IT'S A FACT!

We will for the next 30 days send
charges **prepaid and no charge**
for package, one beautiful counter
tin of

Golden Eagle Coffee

Price 28c.

SAY IF YOU WISH IT GROUND
OR WHOLE.

AMERICAN COFFEE & SPICE CO.
TORONTO.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 23, 1904.

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

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

W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case		\$2 00
1-lb. tins, 3 " "		1 25
1-lb. tins, 4 " "		0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2 1/2 lb.	10 40
1 doz.	5 lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 80
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
4 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 lb.	7 35
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.		
		Per doz.
Ocean Baking Powder, 1/2 lb., 4 doz.		\$ 45
Ocean Baking Powder, 1 lb., 3 doz.		1 25
Ocean Borax, 1-lb. packages, 4 doz.		40
Ocean Cornstarch, 40 pks. in a case.		78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	\$ 1 00
" "	1 60
" 3 oz.	2 25
" 1/2 lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

CLEVELAND'S—		
Sizes.		Per Doz.
Dime		\$ 1 00
1 lb.		1 50
6 oz.		2 20
1 lb.		2 80
12 oz.		4 25
1 lb.		5 50
3 lb.		15 00
5 lb.		25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	\$2 25
1-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	75

BEE BAKING POWDER.

	Per doz.
1-lb. tins, cases 4 doz.	\$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case 1 lb.	\$2 40
1 " " 1 lb.	4 75
1 to 5 cases, 5 per cent.	
5 to 10 cases, 10 per cent.	



EAGLE BAKING POWDER		
		Per doz.
Cases of 48-5c. tins		\$0 45
" 48-10c. tins		0 75
" 24-25c. tins		2 25
" 48-25c. tins		2 25

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/2 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.



"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16 1/2c
"Sapphire"—14-lb. boxes, 1/2-lb. pkgs.	per lb. 12 1/2c
"Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1 to 5 cases, 5 per cent. 1/2 gross, 2 oz.; or 1/2 gross, 4 oz.	



JAMES DOME BLACK LEAD.		
		Per gross
6a size		\$2 40
2a size		2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 " "	3 25
" " 16 oz., cases, 48 " "	4 25

EAGLE BORAX.

Cases of 5-do. 5c. packages	Per doz.
5-do. 10c.	\$0 40
	0 85

Brooms.

UNITED FACTORIES, LIMITED. doz. net.		
Boeckh's Bamboo Handles, A, 4 strings	\$4 70	
" " " B, 4 " "	4 40	
" " " C, 3 strings	4 10	
" " " D, 3 " "	3 85	
" " " F, 3 " "	3 55	
" " " G, 3 " "	3 30	
" " " I, 3 " "	2 85	

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.	\$ 00
Tillson's Oats, 2-lb. pkgs., per case.	00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.		
Cocoas—		
Hygienic, 1-lb. tins	per doz.	\$6 75
" 1-lb. tins		3 50
" 1-lb. tins		2 00
" fancy tins		0 85
" 5-lb. tins, for soda water fountains, restaurants, etc.	per lb.	0 50
Perfection, 1-lb. tins, per case.		2 40
Cocoa Essence, sweet, 1-lb. tins,		
per doz.		2 25

MOLASSES

New Crop 1904
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE
SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	1/4-lb.	1/2-lb.	1-lb.
COFFEE and CHICORY			
per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA			
per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

Chocolate—	per lb	Mott's Prepared Cocoa, 1/2 and 1/4 boxes	0 28
Queen's Dessert, 1/2 and 1/4	\$0 40	Mott's Breakfast Cocoa, 1/2 in boxes..	0 40
6's.....	0 42	Mott's No. 1 Chocolate.....	0 30
Mexican Vanilla, 1/2 and 1/4	0 35	Mott's Breakfast Chocolate.....	0 28
Royal Navy Rock, " " "	0 30	Mott's Caracas Chocolate.....	0 40
Diamond, " " "	0 25	Mott's Diamond Chocolate.....	0 23
8's.....	0 28	Mott's Navy Chocolate, 1/2 in boxes..	0 37
Iceings for cake—	Per doz.	Mott's Cocoa Nibbs.....	0 35
Chocolate, pink, lemon color, lbs.	\$1 75	Mott's Cocoa Shells.....	0 05
Orange, white and almond, 1/2-lbs.	1 90	Vanilla Sticks, per gross.....	1 00
Confections—	Per doz.	Mott's Confectionery Chocolate	0 21
Cream bars, large boxes.....	\$2 25	Mott's Sweet Chocolate Liquors	0 20
small.....	1 35		
Chocolate ginger, lbs.....	3 75		
1-lb. boxes.....	2 25		
wafers, 1/4-lb. boxes.....	2 25		
1-lb. boxes.....	1 30		
	FRY'S.		
Chocolate—	per lb.		
Caracas, 1/2, 6-lb. boxes.....	\$0 42		
Vanilla, 1/2	0 42		
"Gold Medal," sweet, 1/2, 6-lb. boxes	0 29		
Pure, unsweetened, 1/2, 6-lb. boxes	0 42		
Fry's "Diamond," 1/2, 14-lb. boxes	0 24		
Fry's "Monogram," 1/2, 14-lb boxes	0 24		
Cocoa—	Per doz.		
Concentrated, 1/2, 1 doz. in box	2 40		
1/2	4 50		
1-lb.	8 25		
Homeopathic, 1/2, 14-lb. boxes		
1/2, 12-lb. boxes		
Epps's Cocoa, case of 14 lb., per lb.	0 35		
Smaller quantities.....	0 37 1/2		
	BENDSOP'S COCOA		
	A. F. MacLaren, Imperial Cheese Co.,		
	Limited, Agents, Toronto.		
1-lb tins, 4 1/2 doz. to case.....per doz.,	\$ 90		
" 4 " " " " " " " " " " "	2 40		
" 2 " " " " " " " " " " "	4 75		
" 1 " " " " " " " " " " "	9 00		
	JOHN P. MOTT & CO.'S.		
	R. S. McIndoe, Agent, Toronto.		
			
	Per lb.		
Mott's Broma.....	\$0 30		



Borden's Condensed Milk Co.
Eagle brand \$1 50
Gold Seal brand 1 30
Peerless brand evaporated cream.. 1 20



"Reindeer" Brand
Case (4 doz) \$5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House.....	0 32
Royal Java.....	0 31
Royal Java and Mocha.....	0 31
Nectar.....	0 30
Empress.....	0 28
Duchess.....	0 28
Ambrosia.....	0 25
Fancy Bourbon.....	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin Hee, 1-lb. tins.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0 30
English Breakfast, ground only 1-lb. tins.....	0 12

JAMES TURNER & CO. Per lb.

Mecca.....	\$0 32
Damascus.....	0 28
Cairo.....	0 29
Sirdar.....	0 17
Old Dutch Rio.....	0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java.....	\$0 25
Mocha.....	0 25
"Condor" Java.....	0 30
Mocha.....	0 30

15-year-old Mandheling Java and hand-picked Mocha..... 0 50

1-lb. fancy tins choice pure coffee, 48 tins per case..... 0 20

Madam Huot's coffee, 1-lb. tins..... 0 31

" " " 2-lb. tins..... 0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1.....	0 15
Condor I, 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	42 1/2c.
" III, 80-lb. boxes.....	37 1/2c.
" IV, 80-lb. boxes.....	35c.

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

Mocha and Java coffee, in 1-lb tins, 30-lb cases.....	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases.....	29

Cheese.

Imperial—Large size jars.....per doz.	\$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00
Roquefort—Large size.....	2 40
Small size.....	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

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

	Un- num bered.	Covers and Coupons numbered
In books of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books.....	3c.	4c.
100 to 1,000 books.....	3c.	3 1/2c.

