

**PAGES
MISSING**

**"Thistle"
Brand
Canned Fish.**

The oldest brand in the market and the best—the "Thistle" Brand of extra selected Finnan Haddies. Nothing but real Haddock packed and smoked while fresh right at the water side at Little River, N.S. Unequaled for delicacy of flavor and cleanliness.

**MacUrquarht's
Worcester
Sauce.**

A rich, full-bodied Sauce that you can sell for very much less than the highly advertised Worcestershire Sauces. Rich, piquant flavor. Not thin and watery, hence most economical to use. Sell it and you will please your customers *every single time!*

**Wheat
Marrow.**

A Cereal Food that contains *only* the best and nutritious part of the choicest selected Winter Wheat. *A steady seller right through the year, summer and winter alike.* Can be prepared for the table "quick as a wink." A fine profit in it for you.

**Codou's
Macaroni.**

Sell "Codou's" and your customers get the best—the best is always cheapest in the end. Delicate, white, tender Macaroni made only from genuine Russian Wheat from Taganrog. *Codou's always sets the Standard.*

Sold by leading wholesalers everywhere

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

42 1/2
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37 1/2
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27 1/2
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24 1/2
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Per gal.

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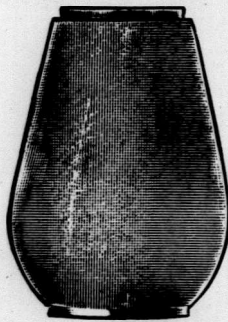
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RETURNED
 JUL 16 1903
 See cut book 10 Page 114
 THE CANADIAN GROCER J. McN.

ARE YOU USING OUR
 Cold Blast
 or Jubilee
 Globes



Give them a Trial.
 THE SYDENHAM GLASS CO.,
 of WALLACEBURG Limited

Aetna or
 Quaker Flint
 Chimneys?



For Sale Everywhere.

ASK FOR
MOTT'S.



MR. GROCER—

The profit in your business rests upon little things—
 "mites." If you are forced by the scales you are using to give 50 cus-
 tomers daily one cent each in down or over-weight, you are 50c.
 poorer and they do not know of or feel any benefit. If you use a
 Toledo Automatic, Springless Computing Scale the 50 customers
 will give you the one cent each that you would otherwise give them and
 you gain 50c., a difference in your favor of \$1.00 on the day's
 business and the customer gets his just dues, so
 loses nothing.

MADE IN CANADA.

For Descriptive Catalogue and all information write to

DEAN & McLEOD, Canadian Agents,
 The Toledo Computing Scale Co.,
 HAMILTON, ONT.

Toronto Agency: 156 Bay St.
 Montreal Agency: 251 St. James St.



THE
 MOP
 THAT
 THE
 SUN
 NEVER
 SETS
 ON.

TO THE RETAIL TRADE

We desire to announce that we are filling many delayed
 orders on our "TARBOX SELF WRINGING MOP," to the
 jobbers at all points from St. John, N.B., to Vancouver, B.C.

And we especially desire to intimate that every Mop is fully equal to any we
 have ever put out. When you find our name, which appears plainly stamped
 on all of our make, it is a guarantee that the Mop is fitted with a full weight
 Cloth, one that is sufficiently "stocky" to be of practical use. We can
 supply an inferior Mop Cloth at \$1.50 less per gross than our regular standard
 Cloth; but we do not AND WILL NOT fit our Mops with them. When
 you get an inferior Mop look for the maker's name.

TARBOX BROS., Toronto, Canada.

BRITISH COLUMBIA SALMON.

- The New Season packs are well to the front.
- To secure the best brands you must move quick.
- Up-to-date buyers are well a-head.

Maple Leaf, Lowe Inlet, Golden Net, Empress.

Four brands to bring you profit and give satisfaction.

The British Columbia Packers' Association,

VANCOUVER, B. C.



**Do You Realize
What You Are Losing?**

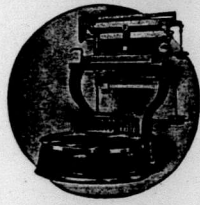
On your way to the bank, if you had an accident like the above you would thank a fellow who stopped you, and helped pick up the money you were losing.

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

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

Ask Dept. M. for Catalogue. *Save three Pennies* DO IT TO-DAY

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



Give your customers something that they will want more of. They will come to you for more.

LIME JUICE

LIME JUICE CORDIAL

and

RASPBERRY VINEGAR

are so pleasing and refreshing that they create a steady demand.

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

124-128 Richmond St. West, TORONTO.



Hauling "Sovereign" Lime Juice from Plantation to Ship.

**We Control the Juice from
the Fruit to the Bottle.**

No other bottlers and refiners of Lime Juice in Canada can make such a claim.

All Lime Juice bottled under our "Sovereign" brand is prepared under our supervision, and we can guarantee its absolute purity and strength. It costs about 50 per cent. less than

imported brands of equal quality. Ask your jobber for it. If he cannot supply you, write direct to us.

Simson Bros. Co. Limited

Wholesale Druggists,

HALIFAX, NOVA SCOTIA.

IT CAN BE FOUND!

In every Clime!

In every Country!

In use by all classes of people throughout
the wide, wide world.

JAPAN TEA

Holds popular favor among *Rich* and *Poor* alike.

It is guaranteed *pure* and *wholesome*.

Grown in a tea producing country,

Without a rival.

JAPAN TEA

Is sold by Tea Merchants and Grocers in
all parts of the *world*.

*THE RIGHT
FLAVOR.*

Buy It.

*A POPULAR
BREW.*

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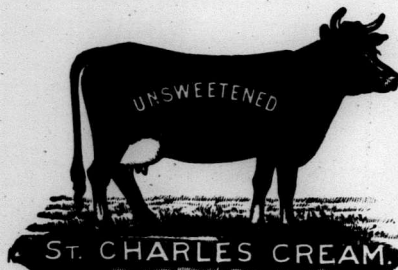


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THE CANADIAN GROCER

Has stood
the test
of every
climate.



Purest
and best
for all
purposes.

The **ST. CHARLES CONDENSING CO.**, producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Home Office and Address:

Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A.

FACTORIES: Ingersoll, Ontario, Canada, and St. Charles, Ill.

CONDENSED MILK



The Most Attractive and Popular Brand

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

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver



QUALITY FIRST

Schepp's Coconut.

Packages and Bulk
The best of its kind.



L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.
NEW YORK.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.

RECEPTION WAFERS

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

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

CEYLON THE PREMIER TEA

BLACK and GREEN

According to ancient history

Ceylon was once

The Granary of India.

It is now

The Tea-ry of the World.

Ceylon Green Tea stands absolutely top when
in comparison with other greens.

Do You Feel the Heat?

If you do, rely upon it that your Sugars feel it still more. Buy good-keeping Sugars. It will save you both money and worry.

ST. LAWRENCE YELLOW

will stand hot weather.

The St. Lawrence Sugar Refining Co.,

MONTREAL.

Limited,

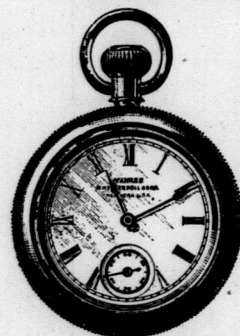
If you "Live to Eat" or if you "Eat to Live," in either case you want the purest and best

**"THE
PERFECTION CANISTER"**

Contains only the best in the best package.

**THE DOMINION CANISTER CO.
LIMITED
DUNDAS, CANADA.**

GROGER'S NOVELTY.



THE
Ingersoll
American Watches.

RETAIL PRICES, \$1.25 to \$2.50

ARGUMENT.

We now offer a practical time piece for the Grocery Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelry trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any General Merchant who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

**Worcestershire
SAUCE**

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

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

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
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Messrs. Wm. Tufts & Son, Vancouver, B.C.
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Sole Manufacturers

Stretton & Co., Limited, **WORCESTER,
ENGLAND.**

THE CANADIAN GROCER

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is **Cold**
Water

STARCH
IVORINE

ASK
TRAVELLERS
THE PRICE

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

We have just received into store
TWO HUNDRED CHESTS of our celebrated..

UVA ELLA CEYLON
GREEN TEA

Best value in Canada. Send for samples and quotations.
It will pay you.

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

TEA ROSE DRIPS

PAY
YOU
WELL

not only in profit but in satisfac-
tion. Your customers are always
pleased and repeat orders are the
order of the day when you sell
Tea Rose Drips, the pure cane
sugar syrup.

ROSE & LAFLAMME, Agents,
MONTREAL.

Nonpareil
Jellies.

A
Comparison

is all that is necessary to convince your-
self and your customers that Batger's
Nonpareil Jellies are by far the strongest
in natural fruit flavor and show the best
table result of any jelly on the market.

ROSE & LAFLAMME, Agents,
MONTREAL.

Aurora Ceylon Japan

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

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

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

Wood's Primrose Ceylon Tea

THE CORRECT THING
FOR
ICED TEA.

Yesterday "PRIMROSE" achieved its popularity.
To-day "PRIMROSE" is enjoying it.
To-morrow "PRIMROSE" will deserve it.

Packed in convenient half-pound canisters, air-tight, full weight.

The new crop in hand is especially delicious in flavor, fragrant and exhilarating.

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

GROCCERS' WHOLESALE COMPANY, Limited HAMILTON.

Authorized Capital.
\$100,000.

Incorporated July, 1901.

Divided into Shares
\$100 each.

Capital Stock offered to Retail Grocers.

Business conducted strictly upon wholesale co-operative lines.

Stock subscribed for by merchants of the very best standing. If interested, write for particulars.

Direct Importers of Teas, Coffees, and General Groceries.



REGISTERED.
Trade Mark.

CANADA BROKERAGE CO., Limited

F. W. HUDSON,
President.

W. F. MORLEY,
Vice-President.

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Sec.-Treas.

48 WELLINGTON ST. EAST,

TORONTO.

General Agents and Wholesale Dealers
in Fancy and Staple Groceries.

Telephone Main 2282.



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Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

THESE is joy in the camp of the British Columbia members over the announcement that the Government has decided, after all, "to do something" for the lead mining industry of British Columbia. Probably no state in the Union, certainly no province in Canada, is so rich in silver lead mines as is British Columbia, and this richness is very largely neutralized, if not utterly destroyed, by the big American combine and the unfavorable smelter conditions locally. It has been urged by the British Columbia advocates of state aid that while the effect of the proposed legislation may be to increase slightly the price of lead to the consumers in other parts of Canada, that the fact must not be lost sight of, that the miners out there are large purchasers of the out-put of eastern factories, for all of which they pay an enhanced price, owing to the protection enjoyed by the latter. Not only is this the case, but the British Columbians, from the circumstance that they manufacture but little locally, are also large importers from outside of Canada, on all of which they pay duty to the Treasury, so that, as a matter of fact, they pay in, in taxes, from two to three times as much per head of the population as do people in other parts of Canada.

I believe that while there may be some objections taken to the proposed increase in bounties, it will not be very great, and that it will be confined to certain theorists who worship a fetish instead of meeting a condition.

A kindred subject to this is that of aid for the iron and steel industries. As at present constituted, state aid is given by way of bounty, and by way of import duty. The bounty was on a scale diminishing with time, and the proposition now is to keep it up to its old level for a further short period. As to the duty part of the matter, a large number of iron and steel manufactures now come into this country, either free or at a low rate, so low as 10 per cent. in some cases. It is said that the large works at Sydney now propose to instal new machinery to produce goods not hitherto made in Canada, and that for this new product they ask the same protection as is already accorded to articles

manufactured in Canada. Their position seems to be a strong one, if we justify the present duties, for, if the protection was right when afforded to an industry now in existence, it must be equally right to accord it to the manufacture of articles not hitherto produced.

* * *

The long discussion over the lengthy Railway Bill of the Hon. Mr. Blair is at last drawing to a close, and only a few of the more disputatious clauses still remain to be passed upon.

* * *

In the early stages of the session we drew attention to certain farmers' grievances, which were exciting a great deal of attention among the rural members, and, inasmuch as the legislation proposed to remedy them had a very direct bearing upon the whole community as a "travelling public," we devoted some time to a discussion of the pros and cons, most notably in connection with cattle-guards upon railways. There has been a most vigorous struggle throughout, ranging from the railway position of a wish to retain the law as at present constituted, which is very favorable to the roads, to the position of the promoter of what has become widely known as the Lancaster Bill, which sought to make the railways liable for all cattle killed, no matter what carelessness the farmer had been guilty of in connection with the accident, even if, to quote an extreme case, he had driven his cattle upon the railway in the hope of getting liberal damages for their death. A middle course has been hit upon, and will most likely be law by the time this reaches our readers. The railway is to be required, as of yore, to maintain cattle-guards, "suitable and sufficient" to turn cattle from getting on the track, and is to be liable to pay the owner the value of the animal killed which has got on the railway right of way because of the absence or insufficiency of cattle-guards, unless the railway proves that the farmer has been actually guilty of negligence, by himself or his agent, in connection with the accident. Under the old law it mattered not how guiltless of carelessness the farmer was, if a high wind had thrown down his fence in the night, if the ubiquitous book agent had called and left the gate open, as he

usually does, still the poor farmer had to shoulder the loss when, as a consequence, his cattle strayed away and got killed. Now this is all altered; only his own carelessness, by himself or his agent, can disentitle him to recover. The travelling public is still protected from the carelessness which absolute immunity might engender in the farmer by two risks he still runs: (1) If the animal is killed not upon the railway's own property, but at the point of intersection of the railway and the highway, he cannot recover, and (2) Any person can impound cattle found running at large within half a mile of the intersection of the highway and the railway at rail level. This latter may seem a trivial protection to those who do not know the farming community. As a matter of fact, however, there is nothing which a farmer more heartily dislikes than having his cattle driven to pound. Not only does he decidedly object to the cost entailed, but he feels it as a kind of application of brute force, which is humiliating to him. Just let the railway section men drive some careless man's herd to the nearest pound, and that man will become a most exemplary citizen, so far as the tending of his cattle goes, for the rest of his life. The point which gives most general satisfaction to the farmers in this matter lies in the fact that the railways are absolutely obliged to prove the carelessness of the farmer, and that the farmer is not obliged to prove his innocence of it, as was desired by many who have been interesting themselves in this bill.

* * *

Not only have the farmers distinctly scored in the matter of cattle-guards, but they also win in the matter of fires kindled by railways. As the law previously stood, a farmer had to prove, not only that the railway set fire to his property, but also, that it set fire negligently, which interpreted means, for example, that there was something faulty in the construction of the engine which threw the sparks. This was practically an impossibility. No farmer could follow an engine up to its round-house and there make an examination of the fire screen to see whether its mesh was of the required fineness and in good repair. To prove out of the mouths of the railway men themselves that anything was wrong,

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

DURABLE
3000 TONS SOLD YEARLY

**DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.**

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

again and again proved impracticable, so that lawyers had pretty generally taken to advising their clients that it was useless to enter suit. The law, as just enacted, throws very properly upon the farmer the burden of proving that the engine started the fire complained of, but, having proved that, the railway company must show that it was operating its road with proper plant in a fit state of repair and without carelessness in so doing. The change seems a simple one, but it will mean that hereafter an owner of land along a railway right of way will be able to recover in cases where he is reasonably entitled to do so, and will no longer be met by the imposition of a condition which it is impossible to fulfil.

HINTS FOR THE WIDE-AWAKE.

By J. M. Steele, Clarksburg.

THIS is an actual transaction that happened to myself a few weeks ago, and should be a good lesson to the trade generally.

I have always made it a habit to weigh all goods sold by weight coming into my store. The other day I got in some tea and, of course, weighed it along with the other goods. (How many merchants weigh their half chests of tea?) Taking the gross weight and comparing it with the net weight charged I found that there was a very small allowance made for tare, too little in fact, as I had a fair idea of the tares of tea packages, having observed it in previous shipments. I wrote the wholesale house, calling their attention to this and received the following reply: "It is by mistake that the tea was entered in our tea list at 62 lb., because the correct weight is only 56 lb. We enclose you a note for the 6 lb. difference and thank you for telling us, and now have sent out credit notes to all who had any before you, none of whom noticed this weight. Please excuse the mistake."

I think it pays to weigh. The wholesale house had not the slightest intention

of overcharging the weight, but yet, just through some mistake of their entry clerk (we are all liable to make mistakes,) in putting down the wrong weight in the stock book, the overcharge was made.

THE TEA TRADE.

THE annual review of the tea trade issued under date of June, by Messrs. Wm., Jas. and Hy. Thompson, tea brokers, Mincing Lane, London, Eng., suggests that the season of 1902-03 may prove to have marked an epoch in the history of the tea industry.

In reviewing the events of the past few years it is pointed out that between 1892 and 1902 the output in India rose from 124 to 175 million pounds, and in Ceylon from 72 to about 150 millions, with the result that, in spite of yearly increased consumption and export, stocks of both kinds, in England, stood at 87 millions in 1902, against 58 millions ten years previously. The conditions which produced these results were plentiful land and labor, abnormally cheap, owing to the depreciation in the silver rupee. The margin of profit offered attracted universal attention, and in the five years previous to 1900, 107,000 acres in India and 80,000 in Ceylon were planted. The result was over production. Prices fell, the rupee appreciated in value and profits vanished. In the meantime consumers were habituated to low prices.

On the other hand, the low prices have ousted China teas, almost entirely, from the United Kingdom, and soldified the interests of India and Ceylon.

During the past season the downward progress has been arrested, yields and acreage have been smaller, and India and Ceylon have taken to manufacturing green and uncolored teas, so that for the first time in many years, there has been an equilibrium of supply and demand.

The prospects for the continuation of these conditions are good. The estimated supplies from India and Ceylon for 1903-4 do not exceed three hundred and

thirty-six millions, of which fifteen million will be green, which is no more than will be required.

Supplies other than from China do not endanger the situation, and Africa, so largely an English land, promises to become a great consumer of tea.

The Ceylon planters have shown great enterprise and activity. During the past year, appreciating the changed condition of affairs occasioned by over supply of black tea, they have with rapidity turned their attention to the manufacture of, to them, an entirely new product, with such success that this season will witness the manufacture of eleven to twelve millions of green and uncolored tea, to which must also be added probably three to five millions from India. Owing to a less favorable yield in Japan, with a consequently higher price, a ready market has been found, mainly in America, for both descriptions, green and uncolored, and prices plus Cess have been in advance of those obtainable for blacks of similar descriptions.

Slightly precipitous supplies have somewhat reduced values in Canada and the United States, but it is anticipated that this will have the ultimately advantageous effect of forcing British grown teas into consumption and thus acquainting the public with their virtues.

LEAVING FOR CALGARY.

D. J. Kelly, ex-president of The Toronto Retail Grocers' Association, is leaving for Calgary, N.W.T. For the last year or so Mr. Kelly has not been in good health, and he has decided to spend some months at least in the invigorating climate "in the shadow of the Rockies." There are few grocers in Toronto who have more friends than "Jack" Kelly and when he goes west he will take with him the best wishes of them all. The business of Kelly Bros., Queen street east, will be continued by his brother, H. D. Kelly.

THE GROWING TIME

is on, and the people want the best. See our travellers' list of goods from Dandicolle & Gaudin, of Bordeaux, France, French Sardines, Paragon Vinegar, Olive Oil, Peas, Mushrooms, Capers, etc., etc.

Also from McMechen, of Wheeling, Salad Dressings, Mustards, Pickles, etc., etc.

LUCAS, STEELE & BRISTOL, HAMILTON.

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

GOOD TO EAT

Old Church Pork and Beans

1s, PLAIN, 47½	1s, CHILI SAUCE, 50	3s TALLS, PLAIN, 90
3s, TALLS, CHILI SAUCE, 95	3s, FLATS, PLAIN, 90	3s FLATS, CHILI SAUCE, 95

Equal to the finest goods packed in the United States. Grocers: Support Canadian canners in putting up all goods by ordering a sample case of each of above—through your wholesale grocer.

STANDARD CANNING CO., HAMILTON.

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

BROOMS FOR THE MILLIONS

We manufacture from only the best materials.

NO DYE

NO COLORING

Our corn requires none of this.

Brooms for the home

Brooms for the church

Brooms for the warehouse

Brooms for the factory

Brooms for the mine

Each Broom examined when bunched.

Any culls discarded.

Prices low and profitable to the grocer.

JAMES TURNER & CO.,

Wholesale
Grocers,

Hamilton.

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

**Prompt
Shippers** }

**49 Front Street E.,
TORONTO**

BUYING TERMS ON CANNED GOODS.

Editor CANADIAN GROCER:

Sir, In your issue of last week we note the several objections taken to the policy adopted by The Canadian Cannery Consolidated Cos., Ltd., of Hamilton. First, from British Columbia merchants, who complain that no prices have been sent them, and that they are not in a position to quote goods for Yukon trade for Fall delivery. One of the primary objects of consolidation of the various companies was to do away with selling of goods before they were packed, which in the past, had been a source of trouble to the packer, and as a rule, very annoying to the trade. Prices have recently been sent to the trade for such goods as are now packed, and other goods will be quoted as soon as packed, or as soon as the crop can be satisfactorily estimated. In adopting this policy, we hope to fill all accepted orders in full, and thereby avoid a repetition of the disappointment and annoyance of last Fall.

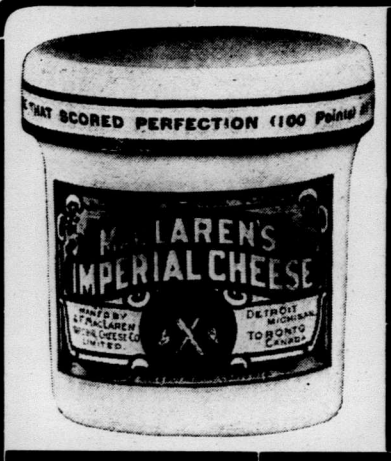
It is said by your Halifax correspondents that we prohibit buyers who buy Consolidated goods buying from outsiders. This statement we desire to correct. Buyers are as free as ever to buy from whom they like, and any kind of goods they want. We do, however, offer a special discount to the wholesale trade who purchase all their requirements from The Canadian Cannery Consolidated Cos., Ltd.

We do not know of any canning companies in the Consolidated Companies that put up blueberries, nor do we think the purchase of blueberries would conflict with contracts in any way made with this company.

The object of the consolidation may be clearly set forth in a few words. Economy in cost of production; uniformity of quality; developing export market and reducing the hazardous nature of our business by refusing to sell goods before they are packed. The many savings effected should put us in a position to offer goods to the trade this season as cheaply as heretofore, notwithstanding the increased cost of raw material and labor of fully 25 per cent., and we believe as the policy of this company becomes better known, it will meet with universal approval of the trade.

Hamilton, July 7. STOCKHOLDER.

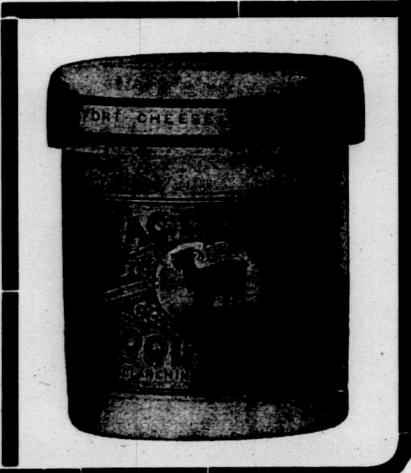
The price quoted for one quality, five strengths vinegar in the advertisement of The Imperial Vinegar and Packing Co., of Hamilton, Limited, in last week's "Grocer," should have read 18 to 32c., instead of as printed.



COTTAGERS AND CAMPERS
WILL ASK FOR
MacLaren's Imperial
AND
Roquefort Cheese,
AS THEY CONSIDER THEM
NECESSITIES IN THEIR
LUNCHEONS.

OUR JARS AND LABELS ARE BEING IMITATED.

KEEP THEM IN A
COOL PLACE THIS
WEATHER, AND
ASK YOUR CUSTOMERS TO DO
THE SAME, AS
THEY WILL KEEP
LONGER.



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

OTTAWA TRADE GOSSIP.

Business here has been extra good and trailers are very busy; the demand for reasonable lines was good, and prices were well maintained. A noticeable feature among the grocery trade is that almost no cutting of prices is practised.

The sugar market remains the same and is very strong at \$4.12 for granulated and \$3.47 for yellows. Granulated in bags is 5c. less.

Canned goods are now as high and higher than ever. Tomatoes are \$1.65, peas, \$1.20; corn, \$1. Stocks are pretty well cleaned up. Orders for new season's pack are being solicited at lowest associ-

ation prices, which of course are not announced as yet. Canned gallon apples are quoted at \$2; 3s at 90 to 95c. String and Golden Wax beans are selling slowly at 80c. Lobsters, in tall tins, are very firm at \$3; half size, No. 1 stock, \$2. Sardines, Canadian, \$3.25 a case. Herrings, in tomato sauce, \$1.40 and ditto, kippered, \$1.50 per doz. No change has taken place in canned meats. Corned beef, in 2s, \$2.75; in 1s, \$1.50, and in 14s, \$19 to \$20. Lunch tongue, \$3.

Rice is firm at \$3.15 per cwt. Tapioca and sago are as low as ever; quotations are around 3½c. There seems to be an overabundant supply this year.

In syrups and molasses there is no change; molasses is quoted 38 to 40c.

Japan teas are continually advancing. Low grade Japans cannot be found under 20c.

The currant market is slow at this season of the year. Fine Filiatras, 4½c.; cleaned Filiatras, 5½c.; cleaned Amalias, 6½c.

Evaporated apples are firmer than they have been this season. Good stock is well worth 7c., although some can be bought at 6½c.

NOTES.

Last week the Ottawa Retail Grocers' Association had the pleasure of entertaining the members of the New York Retail Grocers' Association, together with their wives and families, for a few hours. They arrived on Wednesday night, and on Thursday morning were escorted to the City Hall, where the whole number were introduced by the president of the New York association, Mr. J. Meyers, to the Mayor of Ottawa, Mr. Fred Cook. The mayor then invited them to be seated around the Council Chamber, when he spoke, welcoming them heartily to the city. He was replied to by the spokesman of the party, Mr. Frank Meyer, ex-mayor of Brooklyn. Mr. Provost then welcomed them on behalf of the Ottawa Grocers' Association, and was replied to by the president of their association. The local committee now took the visitors in hand, and proceeded to show them the sights of the city. Special electric cars were chartered for the occasion, and the party visited the Chaudiere Falls, Booth's and Eddy's mills, the business portion of the city, Rockcliffe Park and the Rifle Ranges. At noon they visited the Log Shanty at the Park, where pork and beans were put up in regular shanty style. The Americans seemed to enjoy this part of the entertainment immensely, a great deal more so than if they had been banquetted at the best hotel in Canada. They then boarded their steamer, the Rideau Queen, which was engaged for the round trip, and left about 2 p.m., en route for the Rideau Lakes.

This party consisted of 78 in all, and before leaving they expressed themselves as greatly pleased with Ottawa, which, as a city was a revelation to them for beauty and cleanliness. They thought the way goods were exposed for sale by the merchants here quite up to date, and in some ways better than their own.

The Ottawa association feel quite proud of the advertisement they have made for the city, and there is no doubt it will be the means of bringing other tourists from American points to Ottawa.

The committee in charge were assisted

by the associate members of the association, who were as follows:—G. W. Shoultis, G. W. Hunt, T. C. Bate, Alphonse Provost, H. W. Booth, W. J. Eastcott, Chas. Provost, Wm. York, J. F. Sissons, Jas. McIntosh, Fred Lee, H. C. Ellis, A. M. Douglas, R. Tunnice.

J. E. Cox, late of J. G. Whyte & Sons, has opened up as a broker and commission merchant on his own account. Mr. Cox is so well known to Ottawa trade, that any line placed in his hands will meet with success.

Provost & Allard are just opening up a large consignment of Morton's goods, imported direct from England. They have another car of peanuts on the road from Missouri.



UPTON'S

JAM IS THE
JAM THAT
THE PEOPLE
KNOW
ABOUT. THE
JAM THAT
PROMPTS
THE OFT
REPEATED
REMARK
"IT IS BET-
TER THAN
MAKING
JAM ONE'S
SELF."

IT IS UP
TO YOU TO
GET A GOOD
SHARE OF
THIS TRADE.

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

LIME
JUICE

"Montserrat"

Pints
and Quarts.

The DAVIDSON & HAY, Limited

Wholesale Grocers,
TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

THE PRESERVATION OF EGGS.

By E. Wiggins, 48 Bramah Rd., Brixton, London, Eng.

THE preservation of eggs is no new thing. The method of using lime water for this purpose is said to have originated in Holland more than six hundred years ago. But during recent years the importance of preserving eggs when they are cheap and plentiful has received a great deal of attention. During the next month or two eggs will be cheap on account of their abundance; later on they will be dear on account of their scarcity. The preservation of eggs can be carried on to a small as well as large extent. The best months of the year for this operation are March, April, May and June or July. Many methods have been adopted and at various times experiments have been conducted in different parts of the country. Among the materials used may be mentioned water-glass (silicate of soda) dry table salt, slacked lime and salt brine, a coating of vaseline, dry wood ashes, bran, finely powdered gypsum (sulphate of lime) powdered sulphur, permanganate of potash, salicylic acid, and salt brine, as well as the cold storage method. To preserve an egg the germs of putrefaction must be kept dormant, or destroyed, or their growth prevented in some way. The oxygen of the air is the chief factor in the changes which take place in the egg. Thus, in the preservation of eggs it is most essential that air should be either sterilized or excluded. Of all the devices made use of, that of water-glass (silicate of soda) has been proved to be the most satisfactory. The modus operandi is simple, and, providing that the circumstances will permit, can be undertaken by any grocer who may be desirous of keeping a good supply of eggs for the winter months. There can be no doubt about the remunerative side of this venture. In the first place, the eggs selected for preservation should be the best. The receptacle, for preference, should be an earthenware jar, or other vessel. Before placing the eggs in the preparation they should be carefully washed in cold water. Water-glass can be obtained from almost any chemist or druggist; the price is usually half a crown a gallon. This material is easily manipulated and has the advantage that it can be used more than once. A ten per cent. solution is the strength requir-

ed; but a three per cent. solution has been found to possess a complete preservative power. To obtain a ten per cent. solution one pound of water-glass should be used to nine pints of water, (boiled water serves the purpose best). The eggs should be placed in the earthenware jar, and the solution poured over them so as to cover the top layer to the extent of about one inch. The receptacle requires a covering so as to keep the contents as air tight as possible. They should then be placed in a cellar where a temperature of not less than 33 deg. Fahr., nor more than 45 degrees can be maintained. It is better if the jars can be raised off the floor to enable a current of air to pass underneath. If any of the eggs have a tendency to float some thing should be used to avoid this, in some instances an inverted saucer has proved successful. New laid eggs are the most profitable to preserve, and they should be placed in the water-glass solution as soon after they are laid as possible, but not before they have cooled. When the eggs are taken out for use they will be found sticky and should be wiped before package. The outlay of water-glass at half a crown a gallon amounts to about one third of a penny per dozen eggs. In addition there would be the cost of the jars; but although these are, as above stated, all the better for being earthenware, yet glass or wood may be used, providing that the latter is water tight. Eggs placed in this solution of water-glass will be found to be perfectly sound next December.

Cold storage has proved a useful factor also in enhancing the keeping properties of the matutinal egg. In selecting eggs for cold storage care should be taken to see that only new laid ones are obtained; where possible also it is advisable to have them infertile, as, when fertile eggs get exposed to a temperature of 90 to 100 degrees for even a short time, they will deteriorate, the germ will start in life, and no subsequent treatment will then be of any avail to impart a quality of freshness. Eggs for cold storage should, if possible, be gathered every morning, before the sun has gained any strength, and placed at once in the storage boxes in a cool place. To attain

the highest success they should be graded as to color and size, the boxes being marked accordingly. Care should also be taken to have them clean and free from unsightly stains. The boxes used should be of the usual trade size, holding 36 dozen, and packers should see that they are made of odourless timber, as eggs are peculiarly liable to absorb flavors from their surroundings. Another important point is to see that the boxes are thoroughly dry before being used; this also applies to the "fillers," otherwise mustiness is almost sure to ensue. Beyond the "fillers" of tasteless cardboard, no packing of any kind should be used, as the natural moisture exuding from the eggs should be allowed to escape, otherwise a musty flavor is likely to be perceptible when the cases are opened. Eggs for storage should be forwarded to the cold rooms as soon as packed. Provided that the eggs are given the proper temperature in the cold storage department, the effect will be that everything in the egg is held in suspense, undergoing no change whatever during the storage.

South African Provision Market.

THE recent falling off in the volume of orders for provisions and kindred goods from the South African market is attributed by "Grocery," London, Eng., to the action of the military authorities in South Africa, who have recently been, what may be termed, "off-loading" surplus stores on the various local markets in huge quantities, and disposing of them at greatly reduced rates—in fact, at any price they will fetch, at public auction.

Information in our hands shows that the total of these sales amount to about £3,500,000, and the stores, which are of the most miscellaneous character, embracing farinaceous and other foodstuffs, preserved and tinned meats and fruits, beers, wines, spirits, liqueurs, mineral and other drinks, tobacco and cigars, jams, sauces, vinegar, etc., have been parcelled out among twelve towns in the several colonies in certain proportions, and acquired, for a large part, by the retail clients of coast houses, who have exhausted all their ready financial means to make profit out of the opportunity.

The effect of this arrangement is twofold. The trade of the coast houses, and, as a consequence, that of oversea merchants, has fallen off, and, on the

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.



Charlottetown, P.E.I. Canada

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

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

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

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

SEND FOR PRICE LISTS.

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

"Star Brand" SUGAR-CURED

Hams

may be a little higher in price than the ordinary cure of Hams, but—they are worth it.

Your customers will appreciate a dainty, delicious slice of good Ham, especially at this time of the year. Why not give them the best?

We can supply you in all sizes, either pickled, smoked, or cooked ready for use.

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

**Mess Pork,
Short Cut Pork,
Plate Beef.**

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

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

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

LIMITED

REFRIGERATORS.



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

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

Eureka Refrigerator Co.,

Wilbert Hooley, Manager.
54 Noble St., TORONTO.

This cut represents No. 13. Phone Park 513.



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

C. P. FABIEN,

Merchant and Manufacturer,

3167 to 71 N. Dame St. Montreal, Can.
Write for Illustrated Catalogue.

Steel Stamps, Machine Plates,
Steel Letters & Figures, Brass Labels,
Trade Checks, Stencil Inks,
Stencil Brands.

All first-class. Send to the....

HAMILTON STAMP & STENCIL WORKS,
HAMILTON, ONT.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

DAIRY PRODUCE AND PROVISIONS

other hand, the retailers, having spent all their available means, and pending the realization of their purchases in a glutted market, are ignoring their financial obligations to the wholesale merchants from whom they usually draw their supplies. As a consequence, the latter are hit in a double degree—by the lack of the usual trade and also of due remittances.

Dislocation of the normal course of business of this kind is a result which might have been foreseen by the military authorities, if they had cared to do so, before they launched their surplus stocks on the market, and some arrangement devised to safeguard the interests of wholesale and coast firms. It is surely an ill policy which sacrifices the interests of one class of the community to those of another, and it is really absurd and a breach of common sense that the military authorities, when they trespass beyond their sphere and enter into the domain of commerce, should do so to the detriment of legitimate trade by underselling the market.

Industrial Packing Co., Limited

W. M. J. FALCONER, merchant; **John Burns**, farmer; and **John Oliver**, real estate and insurance agent, all of the town of Palmerston, Ont.; **Hugh Cunningham**, farmer, of the village of Ethel, Ont., and **James Stewart**, financial agent, of the city of Toronto, have been incorporated as The Industrial Packing Co., Limited, with a share capital of \$300,000, divided into 6,000 shares of \$50 each. The head office of the company is to be at Palmerston, and is authorized to slaughter and dress cattle, hogs and poultry, and to engage in and carry on a general packing-house and canning business, and to buy, sell and deal in all kinds of fresh and cured meats, eggs, butter and cheese, and all other kinds of farm produce, also canned goods and fruits.

Cause of Tainted Milk.

The cause of tainted milk, which is the source of much loss to cheese factories, is, according to a late bulletin of the Dominion Department of Agriculture, largely the result of undesirable germs which get into the milk during and after milking. Care in keeping the barnyard and cows clean, and brushing the flanks and udders of the latter before milking, will eliminate most of the trouble. Other causes of tainted milk are said to be absorption of neighboring odors, impure water supply, and improper food, such as turnips and rape. Free access to salt on the part of the cows is an important factor in improving the quality and flavor of the milk, and the butter and cheese made from it.

Canadian Produce in England.

A despatch from London, Eng., states that English dealers are selling Canadian produce as the English article. For instance, Collingwood hams are sold as best Cumberland, and Canadian cheese as English cheddar, thus showing that the quality of Canadian produce equals England's best. Its sale as English produce enables the retailer to buy Canadian goods at a depreciated price, while the quality of the product enables him to dishonestly sell it as the best home-grown. The despatch suggests that if Canadian produce were indelibly marked, its quality would command a price from the consumer vastly in excess of that obtained at present.

THE PROVISION MARKETS.

TORONTO.

The demand for cured meats continues firm on all sides, and the volume of trade done is satisfactory. Lard is still easy, however, but there has so far been no break in the prices quoted last week. Quotations are uniformly unchanged. We quote:

Long clear bacon, per lb.	\$ 0 10	\$0 10
Smoked breakfast bacon, per lb.	0 14	0 15
Roll bacon, per lb.	0 11	0 12
Medium hams, per lb.	0 13	0 13
Large hams, per lb.	0 12	0 12
Shoulder hams, per lb.	0 11	0 11
Backs, per lb.	0 5	0 16
Heavy mess pork, per bbl.	21 00	21 25
Short cut, per bbl.	22 00	22 50
Shoulder mess pork, per bbl.	18 00	19 00
Lard, tierces, per lb.	0 9	0 09
" tubs	0 09	0 10
" pails	0 10	0 10
" compounds, per lb.	0 08	0 09
Dressed hogs, light weights, per 100 lb.	8 50	9 00
" heavy	7 50	7 75
Plate beef, per 200-lb. bbl.	12 50	12 50
Small butchers hogs	8 00	8 25
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcasses	6 00	7 25
" medium	5 50	6 50
" common	5 00	5 50
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

MONTREAL.

The demand for hams, bacon and lard has been good this week and trade in these lines is fairly active, but for pork the market has been slow, and top prices have been shaved about 50c. all round, and easy at that figure. Hams are stronger than last quotations. Advices from Liverpool say that Canadian peafed bacon held its own despite recent complications characterizing continental. We quote:

Heavy Canadian short cut mess pork	\$22 00	\$22 50
Light Canadian short cut clear pork	21 00	21 50
Canadian short cut back pork	21 50	22 00
American short cut clear pork	22 00	24 00
American fat back pork	24 00	25 00
Hams, per lb.	\$0 13	\$0 11
Bacon, per lb.	0 14	0 15
Extra plate beef, per bbl.	14 50	15 00
Pure Canadian lard, in tubs, per lb.	0 10	0 10
" " " pails, per lb.	0 10	0 10
" " " cases, per lb.	0 10	0 11
Fairbank's "Boar's Head" lard compound, 8c. tierce basis, with extras as follows:		
60-lb. tubs, over tierce	0 00	0 00
20-lb. wood pails	0 00	0 00
10-lb. tins	0 00	0 00
5-lb. tins	0 00	0 00
3-lb. tins	0 01	0 01
American can meats:		
1-lb. corn beef	1 60	3 00
2-lb. "	3 00	3 90
1-lb. lunch tongue	8 10	8 10
2-lb. Ox-tongue	8 10	8 10
2-lb. "	10 40	10 40
3-lb. "	13 00	13 00

ST. JOHN, N.B.

In barrelled pork, even lower prices rule, particularly in clear. There is a

**ROYAL
YEAST
CAKES**

MOST PERFECT MADE.

**SOLD AND USED
EVERYWHERE.**

**E.W. GILLETT COMPANY
LIMITED
TORONTO, ONT.**

When you have any

**BUTTER
OR EGGS**

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

WHEN THE GROCER receives a visit from the
GOVERNMENT INSPECTOR, looking for adulterated Spices,
YOU CAN APPRECIATE the feeling of relief and confidence
which the Grocer experiences who has only

PURE GOLD SPICES on his shelves.

THE PURE GOLD MANF'G. CO., LIMITED, TORONTO, manu-
facture and sell only the following "strictly pure" brands of
Spices:

- | | |
|-------------|--------------|
| "PURE GOLD" | YELLOW LABEL |
| "JARDINE'S" | GREEN LABEL |
| "REGAL" | RED LABEL |

and put a guarantee "seal of safety" on every package.

The Inspector is always welcomed by the Grocer who
can show Pure Gold Brands.

wide range in quality. Stocks of new pork are light, and prices are rather higher than clear, or at least some grades of the latter. Beef is held quite firm, though packers show a range in price. In pure lard the price has somewhat recovered from the late decline; compound is held quite firm. In fresh beef there is no change; this is rather a quiet season. Lamb is quite firm, having a large sale. Nice veal is still offering. Mutton is low and very dull. Pork is unchanged; there is very little business. We quote:

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

WINNIPEG.

These departments of trade show good steady business, but nothing new or exciting. In cured meats, hams and breakfast bacons are off ¼c., but otherwise there is no change. In dressed meats, the supply of good steers is limited, but of butchers ordinary there is more than enough; prices are firm. Mutton and lamb continue scarce, and a good deal of the latter offering is not of first quality. The sheep for mutton are coming almost entirely from Ontario. It is claimed that

sheep raisers in the West find ample market for all they have to sell nearer home.

DAIRY PRODUCE.

TORONTO.

BUTTER.—Receipts of butter continue heavy and values have eased off from ¼ to 1c. per lb. since last week. In creamery prints an accumulation is reported, largely accounted for by the large offering of especially good dairy prints. The English market does not seem to have improved since last writing and little has been forwarded. One dealer reported no inquiries and no sales. He was of the opinion that we would have to supply better butter at closer rates before we could control the English market. At present the Danish butter supplies the top quality demanded, while the Russian is making large inroads on the cheaper market. We quote:

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

CHEESE.—The market is easier since a week ago and quotations show a drop of from ¼ to ½c per lb. Prices are still higher than a year ago, and at present rates there is but a light demand for export with little going forward, except for sales made some time ago. The quality is not on the whole up to last year, which saw the high water mark for good cheese. We quote:

	Per lb.	
Cheese, large, new.....	0 10	0 10½
" twins, new.....	0 10½	0 10½

MONTREAL.

BUTTER.—The market has been a very irregular one and hard to quote—no doubt caused by the total absence of any export demand. Finest eastern has been bought on this market for 18 to 18½c.; occasional fancy lots or pet creameries bringing 18½c. In the jobbing way and to the retail grocers 19 to 19½c. is the ruling price.

CHEESE.—During the past week prices have declined about ¼c., but dealers state that this is not sufficient and are daily expecting a further decline. It has been slow in coming, owing to the fact that some of the exporters have sold short and are now buying to cover these sales. The ruling price for Quebecs has been from 9 to 9½c., Ontario, 9½ to 9¾c., in the country, costing about 9¾c. in Montreal, but even this price, we understand, cannot be obtained over the cable. Grocers are buying new goods at 10 to 10½c. from the jobbers. There is practically no old cheese on the market.

ST. JOHN, N.B.

BUTTER.—Prices are easy; there are large receipts. Sales seem light, as demand is largely filled by direct shipments from producers to the retail trade, and even to consumers.

CHEESE.—Prices, while lower, seem quite firm. The local trade will not accept anything but twins, so that large cheese are hard to sell, except for export. Quotations are:

Butter, creamery prints, per lb.....	0 22	0 24
" creamery solids (fresh made), per lb.....	0 20	0 22
" prints.....	0 18	0 20
" tubs.....	0 14	0 16
" tubs, selected, per lb.....	0 16	0 18
Eggs, new laid, per doz.....	0 16	0 18
" case stock, per doz.....	0 13	0 15
Cheese, per lb.....	0 10½	0 11

WE ARE PREPARED TO QUOTE:

Canned Goods

New pack of every description for future delivery—the very best known brands.

Inquire about our prices by Mail, Wire or 'Phone.

Always pleased to give quotations.

Laporte, Martin & Cie.,

Wholesale Grocers, = = MONTREAL.

Trade conditions to-day demand co-operation between you and us. A pound of

Blue Ribbon Ceylon Tea

is worth forty cents every time to the consumer. It is absolutely the best **hill grown** Ceylon tea on the Canadian market.

In addition to the profit you make you enjoy the prestige of selling the **quality** tea of Canada in handling Blue Ribbon.



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



Hires'

Root Beer

the who'e day long.
And you will feel "all right."

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

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

W. P. DOWNEY,
26 St. Peter St., —Prices on Application—

Setna & Co., "Chutneys"

Indian Guava Jelly, Curry Powder.

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

Squirrel, Fox and Tiger.

OLIVE OIL — "TUSCAN"

Finest Cream Salad in Gal. Tins.

SOLE AGENT FOR CANADA.
MONTREAL.

We are quoting . . .

New Pack

TOMATOES

CORN

PEAS

for future delivery

WARREN BROS. & CO., - - TORONTO

Madam Huot's Coffee

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

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

is a genuine French Coffee, *absolutely pure*. It is prepared from a recipe obtained from Madam Huot, of Paris. *It is remarkable for its delicious aroma and its rich liquor.*

It is without
rival.

see cut Bank 10
page 127



The Gem of all
Coffees.

It can be made in the same way as any other pure Coffee. Sold in tins only.
1-lb. at 31c. per lb. 2-lb. at 30c. per lb.

JUST COMING IN:

- | | | |
|----|---|----------|
| 54 | Half Chests Choice Flavory Orange Pekoe Ceylon Black Tea, "Buffalo," at | 22 1/2c. |
| 25 | Chests Choice <i>Hill Ground</i> or Pekoe Ceylon Black Tea, "Wells," at | 25c. |
| 20 | Half Chests (2nd lot) Choicest May Pickings Japan Tea, "Condor III," at | 37 1/2c. |
| 25 | Half Chests Choice May Pickings Japan Tea, "Condor V," at | 30c. |

**On hand, a large stock of all classes
of teas, at right prices.**

Specialty of high-class goods in Teas, Coffees, Spices and Vinegars—wholesale.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

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

"QME"
Baking Powder, Vinegar,
Spices, Coffee.

YOUR TRADE DEMANDS

"MONTSERRAT"
PINTS QUARTS

THE BEST
WE HAVE IT.

"SOVEREIGN"
HALF-PINTS PINTS QUARTS

LIME JUICE

AND THE QUICKEST SELLERS.

DON'T BUY UNTIL YOU HAVE OUR SPECIAL QUOTATIONS.

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

BACK FROM THE GREAT WEST.

W. L. HUNTER, western representative of L. Chaput, Fils & Cie, is in Montreal. In an interview with THE GROCER Mr. Hunter reported having an excellent trip. He met a number of old friends in the Territories, with whom he opened up business for his house. He speaks in the highest terms of the business conditions and possibilities of the Great West.

"What impressed me particularly," said Mr. Hunter, in answer to the inquiry as to the new emigration, "was the extent of the settlers' movement and the steady improvement in the western towns which have been recently opened up. It is remarkable, and there does not appear to be anything of a mushroom character about the places."

Asked as to the condition of affairs in the British Columbian mining districts, Mr. Hunter is of the opinion, based on observation and inquiry, that but a short time will elapse before there will be a steady resumption of mining in the silver lead mining districts. In the boundary section better conditions prevail, as, owing to the advance in copper, the industry is now on an excellent paying basis. Further than this, gold mining has developed to a large extent in West Kootenay, and the smelters at Trail, Greenwood and Grand Forks are kept busy running day and night. The drawback to a full resumption of business in British Columbia has been the prevalence of labor strikes, which, together with political complications, has spread a period of depression over the province as unnatural as it is undeserved.

Indications are not wanting, however, that the end of this unsatisfactory state of affairs is approaching, as it will probably form the subject of legislation during the first session of the Local House.

In Vancouver Mr. Hunter was struck with the number of whilom easterners to be met, many of them old-time friends, who are now in business and thriving. Mr. Hunter, after a two weeks' vacation, will return to his territory.

PERSONAL MENTION.

Mr. J. H. Magor, Montreal, returned from a five weeks' visit to Great Britain. His bronzed face and healthy physique bespeak the good time he has had in spite of its being a purely commercial journey.

Mr. D. Gilmour, of Chase & Sanborn, has shaken the dust of Montreal from off his feet and hid himself to the shores of the Bay of Fundy for his annual Summer outing. Mr. Gilmour possesses a splendid Summer home at St. George, N.B., and every Summer recuperates under the cooling breezes of the Bay of Fundy.

TORONTO RETAIL GROCERS' ASSOCIATION.

THE Toronto Retail Grocers' Association held its regular monthly meeting in St. George's Hall, Elm street, Monday night last, with President David Bell in the chair, and a goodly representation of the members present.

The attention of the meeting, after routine business was disposed of, was devoted to perfecting the arrangements for the 17th annual excursion of the association, which is to take place on Wednesday, the 22nd, to Niagara Falls and Buffalo, via the steamers Lakeside and Garden City, connecting at Port Dalhousie with the electric cars.

Mr. Van Loon, on behalf of the committee which had gone over to spy out the land, reported all arrangements made. A 35c. rate from the Falls to Buffalo had been secured, providing 150 of the party decided to go. Mr. Van Loon was en-

thusiastic in his description of the hospitality meted out to the committee by Mr. Robertson, the transport agent.

The question of music was brought up and the appropriation increased to \$40, while Messrs. Kelly, Coots and Van Loon were appointed a committee to arrange for it.

Secretary Nettlefield produced some sample ribbons for badges, and quoted rates which had been offered. It was decided to have white badges for the guests and colored badges for the members of the association. The president and the secretary were authorized to attend to this matter.

A few other details as to the excursion were discussed, after which, under the head of "good of the order," the matter of price-cutting was brought up. It was stated that a number of dealers were taking advantage of the coupons attached to Force packages to cut prices. The secretary was instructed to communicate with the Force people in regard to the matter.

The meeting then adjourned.

A. A. Steward, of L. and J. A. Steward Co., Rutland, Vt., paid a visit to the Montreal office of "The Grocer" a few days ago. Mr. Steward was in Canada calling on the canners and pork packers, in the interests of his firm, who are manufacturers of machinery for canning purposes and the like.

Lees & Langley, of Colborne street, Toronto, manufacturers of Worcester-shire sauce, have purchased the business recently carried on by The American Coffee Co. at Front street east, where it is their intention to concentrate the whole of their manufactures. They are carrying a full line of coffees and all goods connected with the spice trades at best values. Their address will be 109 Front street east, Toronto.

Windsor Salt.

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

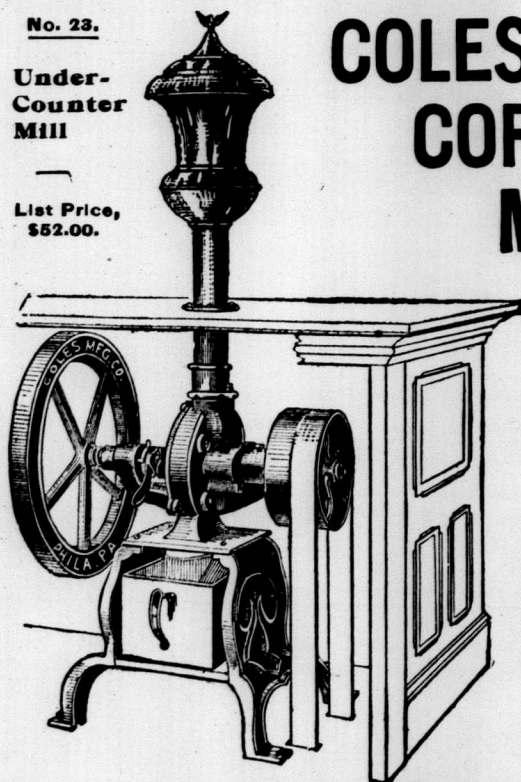
Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

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

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.
Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

Ask and Receive.

Advertise and Acquire.

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the grocery merchants in Canada at the expense of a few cents. Our rate is 2c. per word each insertion, and *remittance must accompany order in every case.*

THE CANADIAN GROCER
MONTREAL and TORONTO.



President:
JOHN BAYNE MACLEAN,
Montreal.

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

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THE WESTERN FRUIT TRADE.

THE fruit division of the Agricultural Department, Ottawa, has issued a bulletin to the effect that Ontario's fruit trade with the west is in a critical condition, owing to the fact that Ontario shippers persist in neglecting to adopt the methods of packing demanded by western conditions. This confirms the paragraph in our last week's Winnipeg letter, stating that "Western fruit jobbers begin to despair of ever getting decently packed fruit from Ontario."

Numerous requests, says the bulletin, have been received for Ontario fruit of the best quality put up in neat and attractive packages of the sort western dealers prefer to handle. Fruit Inspector Philp, of Winnipeg, writes that unless Ontario now makes a determined bid for the trade, the market will be occupied almost exclusively by fruit from California, Oregon and British Columbia; even Kansas and Missouri are becoming strong competitors in apples.

The packages wanted in the Winnipeg market, according to Mr. Philp, are;

Early apples, the bushel box; pears, the half-box, holding 20 lb. of wrapped fruit; peaches and plums, the crate holding four boxes, similar to those used by California shippers, and which are well known to the Canadian markets.

This question of packing is a vexed one in the Ontario fruit trade. It is most humiliating that Ontario fruit cannot be placed on the Winnipeg market in as good condition as fruit from San Francisco. The western market for fruit is already a large one, and will increase in value year by year, and yet, for want of a little care in packing, this lucrative trade is slipping through the fingers of Ontario fruit growers.

It is not enough to grow good fruit; it must be put on the market in good condition and in the shape preferred by the consumer. Fruit in a neat attractive package is half sold.

Let the fruit shippers take a lesson from the cereal food people and make their packages attractive in appearance, as well as convenient in size.

More direct transportation should also be secured. At present, according to the bulletin of the Department, fruit is often forwarded from Toronto to Winnipeg, via Smith's Falls, or even Montreal, instead of direct by North Bay.

There is evident need for immediate and concentrated action on the part of Ontario fruit men, if they are to take their place in the western market.

STRONG PEPPER MARKET.

ALL indications point to a very strong pepper market shortly. The price now is firm with a tendency upwards, and stocks, in some quarters, are smaller than they have been for a number of years. Grinders have, of late, been demanding larger quantities, though there is little speculation, as it is felt that buying will be of a hand-to-mouth character; prices are most likely to gradually advance.

The visible supply in New York, up to August 15, is estimated to be no more than 9,000 or 10,000 bags, with stocks of Acheen and Lampong peppers together amounting to about 2,000 bags at the outside.

On the New York market little business has been done in pepper to arrive, though the demand on spot is good. Consequently, sellers have offered July, September and October - November shipments at 12½c. per lb., which was followed by a small amount of business, sufficient, however, to cause the sellers to advance the price about ¼c.

Stocks in London are placed at about 1,200 tons of black and 900 tons of white.

MONTREAL'S EXPORT TRADE.

ALTHOUGH in two or three items the export business of the port of Montreal from the opening of navigation to the end of the fiscal year, June 30, shows some decrease, the general trade has been very satisfactory. The Montreal Board of Trade have compiled the following table of the exports this season, as compared with last:

	1902	1903
Wheat.....	6,111,468	5,259,350
Corn.....	17,150	1,647,574
Rye.....	240,645	350,123
Oats.....	562,332	239,612
Barley.....	95,503	140,419
Cheese.....	350,561	399,880
Butter.....	82,241	30,123
Cattle.....	15,950	30,303
B'x'd meat	28,090	33,700

In the above list it will be seen that while three items show decreases in the volume of export business, six show increases, some of them very large. The decreases include wheat, oats and butter, the last being over 52,000 packages short of the export number of 1902. Wheat shipments are also considerably less, so far, but it is a satisfaction to know that about three-quarters of the wheat shipped is Canadian grown.

Owing to the small amount of corn shipped last year from United States sources, the increase in the export this year is not surprising. It is the largest in the list. The increase in cheese amounts to nearly 70,000 boxes, a most satisfactory showing, considering the high prices ruling on the English market. Cattle shipments also give cause for rejoicing, though a portion of the cattle shipped this year from Montreal came from the United States. Much of the boxed meats in the above list is also of American origin, but Canadian shipments have been good.

DISCRIMINATION AGAINST CANADIAN GOODS.

TRADE with South Africa has received considerable attention from Canadian exporters during the past few years, and the action of the Federal Government in subsidizing a steamship service from Canada to Cape Town and Durban is in line with a progressive policy only too necessary to develop a trade that was becoming practically monopolized by our friends to the south.

When the Government entered into the subsidy agreement with the Furness-Withy line of steamships plying between Montreal and South Africa it was naturally assumed that the movement was started with the view of encouraging Canadian manufacturers and shippers. It was to be reckoned with that American shippers would in all likelihood take advantage of the line as well, owing to their ability to secure low inland rates to Montreal, and some of the most prominent western firms have not been slow to take advantage of the opportunity afforded them; but it is somewhat startling to learn that a discrimination in favor of American shippers is manifested by the subsidized steamship company.

Our attention was called the other day to what seems to us to be an unjust partiality shown an American concern recently as against one of the largest Canadian packers in Montreal in the loading of freight for South African ports. The last steamer leaving was the Wyandotte, and it seems that The Laing Packing Co. of Montreal, who are amongst the most progressive exporters of Canadian dressed meats, had arranged for storage space on the vessel. Orders were given to The Lilley-Cameron Cartage Co. to commence loading June 29 and 30, and deliveries were made on the days named. It appears that, owing to July 1 being a holiday, the balance of the shipments were not offered until July 2, when, on arriving at the dock, the captain of the Wyandotte refused to permit the Canadian goods to be taken on board, and after keeping the Canadian goods waiting for over two hours, sent them back to the packing-house, but took on 10 carloads of Ameri-

can beef, which were standing in refrigerator cars in the dock.

The cartage company's protest was of no avail, and the result was that about 50 cases of Canadian meat were left behind, while the 10 carloads of American meat secured storage room.

It seems to us a matter for Federal investigation, and should it be shown that Canadian shippers are being discriminated against the parties at fault should be brought to task. Canadian manufacturers and shippers should at least have equal opportunities with competitors, to say nothing of a legitimate preference, on their own subsidized lines, but when it comes to a case like this, where Canadian goods were kept in the sun for over two hours, and then absolutely refused, while American shipments were being loaded out of refrigerator cars, it seems to us time to enter a protest in the name of our Canadian manufacturers and shippers. It will be the object of THE GROCER to fully investigate cases of discrimination against Canadian exporters, and should they be proven, to follow the matter up until a remedy is applied.

CANADIAN FLOUR IN TRINIDAD.

A SHORT time ago complaint was heard from Trinidad that shipments of Canadian flour had not been keeping well. THE GROCER wrote to Gordon, Grant & Co., of Port-of-Spain, enquiring the cause, and their reply was published in our Export Number. The fault was largely, it seems, that of the shippers, who were not sufficiently particular in sending their goods to a climate so trying as that of Trinidad, and occasionally sent consignments which were known not to possess good keeping qualities.

It is gratifying to notice in the last Commercial Review published by Gordon, Grant & Co. that a recent consignment of Canadian flour per S.S. Ocamo turned out of reliable quality and found ready sale.

Evidently, with sufficient care, our breadstuffs can be placed on the tropical markets in good condition. It behooves

our exporters to build up a sound reputation by attending to those little details which make all the difference between success and failure.

THE DEMAND FOR CANADIAN FRUIT.

FROM the report of a Californian fruit exporter it appears that there is a great future for Canadian fruit on the English market, as well as for other products. He states that his own firm are already experiencing difficulty in controlling the market there, as they once did, owing to the fact that with the increasing sentiment in favor of the colonies, the British people are giving the preference to Canada and the other colonies. Grapes, peaches and other fruits from Canada, certainly hold their own in point of flavor with those from any other countries, and though it will likely take some time to convince the people of Great Britain generally that such fruits are grown successfully in this country, yet when the awakening comes, there will be room in Canada for many more orchards, vineyards and fruit farms.

TRAVELLERS' VACATION.

THE movement for securing a uniform date for the Ontario Grocery Travellers' vacation seems to have found an obstacle in the fact that the Toronto and western houses have not been able to agree on the same two weeks. The Toronto people have agreed on the two weeks ending August 15, while the western people on a week later.

It would be regrettable if this matter should not be adjusted. It is in the interests of all that the vacation period should be uniform throughout the province, and the travelling men turned loose in a body.

It is not yet too late, and it is to be hoped that the houses concerned may arrive at some agreement, which, without prejudicing the legitimate interests of any, may result in the settling of a common date.

He who would avoid being overtaken by failure should keep up with the details of his business.

COMMERCIAL INTEGRITY.

THE experience of manufacturers, regarding the conduct of dealers in handling their goods, varies considerably. The many advantages and great convenience of the dealer to the manufacturer, is indisputable. He serves as a medium for distribution, at once complete and effective, and therefore of great value; beside which he saves to the manufacturer the multiplicity of detail, risk and expense which naturally arises upon the more minute distribution. The dealer, owing to the great number of lines handled by him, is in a position to undertake these responsibilities at a commission comparably small to the cost it would mean to the individual manufacturer, were he to undertake such.

Further, the dealer who retains the good-will and confidence of his retail clients is clearly in a position to introduce more readily and effectually the many new and varied kinds of products which it is continually necessary to bring forward, if the reputation of the manufacturer is to be maintained.

This latter point without doubt is one of the dealer's strongholds. The retail merchant regards his jobber, not merely as a medium of supply, but as a channel, by means of which, he is enabled to keep continually in touch with the constantly varying markets, and from whom he can obtain those courtesies of information and advice which often will make all the difference between profitable and unprofitable business.

Without question, confidence is the great establishing factor in building up a clientage; the dealer who can command the confidence of his patrons secures for himself an asset which will survive the keenest of competition. But to obtain this, he must be moved by a principle far in advance of, and which will surmount, the often delusive considerations of dollars and cents—notwithstanding the important part they play in the race for success.

There are, however, men who are too short-sighted to see beyond the range of present advantage, who greedily seize any opportunity to make a few additional dollars, and who will stoop to make mean

use of this confidence to suit their ends, even though it be at the expense of that principle which is a positive necessity to healthy business existence.

That this class of man is to be met with in all positions of trade and commerce is unfortunately true, but nevertheless their presence should stimulate every honest trader to denounce and expose their methods.

Our experience of such men is that they are short-lived, seldom succeeding in holding trade for any length of time, notwithstanding their ability to deceive. Still it is difficult to estimate the extent of damage thus done to healthy trade.

Quite lately our attention has been called to an example of what was, to say the least, a palpably mean and discreditable way of opposing a manufacturer and which it seems difficult to credit, were it not that the information came from indisputable authority.

The said manufacturer making, as he does, a line of goods of undoubted quality, to maintain which necessitates a deal of extra expense and labor, has had his wrappings and packages copied, in almost every particular, by a rival firm who are making goods to imitate, but decidedly inferior in quality to those supplied by the first manufacturer, and at, of course, a much lower price than it is possible to produce the better class goods.

It is in the very nature of things that competition will always be active to avail itself of any noticeable success in any given line, and is, in all probability, an incentive rather than a hindrance to trade, but competition, to be beneficial, must be on equally correct lines, and the first principle should be that all goods should stand on their intrinsic merit alone and not dependent upon subterfuge for an entrance into market.

Now, this imitation by no means disconcerted the manufacturer referred to, believing as he did, and having every reason to believe, that, taken on their absolute worth, his product would come out on top, and that the dealers would not be deceived by the similarity of their "get up."

This in many instances proved correct. But where the real injustice of the situation comes in, as has been pointed out on

other occasions, is between dealer and retailer. And it is upon this feature that comment becomes necessary.

The retailer mails his order to his jobber, mentioning, amongst other things, a line of So-and-So's goods, and the jobber, alive to the extra profit on the deal and knowing his man, sends off a line of another make, got up to look like the better article, trusting to his ingenuity to meet complaint should one arise. The retailer, however, probably in immediate need of the goods in question, places them in store for sale and the error is not detected until it is too late for correction, and possibly injury has been done to his trade.

Now, as regards the manufacturer there is little to say. It is clear that as regards his goods he is quite at liberty to make what quality he desires and whatever style he thinks fit, but for his own reputation's sake, and the permanent success of his venture, it would have been better to place his goods on the market in an independent way and on their own merits, to say nothing of the injustice done to the goods imitated.

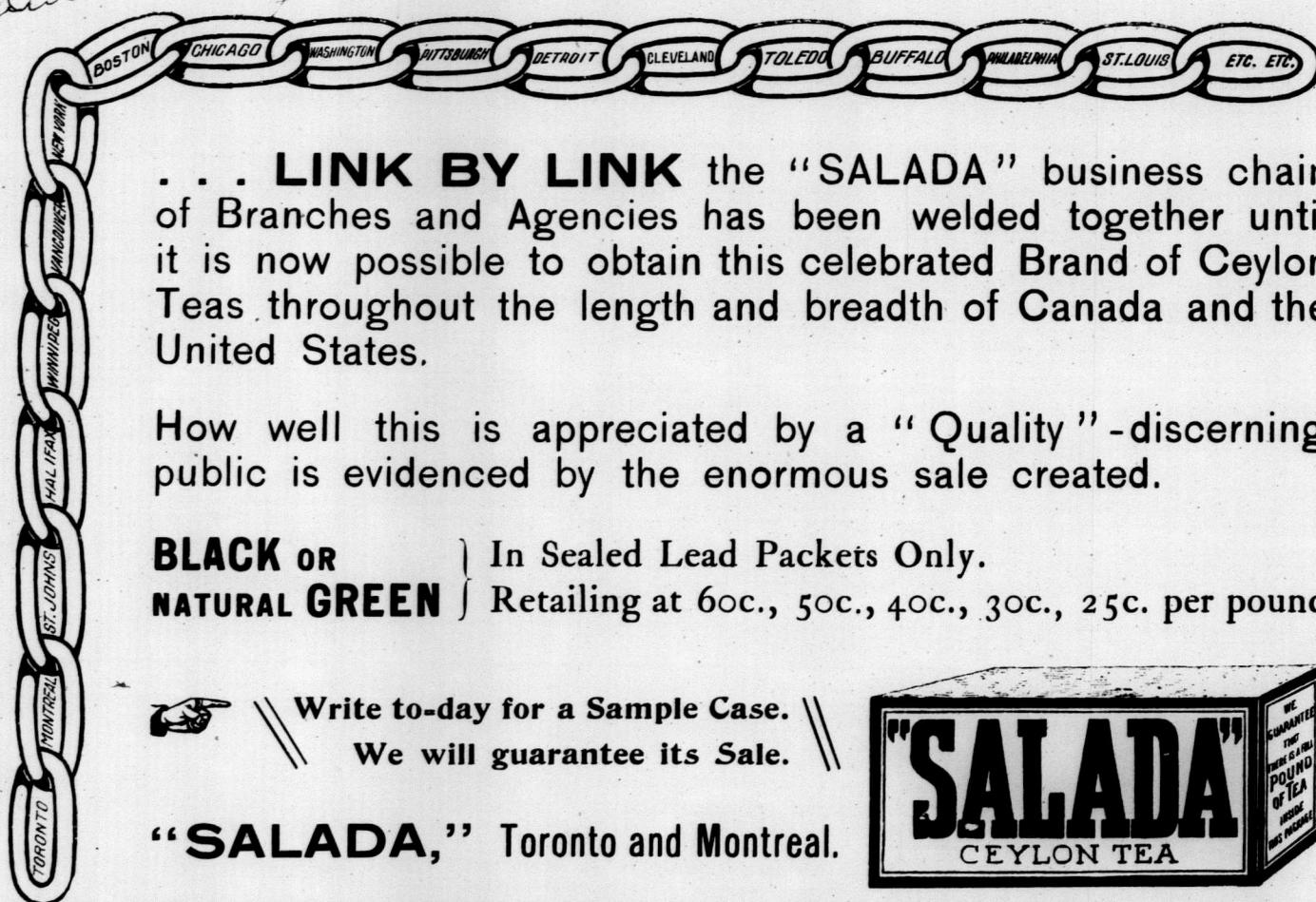
But the dealer stands in a different light and no excuse can be raised to justify anything on his part bearing the semblance of deception. Standing as he does as a middleman between manufacturer and trader, it is of the very first importance that he give fair and equal consideration to every product coming to his hand, and warrant, in every way, his position as trusted agent of the manufacturer. No language can be found adequate to condone conduct of the character before mentioned.

And equally so is it the duty of the jobber to see that any variation or imitation, such as we mention, is pointed out to his retail friends, that in their turn they may be readily on guard to protect their customers.

In these days of easy and quick communication, there can be no excuse for introducing such unequal and deceptive methods of competition. The traveller, telephone and telegraph place jobber and merchant in such ready touch with one another, that the "out of stock," and "just as good" excuses cannot for a moment hold water, and the retail merchant will do well to think twice before placing further confidence in firms resorting to such manoeuvres.

As between wholesaler and retailer the greatest confidence should exist in the interests of both parties, and for the maintenance of that commercial morality without which healthy business life cannot be maintained.

3
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 11/11/21



... **LINK BY LINK** the "SALADA" business chain of Branches and Agencies has been welded together until it is now possible to obtain this celebrated Brand of Ceylon Teas throughout the length and breadth of Canada and the United States.

How well this is appreciated by a "Quality"-discerning public is evidenced by the enormous sale created.

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

Write to-day for a Sample Case.
 We will guarantee its Sale.

"SALADA," Toronto and Montreal.



WHOLESALEERS ARE NOW OFFERING FOR FORWARD DELIVERY

New Pack "Horse Shoe" Salmon.

For quarter century "Horse Shoe" Brand Salmon has led the Canadian market.

All leading grocers throughout the Dominion sell it.



A good article promotes good will among your customers, brings them back for other purchases, gives them confidence in you and your stock.

Women of intelligence appreciate the ease with which they can obtain excellent results when they use

Celluloid Starch
 Never Sticks Requires no Cooking.

Intelligent grocers who realize that a satisfied customer is the best advertisement supply their customers with Celluloid Starch.

THE BRANTFORD STARCH WORKS, LIMITED.
 BRANTFORD, CANADA.



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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, July 16, 1903.
GROCERIES.

THE general trade outlook has been fairly good since our last issue, and the volume of business done is considered satisfactory. On the street, however, whilst there has been a good amount of activity regarding futures, there is not the same degree of satisfaction. In canned goods business continues to be well maintained, and it is contemplated that by the time new packs come to hand old stocks will have almost disappeared, provided present demand continues. Coffee still maintains a fair demand and prices are ruling firm. In spices there is nothing to chronicle, the interest being of small character with prices still ruling firm. Rice and tapioca continue to call for a fair degree of attention and are well maintaining quotations. Syrups and molasses are notably weak at this season, and the present is by no means an exception. The home tea trade is not over active; there has been a fair degree of business done, but no disposition to buy largely on present market conditions. The London market reports still denote a strong position, teas showing quality being well competed for, and ruling at fully up prices, whilst the commoner grades, although showing tendency to weaken, still show considerable advance over last year's averages; and it is expected will maintain firmness in coming sales. Dried fruits are continuing to be well in demand, and stocks on spot are being materially reduced with prices ruling firm. The demand for sugar since our last has been exceedingly good and there has been some substantial business doing. On July 10 there was an advance of 10c. per 100 lb. on all domestic refined in sympathy with the advance on American markets, and we have revised our list below accordingly.

CANNED GOODS.

Trade continues satisfactory as regards canned goods, the demand being still well maintained. Stocks are much reduced and it is found difficult to keep up the supply in many lines. Prices are continuing firm at previous quotations. We quote:

Apples, 3s.....	0 80	0 90
" gallons.....	1 30	2 00
Asparagus.....	2 75	3 00
Beets.....	0 60	0 95
Blackberries, 2s.....	1 50	1 70
Beans, 2s.....	0 85	0 85
Corn, 2s.....	0 85	1 00
Cherries, red, pitted, 2s.....	2 00	2 10
" white.....	2 30	2 50
Peas, 2s.....	1 00	1 00
" sifted.....	1 00	1 10
" extra sifted.....	1 25	1 30
Pears, 2s.....	1 00	1 50
" 3s.....	1 75	2 00
Pineapples, 1½s.....	1 50	1 60
" 2s.....	1 80	2 00
" 3s.....	2 25	2 40
Peaches, 2s.....	1 35	1 55
" 3s.....	2 25	2 50
Plums, green gages, 2s.....	1 00	1 10
" Lombard.....	0 85	1 00
" Damson, blue.....	0 85	1 00
Pumpkins, 3s.....	0 85	0 90
" gallon.....	2 65	2 65
Rhubarb.....	2 10	2 25
Raspberries, 2s.....	1 25	1 40
Strawberries, 2s.....	1 35	1 50
Succotash, 2s.....	0 85	1 00

Tomatoes, 3s.....	1 50	1 65
Lobster, tails.....	3 35	3 35
" 1-lb. flats.....	3 50	3 70
" ½-lb. flats.....	1 85	1 90
Mackerel.....	1 00	1 25
Salmon, sockeye, Fraser.....	1 45	1 55
" Northern.....	1 35	1 40
" Horseshoe.....	1 55	1 60
" Cohoes.....	1 00	1 10
Chums.....	0 95	1 00
Sardines, Albert, 1s.....	0 13½	0 14
" 1s.....	0 19	0 20
" Sportsman 1s.....	0 14	0 14
" " 1s.....	0 23½	0 23½
" Portugese 1s.....	0 08	0 10
" P. & C. 1s.....	0 25	0 27
" P. & C. 1s.....	0 35	0 38
" Domestic 1s.....	0 03½	0 04
" " 1s.....	0 09	0 11
" Mustard, ½ size, cases 50 tins, per 100.....	8 00	9 00
Haddies.....	0 95	1 00
Kipperd herrings, domestic.....	0 90	1 00
" imported.....	1 45	1 55
Herrings in tomato sauce, domestic.....	1 00	1 10
" imported.....	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1½lb. cans.....	1 50	1 65
" 2½lb. ".....	2 65	2 75
" 6lb. ".....	8 00	8 25
" 14lb. ".....	18 50	18 50
Lunch tongue, 1½lb. ".....	2 85	3 00
" 2½lb. ".....	6 00	6 00
English brawn, 1½lb. ".....	1 50	1 60
English brawn, 2½lb. ".....	2 75	2 85
Camp sausage, 1½lb. ".....	1 50	1 65
" 2½lb. ".....	2 65	3 00
Soups, assorted, 1½lb. ".....	1 00	1 50
" 2½lb. ".....	1 00	1 20
Soups and Boull, 2½lb. ".....	1 80	1 80
" 6lb. ".....	4 50	4 50
Sliced smoked beef, 1½s.....	1 50	1 70
" 1s.....	2 65	2 80

Prices to Hand of New Pack Futures.

Maple leaf salmon.....	1 42½	1 45
Clover leaf ".....	1 49½	1 62½

ORANGE MARMALADE.

1-lb. glass jars, 2 doz. in case, per doz.....	80 95
2½-lb. tin pails, 2 doz. in crate, per lb.....	0 06½
5-lb. tin pails, 8 pails in crate.....	0 06
7-lb. " 6 " ".....	0 06
7-lb. wood pails, 6 " ".....	0 06
30-lb. pails, per lb.....	0 06

PURE FRUIT JAMS.

Raspberry, Strawberry, Peach, Plum, Apricot, Red and Black Currant, Gooseberry, Fig Jams packed as follows:	
1-lb. glass jars, 2 doz. in case, per doz.....	80 95
2½-lb. tin pails, 2 doz. in crate, per lb.....	0 06½
5-lb. tin pails, 8 pails.....	0 06
7-lb. wood pails, 6 pails in crate.....	0 06
14-lb. " 6 " ".....	0 06
30-lb. " per lb.....	0 06

PURE FRUIT JELLIES.

Raspberry, Strawberry, Black and Red Currant Jellies packed as follows:	
1-lb. glass jars, 2 doz. in case, par doz.....	80 95
2½-lb. tin pails, 2 doz. in crate, per lb.....	0 06½
5-lb. tin pails, 8 pails.....	0 06
7-lb. wood pails, 6 " ".....	0 06
14-lb. " 6 " ".....	0 06
30-lb. " per lb.....	0 06
2s. strawberries, heavy syrup, per doz.....	1 40
2s. preserved.....	1 60
Gals. " standards.....	5 00
Gals. " solid pack.....	8 50
2s. red raspberries, heavy syrup.....	1 40
2s. preserved.....	1 60
Gals. " standards.....	5 00
Gals. " solid pack.....	8 50
2s. black raspberries, heavy syrup, per doz.....	1 35
2s. preserved.....	1 55
Gals. " standards.....	4 75
2s. red cherries, not pitted, per doz.....	1 80
2s. pitted.....	2 20
2s. English black cherries, not pitted, per doz.....	1 85
2s. pitted.....	2 25
2s. white wax cherries, not pitted, per doz.....	2 00
2s. pitted.....	2 40
2s. cherries, standards, per doz.....	5 50
Gals. " standards.....	5 50
2s. rhubarb, preserved, per doz.....	1 10
3s. ".....	1 80
Gals. " standards.....	2 50
2s. asparagus tips, per doz.....	2 50
2s. select table spinach, per doz.....	1 40
3s. ".....	1 80
2s. standard peas, No. 4, per doz.....	0 87½
2s. sifted peas, No. 3, ".....	0 90
2s. extra sifted peas, No. 2, ".....	0 95
2s. extra fine sifted peas, No. 1, per doz.....	1 40
3s. ".....	1 80
1s. baked beans, 4 doz. in case.....	0 45
2s. tall cans.....	0 72
3s. ".....	0 90
3s. flats.....	0 90
1s. lunch tongue.....	2 7

COFFEES.

There has been a fairly even demand in milder grades of coffee on the home market since last issue and prices are ruling firm at previous quotations. The N. Y. market reports business as very slow with prices slightly yielding. Reports from primal markets denote crops as continuing full. We quote:

Green Rios, No. 7.....	Per lb.	0 07
" " No. 6.....	0 07½	
" " No. 5.....	0 08	
" " No. 4.....	0 08½	
" " No. 3.....	0 09½	
Mocha.....	0 23	0 28
Old Government Java.....	0 22	0 30
Santos.....	0 25	0 30
Plantation Ceylon.....	0 25	0 30
Porto Rico.....	0 22	0 25
Guatemala.....	0 22	0 25
Jamaica.....	0 15	0 20
Maracaibo.....	0 13	0 18

SUGAR.

The markets have developed considerable strength since our last, and we have to record an advance of 1-16 to ¼ in raw sugars. There have been sales of Muscovado sugars, 89 test, at 3 1-16, and later at 3½, also of centrifugals at last quotation of 3 9-16, and we hear of sales at 3½, with sellers now asking 3 11-16 and buyers disposed to accept offerings for shipment on this basis. The market is very firm with holders asking higher prices and with a good demand for refined. Refiners are ready buyers. Stock at U.S. four ports for week ending July 8 was 328,000 tons; receipts being for the week 39,831 tons, and meltings, 30,000 tons; the reduction in meltings for week being due to closing of refineries over the holidays. Cables from Cuba report stock 325,000 against 387,740 tons at same time last year, with four central factories still grinding. Combined stocks of U. S. and Europe at latest uneven dates were 2,550,061 tons, against 2,621,780 tons at same period last year, the decrease being 71,719 tons. Europe has shown increasing strength with quotations for 88 per cent., fluctuating between 7s. 10½d. and 7s. 11½d. for July shipment basis f.o.b. Hamburg. According to latest cable reports there was a reduction in the world's visible supply of 60,000 tons for the week. Total figures were 10,000 tons less than last year.

In refined we have to report greatly increased activity with heavy withdrawals under existing contracts and American refiners being several days oversold. With new business all orders are being accepted subject to delay in shipment. Quotations were advanced 10c. per 100 lb. all round, with the exception of Ar buckle's refinery, on morning of July 10, and this advance was promptly followed by a similar advance in Canadian quotations, which we show in list at foot. There is a decidedly better demand locally, consumption being good, and dealers generally showing disposition to anticipate requirements in view of strong attitude of foreign markets. We quote:

Paris lumps in 50-lb. boxes.....	4 88
" " " ".....	4 78
" " " ".....	4 83
" " " ".....	4 73
St. Lawrence granulated.....	4 23
Redpath's granulated.....	4 23
Acadia granulated.....	4 18

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

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

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... Limited.

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 TORONTO.

The

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**FRUIT, PRODUCE AND
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Cor. Market and
 Colborne Streets, TORONTO

SPECIAL VALUES

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

GET OUR QUOTATIONS.

CLEMES BROS.

37 to 41 Church St., TORONTO.

ASK FOR OUR WEEKLY PRICE LISTS.

THE MARKETS

WHITE BEANS.—There is nothing doing in beans at present. Prices are stationary. We quote:

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

DRIED APPLES. The market in dried apples is featureless and will probably remain so till Fall. We quote:

Apples, dried, per lb.	0 03	0 03½
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POULTRY.—A few offerings have been made this week and met with a fair demand. We quote:

Spring chickens, per lb.	0 15
Old hens, per lb.	0 08½

(For Butter and Cheese see Dairy Produce).

GREEN FRUITS.

This week has shown a fairly satisfactory turn over in the fruit market. Strawberries are out of the market, but raspberries have come in in reasonable quantities, but the indications point to a short season. New Canadian apples are making their appearance on the market at 40 to 60c. per basket. California apricots have eased off 25c. and peaches strengthened 15c. Oranges generally are a little easier, lemons are up and watermelons 5c. higher than last week. Black currants are a little lower. Raspberries maintain last week's figures. We quote:

Mediterranean sweet oranges	3 50	3 75
Sorrento oranges	3 25	4 00
Late Valencias	5 00	
Pineapples, per crate	3 50	3 75
Bananas, per bunch for ordinary	1 25	1 75
" large bunches	1 75	2 00
Messina lemons, per box	3 50	4 00
Limes, per crate (8 doz.)	1 25	
Raspberries, Canadian, per qt.	0 07	0 10
Tomatoes, per crate (4 baskets)	1 00	1 15
Canadian apples, baskets	0 40	0 60
Cocoanuts, per sack	3 50	4 00
Canadian cherries, per basket	1 10	1 50
Gooseberries	0 40	0 90
Wax beans, per basket	0 40	0 60
Red Astrachan apples, per hamper	1 25	1 80
California apricots, per crate	1 50	1 75
" peaches, per box	1 50	1 65
" plums	1 50	2 50
Watermelons, each	0 40	
Cantaloupes (musk melons), per crate	0 40	
Red currants, per basket	0 40	0 75
Black	0 90	1 10

VEGETABLES.

The vegetable market is receiving large supplies and meeting with brisk demand. Green peas are an important feature, ranging from 75c. to \$1.50 a bag, the outside figure being for large pods. Canadian potatoes of excellent quality have begun to come in in large quantities at 80 to 90c. per bushel, a drop of 20 to 25c. since last week. Cucumbers are scarce and high. Asparagus is off the market, and parsnips are offered at 40c. per dozen. Butter beans are offered in larger quantities at easier prices. We quote:

Cabbage, per doz.	0 40	0 60
Green peas, per basket	0 25	0 40
Green peas, per bag	0 75	1 50
New potatoes, American, per bbl.	2 75	3 25
New potatoes, Canadian, per bush.	0 80	0 90
Cucumbers, Baltimore stock, per basket	1 25	
hot house, per basket	0 90	1 00
Canadian, per doz.	0 75	1 25
Egyptian onions, per 100 lb. sacks	2 50	2 75
Lettuce, per doz. bunches	0 20	
Cabbage lettuce, per doz. bunches	0 20	
Butter beans, per peck	0 30	0 35
Fresh onions, per doz. bunches	0 15	0 25
Rhubarb	0 20	
Radishes, per doz. bunches	0 20	
Mushrooms, per lb.	0 75	
Mint, per doz. bunches	0 10	0 15
Parsley	0 15	0 20
Spinach, per bush.	0 25	
New beets, per doz.	0 15	0 20
Cauliflowers, per doz.	6 75	1 25
Carrots, per doz.	0 10	0 15
Parsnips, per doz.	0 40	

FISH.

This is the off season for fish, but slack supplies are met by slack demand, and prices remain steady. We quote:

The
 Canadian Grocer

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

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or sold cost freight and insurance.

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Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

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

DRIED, GREEN, EVAPORATED APPLES.

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 YOU GOOD PRICES. GIVE US A TRIAL SHIPMENT.

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

J. E. COX

BROKER and COMMISSION MERCHANT

Correspondence Solicited. Reference furnished.

53 SPARKS STREET, OTTAWA.

TEA.

AGENTS REQUIRED in Canada and United States
 to sell and obtain wholesale orders for **Ceylon
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CANADA and the U S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker.

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

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN. Manitoba wheat has advanced 4c. per bushel since last week in sympathy with American quotations and lessening available supplies. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 92
" Northern "	0 51
Red, per bushel, on track Toronto	0 78 0 79
White "	0 78 0 79
Barley "	0 45 0 46
Oats "	0 34 0 35
Peas "	0 68
Buckwheat "	0 41
Rye, per bushel, "	0 54

FLOUR. There has been no change in flour quotations since last writing in spite of the rise of Manitoba wheat. Threshing has commenced in some parts of Ontario, and the prospect of early arrivals is promising. We quote:

Ontario patents, per bbl.	3 59 3 75
Hungarian patents	4 29 4 30
Manitoba bakers	3 50 4 09
Straight roller	3 40 3 50

BREAKFAST FOODS. Dealers report brisk business for this time of the year. Prospects are bright and higher prices are anticipated before Fall. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 75
" " " " in wood	3 90
" " " " for broken lots	4 00 4 15
Rolled wheat, per 100 lb. bbl.	2 25
Commercial	4 00
Split peas	4 75
Pot-barley in bags	4 00
" " in wood	4 15
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

POTATOES. Ontario stocks are coming in in large quantities and good quality, practically displacing Americans. Old stock are just about out. We quote:

Potatoes, new Canadian, per bush.	0 80 0 90
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HIDES, SKINS AND WOOL.

Hides are steady; there is a fair demand and stocks are being reduced. Calfskins are weak in sympathy with the recent decline in foreign markets. Wool is steady, but not much is changing hands, buyers and sellers being apart in their views. We quote:

HIDES.

No. 1 green, per lb.	0 08
" 2 "	0 07
" 1 " steers, per lb.	0 08 1/2
" 2 " "	0 07 1/2
Cured, per lb.	0 08 1/2

CALFSKINS.

Veal skins, No. 1, 6 to 14 in. inclusive	0 09
" " " 2 "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 "	0 05
Deacons (daries), each	0 60 0 70
Lambskins, each	0 35
Pelts, each	0 30

WOOL.

Unwashed wool, per lb.	0 09 0 10
Fleece wool	0 16 0 17
Pulled wools, super, per lb.	0 15 0 16
" extra	0 19 0 20
Tallow, per lb.	0 05 0 05 1/2

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"
St. John, N.B., July 11, 1103.

BUSINESS continues active in nearly all lines. Orders are largely, as is usual at this season, for smaller quantities than move either in Spring or Fall. It is a sorting-up business. The weather keeps cool; we read with sur-

prise of the extreme heat at other points; in fact, but a few miles inland from our city, but with us it has been even rather cool. There was a meeting of the Wholesale Grocers' Guild during the past week, which was the annual meeting, with representatives from Halifax and other points. The visitors were given a dinner by the local members. In markets there have been few changes. In cream of tartar some sales are reported at somewhat reduced prices.

OIL.—In burning oil the rather lower prices reported still rule. The difference in price between American and Canadian is now very slight. Some sales for Fall are being made. At the lower prices ruling for turpentine there is quite free buying. Linsed is unchanged. In lubricating oil things are rather quiet. Little cod oil has been received; it is yet early. Rather higher prices are expected. Quotations are:

American Water White	0 20 0 2 1/2
Best Canadian	0 19 1/2 0 20
Prime	0 18 0 19 1/2
Linsed oil, raw	0 65
" boiled	0 85 0 88
Turpentine	0 85 0 81
Cod Oil	0 24 0 31

SALT.—Three quite large cargoes of Liverpool salt have been received. The market is quite largely supplied. Prices continue quite firm. In Canadian, receipts have been far behind demand. Quotations are:

Liverpool coarse, per lb.	0 55 0 60
English factory filled, per lb.	0 95 1 00
Canadian, per bag	1 10
Cheese and butter salt, per bbl.	2 25 2 35
" 5 lb. bags, per bbl.	3 30
" 20 lb. wood boxes, each	0 25
" 10 " "	0 15
" cartons, per case	1 90 2 00
English bottled salt, per doz.	1 25 1 30
Mineral rock salt, selected lumps, per 100 lb.	0 60 1 00

CANNED GOODS.—This is a line of very much interest. While the association have declared their terms, the trade here have not, at this time of writing, taken action. There are many packers outside. It is difficult to see how the present method can be worked to success. In spot market, corn is quite plentiful; peas are scarce and still high; the near approach of new prevents the advance being as high as otherwise would be the case. Tomatoes are still very high. Fruits command a fair business. Salmon is dull. Meats sell freely at even prices. Oysters are again slightly higher. Quotations are:

Tomatoes, 2s.	81 25 1 40
" 3s.	1 50 1 60
Corn	0 90 1 00
Peas	1 05 1 20
String beans	0 85 0 90
Strawberries	1 70 1 75
Blueberries	1 10 1 20
Raspberries	1 55 1 70
Pears, 2s.	1 60 1 75
" 3s.	2 10 2 25
Peaches, 2s.	1 65 1 75
" 3s.	2 50 2 75
3 lb. apples	0 95
Gallon apples	2 00 2 15
2 lb sliced pineapples	2 00 2 30
Grated	2 00 2 50
Sugar beets	0 95 1 00
Salmon, pink	0 95
" spring	1 25 1 35
" Rivers Inlet, red sockeye	1 35 1 40
" Fraser River	1 50
Domestic sardines, oils, 1/2	3 00 3 25
" mustards, 1/2	2 85 3 00
Kipperd herring	3 75 4 00
Finnan haddies	3 75 4 00
Corned beef, No. 1	1 50 1 60
" No. 2	2 00 2 70

GREEN FRUIT.—Business is very active. Bananas were never as plentiful or as cheap. Oranges are firmer, and but fair in quality. Lemons range rather higher, they have a free sale. Strawberries are quite plentiful, but the sale is active and receipts have not been as large as were expected, so that prices are rather higher. Melons, this week, were

Tobler's Cocoa.

A palace Cocoa. For generations the richest Cocoa made. Tobler's Cocoa, a passport among chefs. A Cocoa for fine trade. Society's Cocoa. Get it from your wholesaler.

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WHOLESALE FRUIT and PRODUCE
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BANANAS, ORANGES, LEMONS,
MALAGA GRAPES, NUTS, ETC.

66 Colborne Street, - TORONTO.

CHEAPER AMMONIA

During the summer months our Household Ammonia will be 50c. per gross less in price. Did you ever try "Harvey's Perfumed Toilet Ammonia" for the bath. If you do, you will recommend it to your customers.

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Manufacturing Chemist, Todmorden, Ont.

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

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Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacramento Street,
MONTREAL.

Tel. Main 778.

THE MARKETS

The Canadian Grocer

scarce; this is a small market. Pines still sell freely. A few poor new apples and pears have been seen. The quality of California peaches is now quite good. Apricots and plums are quite plentiful. Some rhubarb is still seen. We quote:

Mediterranean oranges.....	4 00	4 50
Valencia oranges.....	7 00	7 50
Messina lemons.....	4 00	4 50
California apricots.....	1 00	1 25
plums.....	1 50	1 75
peaches.....	1 50	1 75
Melons.....	0 50	0 60
Cocoanuts, per bag of 100.....	3 50	3 50
Bananas, per bunch.....	1 25	2 00
Strawberries.....	0 09	0 10
Rhubarb.....	0 01½	0 02
Cucumbers, per doz.....	0 01½	0 80
Pineapples.....	3 50	4 00

DRIED FRUIT.—There is little interest. Some few orders for Valencia raisins, currants and Malaga seeded raisins have been given. Peels have largely been ordered. Prices have somewhat declined and orders will be about as last year. New California prunes, apricots and peaches have been quoted, but trade is little interested. New dates are being bought. In spot goods, movement is very light. Nuts have quite a free sale. New Chili walnuts are here. In peanuts, higher prices rule. We quote:

CURRENTS.		
Fine Filiatras, per lb. in cases.....	0 04	0 04
cleaned.....	0 06	0 06
in 1-lb. cartons.....	0 06	0 06

VALENCIA RAISINS.		
Finest off-stalk, per lb.....	0 07	0 07½
Selected, per lb.....	0 07½	0 08
Layers.....	0 08	0 08½

MALAGA RAISINS.		
London layers.....	1 75	1 90
Connoisseur Clusters.....	2 25	2 50
Royal Buckingham Clusters, 1-boxes.....	1 15	1 15
Excelsior Windsor Clusters.....	4 50	4 60
is.....	1 30	1 40

CALIFORNIAN RAISINS.		
Loose muscatels, per lb.....	0 08½	0 09
seeded, in 1-lb. packages.....	0 10	0 10½

FIGS.		
Comadres, per tapnet.....	1 20	1 20
Elmes, per lb.....	0 10½	0 20

DATES.		
Dates, Hallowees, per lb.....	0 04	0 05

CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per lb.....	0 11	0 11
Peaches.....	0 09½	0 10½
Apples.....	0 06	0 06

PRUNES.				
Per lb.....	Per lb.....			
30-40s.....	0 08½	70-80s.....	0 06½	0 07
40-50s.....	0 08	80-90s.....	0 06	0 06½
50-60s.....	0 07½	90-100s.....	0 05½	0 06
60-70s.....	0 07	Egyptian onions.....	0 02½	0 02½

APPLES.		
Per lb.....	Per lb.....	
Dried.....	0 04	0 04½
Evaporated.....	0 06	0 06½

ONIONS.		
Bermuda onions, per crate.....	2 50	2 50
Egyptian onions, per lb.....	0 02	0 02½

SUGAR.—The lower prices of last week continue. This is caused by the quite large receipts of imported sugar. For this reason domestic granulated in bags shows a lower price as compared with other lines. We quote:

Paris lumps, in 50-lb. boxes.....	5 00
Redpath's granulated.....	4 20
St. Lawrence.....	4 20
Acadia.....	4 10
in bags.....	3 95
Bright yellow.....	3 80
No. 2.....	3 50

MOLASSES.—There is quite a little molasses afloat for here, both Porto Rico and Barbados. Some will be shipped west. Practically all coming here is contracted by one concern, being consigned to their representative here. We quote:

Barbados.....	0 36	0 38
Porto Rico.....	0 40	0 44
New Orleans.....	0 30	0 35

FISH.—Salmon are still being freely received, though the catch is not more than an average one. Prices have been well maintained, and are likely to be firmer. Some few very nice shad are being offered. Pickled shad are very high. Halibut keep quite low. In dry fish there is little change; business is rather quiet. Smoked herring are still scarce and high, but there is little sale. Pickled herring also have a light demand, but new goods bring quite full figures. We quote:

ing offered. Pickled shad are very high. Halibut keep quite low. In dry fish there is little change; business is rather quiet. Smoked herring are still scarce and high, but there is little sale. Pickled herring also have a light demand, but new goods bring quite full figures. We quote:

Haddies, per lb.....	0 05	0 06
Smoked herring, per lb.....	0 11	0 12½
Fresh haddock and cod.....	0 02	0 02
Boneless fish.....	0 04	0 05
Pure cod.....	0 08	0 09
Pollock, per 100 lb.....	1 75	2 00
Pickled herring, per ½-bbl.....	1 90	2 00
Dry cod.....	3 65	3 75
Pickled shad, ½-bbl.....	5 00	6 00
Halibut.....	0 08	0 10
Fresh salmon.....	0 12	0 13
shad.....	0 02	0 2

FLOUR, FEED AND MEAL.—In flour there is little change. Quite an advance was reported a little while ago in Manitoba, but it seemed to be only a report. In Ontario flours quite full figures rule. Oats and oatmeal show quite a range in price, but tend firm. Cornmeal is rather higher. Beans seem easier. Barley and peas are rather scarce. We quote:

Manitoba flour.....	84 70	4 85
Best Ontario.....	4 20	4 35
Medium.....	3 95	4 00
Oatmeal.....	4 20	4 35
Cornmeal.....	2 80	2 85
Midlings, in small lots.....	24 00	25 00
Oats.....	0 40	0 44
Hand-picked beans.....	2 00	2 10
Prime.....	1 86	1 90
Yellow eye.....	2 80	3 00
Split peas.....	5 25	5 50
Barley.....	4 25	4 40
Hay.....	9 00	11 00
American timothy.....	2 00	2 50
Canadian.....	2 70	3 15
Red clover.....	0 11½	0 15
Manmuth clover.....	0 15	0 15
Alsike.....	0 13	0 15

NOTES.

The many friends of Mr. Saunders, representative for Armour & Co., are greatly pleased to see him in town this week very much improved in health.

Theo. H. Estabrooks, packer of "Red Rose" tea, has gone to Toronto for a short visit to overlook his western business, which shows a large and rapid growth.

The following officers were elected at the annual meeting of the Maritime Wholesale Grocers' Guild:—President, C. H. Peters, of Baird & Peters; 1st vice-president, H. G. Bauld, of Halifax; 2nd vice-president, S. A. Corbett, of this city; secretary, W. H. Aitken, of Charlottetown. The visiting members were entertained by the St. John men at dinner at the Union Club, and left for home by the late train, highly pleased with the meeting and the harmony that prevailed. The next meeting will probably be held in Halifax.

While the name of Sir Thomas Lipton is now on every tongue, it may be of interest to state that the first Lipton store in New Brunswick was opened last week in St. John. It is in the McLaughlin building on Germain street.

W. A. Simonds, formerly of the C.P.R. passenger department, has been appointed to the position of agent in New Brunswick for all Lipton's goods. J. N. Creed & Co., of Montreal, are the Canadian agents, and are now forming a stock company which will extend the business to all parts of the country.

NOVA SCOTIA MARKETS.

Halifax, July 13, 1903.

THE wholesale grocery houses have maintained a fairly steady volume of business during the last week, quite up to the average amount booked during the usual period of mid-summer dulness. Conditions generally have a healthy aspect, and collections, though

not up to the mark, have been much better than was anticipated. A month ago some dealers were so pessimistic,—and indeed there was some excuse for it—that they were free to think that Nova Scotia was on the eve of the hardest time she had ever experienced. Since then crop conditions have materially altered for the better, more money has come into circulation from various directions, and the prospects for the balance of the year are much brighter.

The consumer, however, is bound to experience high prices. If the farmer's crops are light, he will be able to command higher prices, especially in such products as are not easily imported from abroad. Just now, the strawberry crop is being marketed, and it is found to be extremely light. In former years the amount nightly brought in from the Annapolis Valley would amount to three to four hundred crates, of two dozen quart boxes each. This year, the quantity is less than two hundred; on Thursday last there being only 152, and on Friday 150. The quantity coming in by the morning train has also decreased proportionally. The result is that strawberries are retailing at fifteen, eighteen and twenty cents a box, according to the quantity on the market.

The hay market is also affected by crop conditions. Considerable quantities of last year's crop have been held by growers and traders, and these are not anxious to sell at any price. As high as fourteen dollars has been bid for car-load lots, and not accepted. Sixteen dollars is being quoted in some quarters for No. 1. One dealer last week expressed the opinion that should the Quebec hay crop be even comparatively small, or should it find as good a market elsewhere as it did this season, the Maritime Provinces will see \$20 hay before the Spring of 1904. The present prospects are that the Maritime Provinces will have no hay for export from this season's crop.

Butter is now in fairly good supply and prices have eased off one cent all round. Cheese is coming in in small lots, but that put on the market is not up to the usual standard. Eggs are scarce, and not of the most reliable quality; there has been an advance of 1 to 2c. on good stock. Beef is not over abundant, and some western stock has to be imported. Lamb is quite plentiful. Fowls and chicken are scarce. Potato stocks are about sold out, and the consumers are looking anxiously for new potatoes. By July 1 green peas have usually been selling freely in the market, but this season has been so backward that few have come in. St. John reported green peas on the market on June 29. Sydney market prices last week were reported slightly higher for farm produce than Halifax.

There was a meeting of the Maritime Grocers' Guild in St. John last Thursday, when some of the Halifax and Dartmouth grocers attended. What business was done has not been reported.

Another cargo of molasses arrived last week from Fajardo, Porto Rico, consisting of 624 puncheons, 51 tierces, and 31 barrels, imported by Geo. P. Mitchell & Sons, Ltd.

R.C.H.

MANITOBA MARKETS.

Winnipeg, July 13, 1903.

INTEREST still continues to centre in the canned goods situation. The statement from The Consolidated Canning Co. has been received, but, so far, the contracts are not to hand. Until the actual contracts have been received, and gone into, jobbers will not express an opinion on the scheme, though judging from casual remarks, it is not looked upon with favor.

The jobbing trade is good in all lines, in fact, is keeping up surprisingly, as the flatness usually experienced in the early part of July is not yet making itself felt.

The all absorbing subject of conversation now is the crops, that is, of course, politics excepted, and the news coming in is encouraging. Roughly speaking, the crop will, as a whole, show about the same as last year. This may seem strange when the acreage is larger, but the fact is that the dry weather did rather more damage to wheat on old land than was at first estimated. On summer fallow and new breaking or deeply cultivated land the crop is luxuriant, but on stubble plowing it is thin and short in a good many sections. The shortness is not regarded as any special disadvantage so long as the heads fill well, and the past two weeks have been ideal filling weather; warm bright days, cool breezes and occasional warm showers are filling the heads. The only crop that is really likely to be unsatisfactory is that of oats, of which the west had such a bumper crop last year. From now until the harvest is well over, there will be scares from time to time as to damage either from rain, heat, or frost.

In groceries, the only change recorded for the week is the advance of 10c per cwt. on all grades of sugar. This will make extra standard granulated \$4.89, the Wallaceburg sugar \$4.70 and bright yellows \$4.20. There seems no reason for the advance beyond the fact that sugar generally goes up in preserving time.

GREEN FRUITS.—This is one of our most active markets at the present time. Small fruits are beginning to arrive; black currants, gooseberries and raspberries are offered this week. Blueberries are looked for shortly. California box apples are offered and show good quality. Apricots are nearly over and have ranged about 25c per case higher than the lowest point of previous years. Plums and peaches are in good supply. Prices run about as follows: Peaches \$2; plums \$2.50; apricots \$2; cherries \$2; raspberries \$3.50 for the 21 pint crate; gooseberries \$2.50 for the 21 quart crate. Lemons have advanced 50c per case owing to increased demand and heavy shrinkage; oranges 126 to 250, \$5 per case; watermelons \$6 per dozen; bananas \$3 per bunch.

VEGETABLES.—The supply of home-grown is now very good; cabbage, cauliflower, beans, peas, new potatoes, celery, beets, turnips, carrots, are all offered and the cauliflower is of good size, firm, fine and white as snow. Cucumbers are down to \$1 per dozen.

DAIRYING.—The butter question continues to be somewhat a difficult one. Creameries are slow to accept export prices, and there is no demand in the west. Some speculative buying has been done by large dealers in the past week, and prices are varied. It is pretty cer-

tain that for export to Montreal, dealers cannot pay over 16c at factories, and indeed some purchases have been made under that figure. There is the old tendency to hold, on the part of the creamery men, and this is sure to bring disaster later in the season, for few, if any, creameries have suitable storage for long keeping. With dairy butter, the quality continues to be very varied and prices that really represent the market are difficult to quote for this reason. Quite fancy prices have been paid for small lots here and there, while on the other hand as low as 10c has been paid for others. Fair sized lots of good fresh dairy are worth 12 to 13c. Smaller lots of farm separator butter, in bricks, bring about 15 to 17c at Winnipeg, and between these prices there are many shades and grades.

CHEESE.—Wholesale grocery houses continue to pay fancy prices for small lots of cheese while regular produce dealers refuse to go over 9½c to 9¾c. The present promises to be a good season for cheese, as pasturage is good and the cows have not been unduly troubled by heat or flies. The local demand is larger than usual, owing to the increased population, many of the Old Country people, and the Germans from the United States, looking upon cheese as a staple food rather than a luxury, as do the Canadians.

EGGS.—The receipts are very light, but it is confidently expected they will be heavy during the coming week, as country merchants will begin to ship in for the exhibition. As high as 15c has been paid or rather offered during the week, with but little result. The consumption of eggs in the country has been much larger than formerly, and there is really not as great a supply as usual for sale, and to this is added the usual tendency to hold back for three weeks before the exhibition.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., July 10, 1903.

BUSINESS conditions generally have not been much disturbed by the very startling and original methods taken by the lumber manufacturers and the contractors, who are organized in the Builders' Exchange, a body closely allied with The Lumber Manufacturers' Association. The city is very much interested in the action taken by the mills of refusing to supply lumber to the local trade. The reason they give is that the factory and planing mill hands who are out on strike are getting work on buildings as carpenters, and the carpenters' unions are upholding the strikers with money earned by working on lumber supplied by the mills.

The Builders' Exchange followed this up by taking action also. They called off all construction, beginning with yesterday morning, and the reason they give is, that they cannot obtain lumber to go on with. The cessation of all building operations will affect the retail trade very seriously, as this has been one of the brightest seasons in building in the history of the city, with a consequent benefit to all lines of trade. If the men are all laid off, the unfortunate grocers and provision dealers, as in the case of a strike, will have to bear the burden of carrying the out-of-works. This experience has been the lot of the grocers and provision men of this city often enough,

but this year has been bringing it on rather thicker than usual. The recently settled strike of the U.B.R.E. was the first. It would look as if the tie-up would be general for some time, in which case a good season's trade will be spoiled.

* * *

The season of heavy importations of fresh fruit from California brings with it the very frequent condemnation of large consignments. The laws of the province are very stringent as to the entry of fruit or trees into the province, if infected with any of the fruit pests known elsewhere, and which it is the effort of The Board of Horticulture to keep out of British Columbia. The codlin moth, and the San Jose scale are two of the most troublesome pests to be dealt with. The provincial fruit inspector meets all boats bringing in consignments of fruit, and careful examination of the contents of a number of packages is made. If there is any trace of infection, the examination is extended to a larger number of boxes, and the lot is passed, or condemned, according to its condition. Condemned fruit has to be taken out of the country again, not being cleared customs, or else it is sent to the crematory and burned.

This week Fruit Inspector Cunningham condemned several lots of apples, pears and peaches. The apples were affected with the San Jose scale, and, like the peaches and pears, the moths were present also. It is the custom to demand the prepayment of guarantee of freight charges on the fruit imported from California, so that the shipper not only loses the stock, but the freight has to be paid as well.

The local wholesale men do not complain of the operation of the regulations, despite the fact that it frequently works inconvenience for them to have a lot of fruit they are depending on sent to the crematory. They recognize that the inspection is necessary to protect the fruit industry of this province, which is growing rapidly, and if inspection is to mean anything, the fruit deserving of condemnation must be dealt with strictly.

* * *

Fruits are liberally supplied on this market now. The Californian shipments have continued heavy until this week. Local arrivals on the market have tended to reduce demand for California goods. Local cherries are competing freely now with the handsome Queen Ann and black Tartarian cherries of the Golden State. There is no question, of course, that in quality and appearance there is no cherry equal to that grown in California. It is a perfect picture to see a crate of the big beauties opened. The undesirable feature of local grown cherries is that the moist climate seems to make them too liable to crack and thus spoil the appearance.

Local strawberries are, of course, the only thing in that fruit on the market now. The crop of strawberries this year has been enormous, and appears to be just in the middle of the season now. One grower is reported as having over 300 crates containing two dozen pound boxes from a three-quarter acre plot in North Vancouver. His average price was fully \$1.50 per crate, and his cost of boxes, crates and picking 60c per crate, thus netting him a handsome return for his "patch."

Raspberries, always a liberal crop here,

THE MARKETS

QUEBEC MARKETS.

Montreal, July 16, 1903.

GROCERIES.

TEAS.

THE situation since last week is practically unchanged. Low-grade Chinas are, if anything, just a shade easier. Medium and good teas are firmer, if at all noticeable. Ceylon and Indian greens are very strong. In China blacks London reports show a distinctly stronger position. New Japans appear to be higher on the moment but easier prices are looked for shortly. First and second grade Japans have been very high since the opening of the market, and on third grades, cable quotations are still very firm and no weakening apparent at present. Gunpowders are quoted from 22 to 25c. Third Young Hyson, 17c. This shows about 20 per cent. higher than same period last season. Very little demand here for China blacks. We quote:

Good to medium Japans.....	0 17	0 19
Fine to choice Japans.....	0 22	0 28
Ceylon greens.....	0 14	0 18
Indian greens.....	0 16	0 19
Japan style China congoes.....	0 08	0 10
Pealeaf Gunpowder.....	0 22	0 25
Common.....	0 14	0 15
Ceylon blacks.....	0 11 1/2	0 20
Indian.....	0 11 1/2	0 20

SUGAR.

An advance of 10c. this week is the only feature to report, the market showing nothing of an exciting nature. Demand continues fairly good, though no very large lines are being moved. Granulated, in bags, \$1.10; barrels, \$1.15, and half barrels, \$1.30. We quote:

Granulated, bags and bbls.....	\$4 10	4 15
Paris lump, boxes and bbls.....	4 70	4 80
Extra ground, bbls.....	4 55	4 75
" " 25-lb. boxes.....	4 85	4 35
Powdered, bbls.....	4 35	4 55
Domino lumps, boxes and bbls.....	4 60	4 70
Phoenix.....	4 10	3 90
Cream.....	3 90	3 90
Bright coffee.....	3 90	3 90
yellow.....	3 80	3 60
No. 3 yellow.....	3 60	3 45
No. 2.....	3 45	3 50
Raw Trinidad.....	3 10	3 25
Trinidad crystals.....	3 20	3 25

The raw sugar market is quoted in New York as steady, with centrifugal 96 test at 3 1/2 to 3 9-16, Muscovado 89 test at 3c. and molasses sugar 89 test at 3 to 3 3/4c. London quotation for beet sugar stands at 7s. 9d. for July.

COFFEE.

In coffee there is nothing of any striking character to report, market being unaffected by the slight fluctuations in New York markets. We quote:

Good cucasas.....	0 09 1/2	0 09 1/2
Choice.....	0 11	0 12
Jamaica coffee.....	0 07 1/2	0 10 1/2

SPICES.

Market has been fairly active with good demand for pepper; prices advanced and tending higher. Cassias and cloves also show strong characteristics, largely due no doubt to small stocks in New York and Europe. We quote:

Nutmegs, per lb., as to size.....	0 40	0 60
Penang mace, per lb., as to quality.....	0 70	1 00
Pimento, ground.....	0 15	0 18
Cloves.....	0 18	0 22
Pepper, ground, black (according to grade).....	0 18	0 24
white.....	0 27	0 29
Ginger, whole Cochin.....	0 17	0 19
" Japan.....	0 13	0 14
" Jamaica.....	0 18	0 20
" Afghan.....	0 12	0 13
ground Japan.....	0 15	0 15
" Cochin.....	0 19	0 20
" Jamaica.....	0 18	0 20
" Afghan.....	0 13	0 14

The Canadian Grocer

SYRUPS AND MOLASSES.

Market steady for old and the new arrivals of Barbados, the latter quoted at 37c to 38c for good round lots, and 38 1/2 to 40c for smaller quantities. The consignees of the new lot of Barbados reported last week are not offering too freely. The quality is very fine and giving excellent satisfaction. Jobbing prices range as under. We quote:

Barbados, in puncheons.....	0 38	0 39
" in barrels.....	0 40	0 40 1/2
" in half-barrels.....	0 41 1/2	0 42 1/2
New Orleans.....	0 16 1/2	0 17 1/2
Antigua.....	0 24	0 38
Porto Rico.....	0 38	0 42 1/2
Corn syrups, bbls.....	0 02 1/2	0 02 1/2
" 1-bbls.....	0 02 1/2	0 03
" 38 1/2-lb. pails.....	1 30	0 90
" 25-lb. pails.....	0 90	

RICE AND TAPIOCA.

If anything, prices in rice are a little easier in some grades, though market has a firmer tone. Our quotations from jobbers rule as follows. Imported Patnas are reported 10c easier. We quote:

B rice, in bags.....	3 30
" 1-bags.....	3 20
" 1-bags.....	2 25
" pockets.....	3 30
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags.....	3 20
" 1-bags.....	3 10
" 1-bags.....	3 15
" pockets.....	3 20
Imported Patna rice, in bags.....	4 62 1/2
" in 1-bags.....	4 75
" in 1-bags.....	4 87 1/2
In the open territory prices are about 10c. less.	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna.....	4 25	Japan Glace.....	4 50
Imp. Glace Patna.....	4 50	Crystal Japan.....	4 75
Polished Patna.....	3 87 1/2		
Indian Bright.....	3 60		
Java Caroline.....	3 50		
Laure.....	3 75		
Snow Japan.....	4 87 1/2		
Japan Ice Drops.....	5 25		
Tapioca, medium pearl.....	0 02 1/2	0 03	
" seed pearl.....	0 03	0 03 1/2	
" flake.....	0 04 1/2	0 05	
Imported Italian.....	0 09		

CANNED GOODS.

Salmon, as noted in our last week's report, is holding some attention and fairly heavy orders have been placed with packers at the opening advances over last season's quotations. Fraser River brands quoted \$1.65, Skeena River brands at \$1.50, Rivers Inlet and Lowe brands at \$1.25, and Spring salmon at \$1, f.o.b. coast. Spot offerings of canned peas are given at \$1.15 to \$1.20. Some sales reported in tomatoes at \$1.10 in quantities. We quote:

Tomatoes.....	1 50
Corn.....	0 80
Peas.....	0 82 1/2
String beans.....	0 85
Strawberries.....	1 20
Strawberries.....	0 80
Strawberries.....	0 85
Steeotash.....	1 30
Blueberries.....	0 85
Raspberries.....	1 00
Gooseberries.....	1 40
Pears, 2s.....	1 45
" 3s.....	1 60
" 3s.....	1 70
" 3s.....	2 10
" 3s.....	2 15
" 3s.....	1 65
" 3s.....	1 70
" 3s.....	2 50
" 3s.....	2 75
3-lb. apples.....	0 85
Gallon apples.....	0 85
Gallon apples.....	1 75
2-lb sliced pineapples.....	2 20
Grated pineapples.....	2 30
Singapore whole pineapples.....	2 15
Pumpkins, per doz.....	2 20
Spinach.....	0 90
Sugar beets.....	1 50
Salmon, pink.....	0 95
" spring.....	0 90
" Rivers Inlet red sockeye.....	1 25
" Fraser River red sockeye.....	1 30
Lobsters, tails.....	1 40
" 1-lb. flats.....	1 50
" 1-lb. flats.....	3 35
" 1-lb. flats.....	3 50
" 1-lb. flats.....	3 70
" 1-lb. flats.....	1 75
" 1-lb. flats.....	1 85
Canadian Sardines, ls.....	3 40
" 3 60	

FOREIGN DRIED FRUITS.

No import contracts of any importance are reported this week. Spot sales are on firm basis. Figs—prices on new are not settled yet; some speculative quotations are out, but so far buyers are not operating largely on them. Sultanias—Smyrna cable received yesterday quotes prices somewhat lower than last year, probably 2s. Currant crop is reported as being a good one and prices should be

are now coming in very freely. Prices of raspberries have been quoted as low as \$1 per crate this week.

In California fruits, Bartlett pears are beginning to come forward. Peaches are still of the clingstone varieties. Indeed, it is asserted that the freestone crop in California is not likely to be up to usual size. The tendency of the nut to crack, thus cracking and disfiguring the fruit, has been one of the drawbacks with the growing crops this year, it is stated. In past years this tendency of cracking has been noted in stocks received here. It may be from the apparent emulation existing among peach-growers in California to produce peaches of the extraordinary size. The gigantic Crawfords which are frequently seen are surely a special product.

Oranges coming forward are fairly good quality yet, the favorite being the late Valencias, a few Mediterranean Sweets being quoted. Navel oranges are practically out of the market. Prices are about \$3 to \$3.50 per crate. Lemons are now jobbing at \$1.50, the recent flurry having passed over.

California potatoes have almost ceased coming for this season. There are still some stocks of old "spuds" on the local market and the new crop is coming in fairly well now. By another week there will be plenty of new potatoes offering from local growers. Prices from California have been higher of late too.

In the produce market the supplies coming from Manitoba and the Northwest have been liberal recently. Butter, both dairy and creamery, is in good quantity now, and cheese is well stocked, both Manitoba and Ontario having forwarded shipments. Dealers here report a firmer tendency in prices quoted for Manitoba creamery and dairy butter, especially the former. They lay it to the competition in Manitoba and the Territories for the stocks. Buyers are contracting with creameries for their entire season's output in advance, a fact which has had a tendency to make the price go up. There have been instances, earlier in the season, of creamery butter in Manitoba selling at 16c factory, but the average price is now fully 18 to 18 1/2c factory. Several carloads and partial cars of butter have come forward during the week from Manitoba and the Northwest. A part car of cheese was also received, the quality of which was very good, being well matured and uniform in color, flavor and texture.

Eggs are coming from Ontario mostly, three cars having been received in the past week. A small lot from the Northwest was also received. The stocks are ready for shipment north, and for coast, camp and fishing trade.

Prices quoted this week by jobbers to the trade range about as follows:

BUTTER.—Creamery, Manitoba and Northwest Territory 21 and 22c, selected dairy, 17 and 18c.

CHEESE.—14 and 14 1/2c, with tendency to easier prices.

EGGS.—Selected Ontario stock jobbing at 21c per doz.

The R. A. Rogers Co., Ltd., of Winnipeg, wholesale produce and commission merchants have opened a warehouse in Vancouver, with Mr. G. W. Weeks, well-known to the local trade, as manager.

GEO. S. B. PERRY.

reasonably low. The action of the Greek Government toward the syndicate is watched carefully, and the report in London Times last week that the consuls of the English, Italian and German Governments had waited on the Government protesting against the contemplated movement in favor of the syndicate, clearly shows the seriousness of the state of affairs. Instructions had been given by their respective Governments to the consuls to withdraw from the International Chamber of Commerce should the Greek Government give in to the contemplated monopoly. We quote:

CURRANTS.			
Fine Filiatras, per lb. in cases.....	0 04		
" " cleaned.....	0 05		
" " in 1-lb. cartons.....	0 06		
Finest Vostizzas ".....	0 06 1/2		
Amalias ".....	0 07		
SULTANA RAISINS.			
Sultana raisins, per lb.	0 09	0 12	
VALENCIA RAISINS.			
Finest off stalk, per lb.	0 06 1/2		
Selected, per lb.	0 07		
Layers ".....	0 07 1/2		
FIGS.			
Comadres, per tappet.....	1 00		
Elames, per box.....	0 75	0 85	
DATES.			
Dates, Holloweys, per lb.	0 04	0 04 1/2	
CALIFORNIAN EVAPORATED FRUITS.			
Apricots, per lb.	0 10 1/2		
Peaches ".....	0 09 1/2		
Pears ".....	0 12		
MALAGA RAISINS.			
London Layers.....	1 75	1 90	
" Comissieur Clusters.....	2 00	2 10	
" Royal Buckingham Clusters, 4-boxes.....	1 15		
" Excelsior Windsor Clusters.....	4 50	4 60	
" ".....	1 30	1 40	
CALIFORNIAN RAISINS.			
Loose muscatels, per lb.	0 07 1/2	0 08 1/2	
" " seeded, in 1-lb. packages.....	0 09		
" " in 12-oz. packages.....	0 08		
PRUNES.			
	Per lb.	Per lb.	
30-40s.....	0 09		
40-50s.....	0 08 1/2		
50-60s.....	0 07 1/2		
60-70s.....	0 07		
70-80s.....	0 07 1/2		
80-90s.....	0 06 1/2		
90-100s.....	0 06 1/2		
Oregon Prunes (Italian style) 40-50s.....	0 07 1/2		
" " 50-60s.....	0 07		
Oregon prunes (French style) 60-70s.....	0 04 1/2	0 04 1/2	
" " 90-100s.....	0 04 1/2	0 04 1/2	
" " 100-120s.....	9 64	0 04 1/2	

GREEN FRUITS.

Nothing of importance to chronicle, with exception of demand for raspberries, cherries and small fruit; market is quiet. The week has been a satisfactory one in green fruit. Canadian strawberries are now out of season. The first arrivals of new raspberries came to hand this week and sold at 7 to 9c. We quote:

California pavel oranges.....	5 00
" fancy " 112 and 126s.....	3 50
" " 150 to 216s.....	3 85
Valencia oranges, 714s.....	5 50
" " 420s.....	5 25
" " 420s, Jumbo.....	6 50
Sorrento " 300s, compartment cases.....	3 50
" " 200s, large boxes.....	3 25
" " 190s.....	3 50
" " 180s, 100 boxes.....	2 00
" " 216s.....	2 15
" " 190s.....	1 85
Messina " plain, 100s.....	1 80
" " ovals, 80s.....	2 25
Majori seedless lemons, 300s, extra fancy.....	3 75
Messina lemons 300s, fancy.....	3 00
" " 300s, choice.....	2 75
" " 360s, choice.....	2 25
New Californian lemons.....	3 25
Cocoanuts, per bag of 100.....	1 30
Bananas, per bunch.....	4 00
Canadian apples, in bbls.....	3 00
Pineapples per case.....	0 70
Canadian cherry, per basket.....	0 07
raspberries.....	0 10

NUTS.

* Prospects for coming season in Bordeaux are good though too early to judge crop results.

Walnuts, per lb.	0 12 1/2	0 13
Tarragona almonds, per lb.	0 12	0 13
Shelled walnuts, ".....	0 25	0 26
Shelled almonds, ".....	0 25	0 25
Filberts, per lb.	0 09 1/2	
Pecans, ".....	0 16 1/2	

THE MARKETS

Brazil nuts, per lb. 0 14
Peanuts, roasted, according to the brand, per lb. 0 07 1/2 0 11

VEGETABLES.

New potatoes have declined a trifle more this week and are quoted at \$3.35 to \$3.40 per bbl. We quote:

New cabbage, in crates.....	3 25
Sweet potatoes, per bbl.	5 50
" " per basket, about 50 lb.....	2 60
Spanish onions, per crate.....	0 40
" " per case.....	1 25
Yellow and red onions, per bbl.	1 25
Cucumbers, per basket.....	4 25
Asparagus, per doz. bunch.....	5 00
Boston lettuce, per doz.....	0 90
Tomatoes, 6 baskets to the crate.....	3 25
Spinach, per bbl.....	2 75
New potatoes, per bbl.....	3 25
Radishes, per doz.....	0 40

FISH.

With exception of higher prices in dore, white fish and trout, usual at this season, market is unchanged. We quote:

Haddies.....	0 07
Smoked herring, per box.....	0 15
Fresh haddock and cod, per lb.	0 04 1/2
Dore, per lb.....	0 08
Pike.....	0 06
Halibut, per lb.....	0 12
Gaspes, per lb.....	0 13
Salmon trout, per lb.....	0 08
Brook trout, per lb.....	0 08
White fish, per lb.....	5 00
No. 1 Herring, Nova Scotian, per bbl.	2 80
half bbl.....	3 00
No. 1 Holland herring, per half bbl.....	6 50
No. 1 Scotch herring, ".....	6 50
" " per keg.....	0 95
Holland herring, per keg.....	0 70
No. 1 green codfish, per bbl.....	5 00
No. 1 large green codfish, per bbl.....	5 50
Boneless cod, 1 and 2 lb. blocks, per lb.	0 06
Loose boneless cod, per lb. in 40-lb. boxes.....	0 05
Dried codfish, per 100-lb. bundles.....	4 50
Alaska salmon, per bbl.....	14 00
Standard bulk oysters, per gal.....	1 40
Marshall's kippered herring, per doz.....	1 45
Canadian kippered, per doz.....	0 90
Canadian 1/4 sardines, per 100.....	3 50
Canned cove oysters, No. 1 size, per doz.....	1 30
Canned cove oysters, No. 2 size, per doz.....	2 25

COUNTRY PRODUCE.

EGGS.—During the past week the deliveries have been coming forward freely; the result is that there is decidedly easier feeling in the market. Whereas last week we were paying 13 1/2 c f.o.b. country points, this week they have reduced the buying price to 12 1/2 c. We understand that the receipts are commencing to accumulate and it looks as though we were going to have lower prices. We quote:

Selected.....	0 16	0 16 1/2
Straight gathered.....	0 15	0 15 1/2
No. 2 stock.....	0 13	0 14

POTATOES.—Old potatoes are in slack demand, and the bulk of the offerings are inferior. We quote:

Choice stock, per bag.....	1 25
Inferior to ordinary, per bag.....	0 80

BEANS.—There is a change in these. We quote:

Primes, in small lots.....	1 70	1 80
Primes, in carlots.....	1 60	1 65

HONEY.—Dull, but steady. We quote:

White clover, in comb.....	0 12	0 13
" " strained, in 60 to 70-lb. tins.....	0 08 1/2	0 09
Buckwheat comb per lb.....	0 08	0 09
" " strained ".....	0 07	0 07 1/2

HOPS.—Unchanged as last quoted:

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

MAPLE PRODUCTS.—Quiet and nominal. We quote:

New syrup, in wood, per lb.....	0 05 1/2	0 06
New syrup, in large tins.....	0 70	0 75
New syrup, in small tins.....	0 55	0 60
New sugar, per lb.....	0 08	0 10

ASHES.—Firm and higher. We quote:

First pots.....	5 20	5 25
Seconds.....	5 00	
Pearls, per 100 lb.....	6 25	

HIDES.—This market continues quiet, but irregular, the opposition buyers still upsetting the standard. We quote:

No. 1 beef hides.....	0 08	0 09
No. 2 ".....	0 07	0 08
No. 3 ".....	0 06	0 07
No. 1 buff sheepskins.....	0 75	0 77
Lambskins.....	0 25	0 30
No. 1 calveskins.....	0 11	
No. 2 ".....	0 09	

RAW FURS.

Trade continues very quiet this week. A variety of prices are quoted for good furs. An advance of \$1 in large Labrador and choice Eastern, Territory Rocky Mountains beaver, and \$2 advance for large, strictly prime, being noted. Otter shows strong advance, large North-Eastern being quoted at \$20, and small at \$12, an advance of \$10 and \$5 over last week's quotations. We quote:

FUR	Grade	Large	Medium	Small	Kitts		Fall Beave	Cubs	Year's
BEAVER	Labrador and choice Eastern.....	6.00	4.00	2.00	50-75				
	Territory Rocky Mountains and Western.....	4.00	3.00	2.00	.50				
	Strictly Prime, or, No. 1.....	3.00	2.00	.75	.40				
	Partly Prime, or, No. 2.....	2.50	.50	.25	.25				
	Unprime, or, No. 3.....	2.50	.50	.25	.25				
Flat, weak, or poor, or, No. 4.....	2.50	.50	.25	.25					
BEAR	Black—Choice only.....	15.00	10.00	7.50	6.00	3.00			
	Brown ".....	12.00	7.00	5.00	4.00				1.00 to 5.00
BADGER	Of all sections.....	.50	.25	.10	.05				
	Dark Brown.....	3.00	2.50	2.00	1.75				.50
FISHER	Eastern and far North-Eastern.....	6.50	5.00	3.50	2.00	1.00			.50
	Territory and Western.....	5.00	4.00	3.00	2.00	1.00			.50
FOX	Red—North-Eastern and similar fine bright red kinds.....	4.00	2.75	1.25	.75	.20			
	Territory and Western.....	4.00	2.75	1.40	.50	.20			
"	Cross—Value principally as to beauty, also size & richness.....	10.00	7.00	4.00	2.50	1.50			.50
	Silver—Eastern and far Northern.....	75.00	50.00	25.00	20.00	9.00			4.50
"	Pacific Coast, Territory and Western.....	50.00-60	35.00	20.00	15.00	5.00			2.50
LYNX	Far North-Eastern.....	4.00-8.00	6.00-4 to 5.00	2 to 4.00	1.00	.25			
	Territory and Western.....	4.00-8.00	6.00-4 to 5.00	2 to 4.00	.60	.20			
MARTEN	British Columbia, Northern Pacific and similar.....	7.00	5.00	3.50	1.75	2.50	1.00		.25
	Territory and Western.....	7.00	2.25	1.50	1.00	.60			.20
"	Quebec and Ontario.....	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50			.25
MINK	Halifax, far North-Eastern and choice.....	4.00	3.25	2.50	2.25	1.50			.25
	Territory and Western.....	1.50-2.00	1.50	1.00	.75	.50			.25
MUSKRAT	Eastern, best large.....	25-28c.	10 to 13	8 to 10	2 to 5				
	Territory and Western.....	20c.	5 to 10	.07	2 to 4				
OTTER	Labrador and far North-Eastern.....	\$10	7.00-10	10-12	2.50-5	2 to 4.00			\$1.00 to \$2.00
	Territory and Western.....	4.00	4.50	3.50 to 5	2.25	.50			.25 to .50
RACCOON	Black—Value according to darkness, size and beauty.....	75-1.25	.60-75	.33-50	.25	.15			
	" " ".....	2.25	2.00	1.00	.50	.25			
SKUNK	Black Shrt StLong St White.....	75-1.25	.75	40-50	.05-15				
	" " ".....	5.00	4.00	2.50	1.50	.75			.25
CASTOREUM—..... \$5.00 to \$6.00 per pound.									

FLOUR AND GRAIN.

FLOUR.—Business continues active and prices firm at the recent rise. We quote:

Choice Manitoba spring patents.....	4 20	4 40
Seconds.....	4 00	4 10
Strong bakers.....	3 50	3 60
Straight rollers.....	3 40	3 45
Winter wheat patents.....	3 85	4 00

GRAIN.—There is only a fair demand for grain, both on local and export account. We quote:

Rye.....	0 58	0 58½
Peas.....	0 72	0 73
Corn.....	0 60	
Buckwheat.....	0 48½	
Barley.....	0 52	
Oats.....	0 38½	0 39

FEED.—Demand for feed has been less active; prices unchanged. We quote:

Manitoba bran, in bags.....	19 00
" shorts.....	21 00
Ontario bran, in bulk.....	18 00
" shorts.....	20 00
Mouillie, as to quality.....	24 00 30 00

NOTES.

The Canada Sugar Refining Co. have removed their offices from 39 St. Francois Xavier street to their elegantly and commodiously fitted quarters in the new building of the North British & Mercantile Co., corner St. Francois Xavier and Hospital streets.

The new price list of The Canadian Cannery Association is in the hands of the jobbers, all lines being quoted except corn and tomatoes. Prices generally are about on basis of last year's opening, with exception of strawberries and raspberries, which are about 10 per cent. lower.

A tour of the tea brokers last week shows trade quiet, though the tone of the market is firm. Great difficulty seems to be experienced in getting hold of green Indian and Ceylons on the moment. Exporters say there will be ample supplies later, and they are willing to take orders for future shipments. It is found almost impossible to get anything for prompt shipment. The high prices ruling in Japans, and the inability to locate green Ceylons for prompt use has opened a way for the old stocked teas that have been hanging on brokers' hands. In Chinass, advices from Foochow report market opening 3c higher than last year.

BEANS IN KENT COUNTY.

BEANS form one of the principal money crops—one might almost say the main money crop—of Kent county, says The London Free Press. The Bureau of Industries' Report shows that in 1900 there were produced in Ontario \$817,000 worth of beans, and that \$557,000 worth of these were grown in Kent. In one year (1895) the bean crop of the county was valued at \$830,000.

Last year was an off-year for Kent's characteristic crop. The wet weather which came just at harvest time largely reduced the yield, and very seriously damaged the quality. In some cases the crop after cutting was turned a score of times in the field to prevent rotting. The cool, wet weather which has prevailed during a considerable part of the time since planting this year has been none too favorable for the growing plants. As Wm. Simpson of C. Farm, near Ridge-

town, said, the bean requires conditions, particularly as to warmth, under which it will start in three or four days after planting, and then shoot right ahead. Conditions this season have not been at all ideal, but still the crop is making fair progress, save that here and there complaints are made of attack by insect enemy, an enemy that some believe was brought in with seed from New York State.

The area sown this season is believed to be greater than in any previous year. The lake front farms, near Rondeau, appear best suited to this crop, and on some places down there, Mr. Simpson says, it seems as if three-quarters of the land is in beans. These, however, are rare cases. On the farm of Cecil O. T. Hall, between the village of Morpeth and the lake front, 24 acres out of 60 are in this crop. On the farm of Walter Springstein, right on the lake, 27 acres out of 100 are in beans, and on a neighboring farm 50 acres out of 200 are devoted to the same purpose. Taking the whole of his section as an average, Mr. Springstein says a fourth of the land is in beans.

VISIT OF A SUGAR OPERATOR.

Mr. A. G. Brand, Glasgow, Scotland, is spending a few days in Canada after a lapse of ten years absence. He is a sugar operator, and has been out to Canada once or twice before. He was largely instrumental in bringing about the amalgamation of the three companies now known as The Acadia Sugar Co., Halifax. He is a director of that company, and was a director of the old Halifax Sugar Co. He is looked upon as a connecting link between the old and the new company.

KINGSTON PENITENTIARY SUPPLIES.

The following contracts for supplies to Kingston Penitentiary have been awarded:—Flour, M. McLaughlin & Co., Toronto; fresh meat, Thos. McConville, Kingston; coal, James Swift & Co. and G. Plunkett; sole leather, Beardmore & Co., Toronto; leather and findings, H. Lamontagne; coal oil, R. J. Carson; hardware, Lewis Bros. & Co.; dry goods sundries, Hodgson, Sumner & Co.; dry goods staples, The Hamilton Co.; groceries, sundries, J. Gilbert; groceries, staples, J. Crawford; drugs, J. B. McLeod.

A CORNER THAT FAILED.

Intelligence from San Francisco has been received to the effect that after losing \$45,000 in cornering the lima bean markets and securing 600,000 lb., to find nobody wanted the beans, Lyden & Co., have assigned. The liabilities will amount to \$300,000, and assets estimated \$25,000.

HINTS TO BUYERS.

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

The Eby, Blain Co. have just passed into stock a shipment of Geo. K. McMechin's well-known "Old Virginia" brand of prepared mustard, horse-radish and mustard, salad dressing and catsup, all fast selling, seasonable lines.

Bakers and confectioners will do well to get samples and quotations of cleaned Sultana raisins offered by The Eby, Blain Co., Ltd.

H. P. Eckardt & Co. report a good business doing in lime juice.

Bellhouse, Dillon & Co. report a further advance in crystal cream tartar of 1c. per lb. This brings the cost laid down to 26-27c. per lb., according to purity.

Attention is called to the ad. of E. D. Marceau in this week's "Grocer," some splendid values being quoted. Mr. Marceau reports the demand for Madame Huot's Coffee as on the rapid increase.

The Montreal office of "Salada" Ceylon tea claims to have received during the past week a larger number of mail orders for repeat supplies of their natural Ceylon greens than in any previous week of their business.

"Snider's Salad Dressing," report Rose & Laflamme, "is meeting with splendid acceptance by the trade, considering we have but lately introduced it to this market."

"Batger's Nonpareil Jellies, one of the oldest and most popular solidified table jellies introduced into Canada, is being freely called for again, and it can only be ascribed to the excellent quality of the goods," say Rose & Laflamme, the Canadian agents.

New skinless codfish in 100-lb. cases, is in store with The Eby, Blain Co., Ltd.

The Eby, Blain Co., Ltd., have a snap on domestic kippered herrings.

The Eby, Blain Co., Ltd. are making a leader on lime juice.

H. P. Eckardt & Co. report a good business doing in electric self-polishing cloths and powder.

Buyers of pickling vinegar should try "Heinz." It is something extra in quality.

INQUIRIES AND ANSWERS.

A Quebec grocer wishes to communicate with a maker of fine labels for expensive wines, etc.

WEIGHT OF A BUSHEL OF POTATOES.

A correspondent writes asking the standard weight of a bushel of potatoes. By Act 42, Vic. (1879), Chap. 16 (amended by Chap. 30, Acts of 1898), the standard weight of the bushel of potatoes is fixed at 60 lb.

MANUFACTURERS' ASSOCIATION AND MUNICIPAL REFORM.

THE members of the Toronto branch of the Canadian Manufacturers' Association manifested the growing interest being taken in municipal reform last Monday evening when at the dinner in the National Club, following the annual meeting, they listened to addresses on this subject by Mr. Goldwin Smith and Mr. C. R. Woodruff, a young Philadelphia lawyer, who has become distinguished in his own country in connection with civic and political reform movements.

The addresses received the most earnest attention, and good fruit therefrom is anticipated. There were present, among others, in addition to the retiring president, Mr. W. P. Gundy, and the guests of the evening: J. P. Murray, chairman elect; Ald. Curry, J. O. Thorn, P. W. Ellis, W. K. George, W. K. McNaught, George Booth, W. J. Gage, C. N. Candee, J. D. Allan, Robert C. M. J. W. Woods, Miles Vokes, Andrew Gunn, W. H. Shaw, T. A. Russell, E. A. Wills, A. W. Thomas, J. S. McKinnon, Trayton Blaber and S. M. Wickett.

Mr. Goldwin Smith, who spoke first, was heartily cheered. In thanking the association for the honor shown him, Mr. Smith expressed an abiding trust in the future of Toronto. The residential attractions of the city were, he declared, unsurpassed, and all that was required was a thoroughly good government. The trouble to-day was that people were endeavoring to govern a city on a system fitted to a village. The vast populations of to-day required expert and scientific administration, for which the elective system was inadequate. A permanent and responsible administration was necessary, and the building of Toronto's city hall was instanced as showing the waste and irresponsibility of the present system. Washington, D.C., was an example of a well-governed city. He suggested the division of the civic government into legislative and administrative branches, the latter to be in the hands of expert, thoroughly competent and responsible people, who should be out of reach of all sinister influences.

Mr. Woodruff was also enthusiastically received. He endorsed the position taken by Mr. Goldwin Smith. The fundamental principle of good civic government was the separation of politics and administration. A great change, the speaker declared, had come over the public attitude towards municipal government in the last ten years. Hopeless criticism had given way to constructive statesmanship. There had been a ten-fold increase in the number of reform bodies, whose persistence was strikingly characteristic. The

business men were taking up the movement and had done notable work in New York and San Francisco. The outlook for municipal reform was bright and full of encouragement. The forces making for righteousness and improvement were being strengthened from day to day, and, in time, must overcome.

A vote of thanks was tendered the speakers on motion of Mr. W. K. McNaught and Mr. J. P. Murray.

At the business meeting, held in the Board of Trade during the afternoon, the Executive Committee reported a membership of 331, a gain of 59 for the year.

The officers elected were as follows:

Toronto branch—Chairman, J. P. Murray; vice-chairman, W. B. Tindall. Committee—C. N. Candee, R. J. Copeland, Geo. W. Watts, Robt. Crean, D. T. McIntosh, F. A. Ritchie, J. T. Sheridan, J. W. Cowan, John Dick, P. W. Ellis, A. S. Rogers, J. S. King, J. H. Housser, J. S. McKinnon, F. J. Small; ex-officio, W. K. George, W. P. Gundy, J. O. Thorn.

Nominations for Dominion Executive Council—J. O. Thorn, W. P. Gundy, J. P. Murray, R. J. Christie, F. Nicholls, C. N. Candee, J. K. Osborne, William Stone, A. W. Thomas, A. F. Rutter, A. S. Rogers, Thomas Roden, J. S. King, P. H. Burton, E. C. Boeckh, S. M. Wickett, W. B. Tindall, George H. Hees, J. W. Cowan, R. A. Donald.

THE CURRANT CROP.

THE proposed currant monopoly, promising as it does phenomenally high prices, is causing great excitement among the growers in Greece. Discussion of the details of the convention in Parliament is regarded as an attempt to burke the project. But in spite of the pressure brought to bear upon it, the Parliament has not accepted the convention in its original form. Nearly every member, it is said, has had some amendment to make, and the Government has had perforce to withdraw the proposed measure and negotiate again with the syndicate along the lines suggested by the members. Whether or not the syndicate can be induced to accept the new terms is unknown, but in some quarters it is believed that the last has been heard of the monopoly project. The excitement among the growers has resulted in turbulent outbreaks, and troops are being sent to the disaffected quarters.

In any event, it is now too late to affect the present crop, and the Government has been compelled to again provide for the

surplus production of currants. A bill has been voted by the Chamber providing for the purchase by the Currant Bank of any currants which may be presented at a price equal to about 11s. 6d. f.o.b. in quarter cases. Any currants which the bank thus purchases will be turned over to distillers for industrial purposes.

This measure will undoubtedly be agreed to, it is said, and it is important for all interested to know that we shall enter the season of 1903 with the lowest possible price for Provincial of about 11s. 6d. f.o.b.

The growing crop is progressing favorably in all respects and promises abundantly. The first shipments will, as usual, commence during the second half of August.



ONTARIO.

Batty & Co., Limited, London, England, write THE CANADIAN GROCER that they have appointed W. G. Patrick & Co. as their agents in Toronto, and Carter & McCandless to represent them in Victoria, B.C.

S. M. Kenney, of The McLachlan Gasoline Engine Co., Ltd., Toronto, and W. Galbraith, wholesale grocer, Belleville, have interchanged their business connections, certainly an unusual and interesting circumstance.

It is rumored that another grocery store will shortly be opened in Forest.

J. C. Nation, of Morpeth, has sold his stock of dry goods and groceries to Jeffries & Smith, of Ridgeway, and will retire from business.

QUEBEC.

The canned goods warehouse of Joseph Lamoureux, 119 St. Timothee street, Montreal, suffered from fire last week. The top flat of the building was badly damaged by fire, and the lower flats were damaged by water. The loss is estimated at \$2,000.

The Ubero Coffee Co., of Boston, intends, it is said, to erect a factory in Montreal next year.

MANUFACTURERS OF GROCERY LINES.

A London, Liverpool and Leicester firm of good standing wishes to get in touch with manufacturers of grocery lines who are looking for good export connection for Great Britain and India. Apply in care of "Editor" THE CANADIAN GROCER.

AGENCIES WANTED.

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

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INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received by the Canadian Section of the Imperial Institute, London, S. W. :

1. A North of England house possessing a large connection in box shooks and excelsior asks to be placed in touch with Canadian manufacturers of same who can fill orders.

2. A manufacturing firm wishes to hear from Canadian manufacturers of extension dining tables.

3. A company dealing in teas and coffees asks to be placed in correspondence with Canadian wholesale importers.

4. A Bristol firm desires addresses of Canadian shippers of seeds, peas, etc.

The names of the firms making the inquiries can be obtained from the editor of "The Canadian Grocer."

STRATFORD WHOLESALE GROCERY CO., LIMITED.

George Ballantyne, grocery traveller; Arthur Henry King and John Corrie, gentlemen; John Charles Monteith, broker; William Jeffery, merchant, and Henry Wilkinson, manufacturer, and Daniel A. Dempsey, of the township of Elice, county of Perth, cheese manufacturer, have been incorporated as The Stratford Wholesale Grocery Co., Limited, mentioned in last week's "Grocer." The share capital of the company is \$100,000, divided into 1,000 shares of \$100 each. The head office is Stratford, and the provisional directors, George Ballantyne, A. H. King, John C. Monteith, John Corrie and D. A. Dempsey, hereinbefore mentioned.

THE ROBERT GREIG CO. INCORPORATED

Letters patent under the great seal of the Province of Ontario have been issued granting a charter, creating and constituting William Cooke, retired banker; Robert Greig, manufacturer; Ella Moir Greig, wife of the said Robert Greig; William Henry B. Aikins, doctor of medicine, and Samuel Tovel Bastedo, Deputy Commissioner of Fisheries, all of the city of Toronto, etc., a corporation for the purpose and object of dealing in grocers', druggists' and confectioners' supplies, and all goods of like nature; and for the said purposes (a) to purchase and acquire as a going concern, the business hitherto carried on by the said Ella Moir Greig, trading under the name, style and firm of Robert Greig & Co., Limited, as a merchant, buyer, seller, manufacturer and importer of druggists', grocers' and confectioners' supplies. The share capital of the company to be \$65,000, divided into 1,300 shares of \$50 each. The head office of the company to be at the said city of Toronto, and the provisional directors to be Wm. Cooke, Robert Greig, Ella Moir Greig, Wm. H. B. Aikins and Samuel T. Bastedo, hereinbefore mentioned.

Veal Loaf, Ham Loaf, Beef Loaf

**Clark's
Summer Luncheons**

HANDSOMELY PACKED. POPULAR LINES.

Chicken Loaf, Turkey Loaf, Assorted Loafs



Delicious, Healthful
The Ideal Fruit

—FOR—
SPRING and SUMMER USE

Once Tried, Always Used
ASK FOR IT.

CANADA'S IDEAL WORCESTERSHIRE SAUCE

L & L

*A pure, wholesome, appetising
Canadian product of High Quality
Of special interest to the Canadian Grocer.*
—It gives complete satisfaction.
—It shows a good profit.
—Your jobber supplies it.



Trade Mark
PHONE MAIN 1975.

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

EPPS'S

GRATEFUL.
COMFORTING.

IN 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

FANCY CALIFORNIA, NAVEL, ORANGES
VALENCIA, SEVILLE.

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

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

THE BELLEVILLE BUSINESS COLLEGE, LIMITED
BELLEVILLE, ONTARIO.

Send for handsome Catalogue describing fully all courses taught. o J. Frith Jeffers, M.A., Principal.

Window and Interior Displays

Timely Hints
and Suggestions.

ALTHOUGH in a grocery, unlike in a dry goods store, there is not a very great necessity for the expenditure of much money in the window trimming, a merchant should not conclude that all expense is unnecessary. There are various seasons of the year when a special display is advisable, such as Christmas, Thanksgiving, Easter, and possibly, Victoria Day and July 1st. The first three occasions should be celebrated in every store, and, as the public are always watchful at those seasons for extra display, no window that is worthy of notice will be passed.

For these trims money should be expended, as a mere arrangement of the goods, no matter how careful or how striking, will not be conspicuous enough to stop the pedestrians on the sidewalk. Special backgrounds or fixtures will have to be made use of, and, although a very good display can be made with very little money and an inventive mind, the money is a part of it that cannot be overlooked.

However, it is not only for such annual events as these that some little expense is a good investment. Merchants can ordinarily use their window space satisfactorily by using only the goods themselves as adjuncts to the display. But, at various times through the year, whether taking advantage of any historical or local event or not, an extra trim should be indulged in, and something out of the ordinary done to show that there is still a living and interested influence in the store; otherwise the passers-by will think that the merchant is perfectly satisfied with his business, and considers any extra effort to attract trade as a useless expense of money or labor.

Such an impression is one of the most disastrous to a business, and no matter how large a trade may have been done, its influence will soon be felt. If people see a store has no interest in them, they soon cease to interest themselves in the store. Constant and substantial effort must be employed in the best business to retain its position, and in the poorest, to obtain a position; and it is just as necessary to the former as the latter.

It is through his window that the merchant who realizes this necessity impresses the public with the idea that he is after its trade, and to get it is willing to exert himself. Not only does the window reach his customers, but, more than that, all who pass. A regular customer

can be retained by personal attention, by well-kept stock, by good business methods, in addition to the influence of the window; but it is only in the latter way, combined with advertising, that those who do not enter the store, can be reached, and, more effectually in some ways than advertising, it attracts attention.

Mr. A. may have dealt for years with the store across the way, but a carefully arranged window may draw to his at-

tion.

A Window Display Competition.

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

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

and \$2 for every picture and description which is considered worthy of publication.

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

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

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

Attention an article, which is either a specialty of the store displaying it, or, which has never before received his consideration. If he decides he requires, or wants it, the chances are that he will buy it where he saw it displayed, rather than across the street, and a beginning has then been made in the obtaining of his trade. He may buy only that article at the time, but he will never forget that Blank supplied his wants at one time, and the chances are exceedingly good that Blank will do so again.

To such men as these a special display is the only thing that serves, and if a half dozen like him can be induced to buy once, surely the money expended on the extra effort has been well spent. A couple of dollars put in a window may return fifty to the till, even directly, and when the indirect moral benefit is considered, the returns are far greater. Even where direct returns are not noticeable, the indirect, if they could be computed, would show a large profit to the merchant.

Corner Windows.

A corner window is one of the most valuable assets a merchant can have, and there are few who do not appreciate its importance. He is fully alive to the fact that it opens great opportunities for window display and has the immense advantage of catching the eye of a passer-by long before he has reached the store. In this way the man outside is not compelled to stop and look at the display, but can see it as he walks along, and without turning his head.

Such a window well arranged is sure to attract people who would not bother to look at or would carelessly pass a straight front, and yet there is not one merchant in many who understands the knack of turning all its opportunities to advantage.

In a vague way he knows that the side elevation is important, but in some way he cannot get rid of the idea that the front elevation of the same window requires a more elaborate trim. Such is not the case. It is the side window that first attracts the eye, and it is that part of the window that gives a corner window its value. Accordingly it stands to reason that it should receive the most attention.

The best plan to adopt is to place the central figure a little to the side and far enough back to be seen from the side, without being interrupted by the corner. Then the part seen from the side should be the most carefully arranged, with the front aspect more as a good support than as the display that is intended to count. The observer will stop on his way up and naturally look at the side next him; when he reaches the front, the window across the entrance should be elaborate enough to give value to the front view, so that no matter from what position he looks at the window, he sees an effective display.

The Popular Goods for Progressive People,

suited to all classes of buildings—not to be equalled for practical merit and enduring reliability.

Our Metallic Ceilings and Walls

give the acme of perfection at moderate cost. They please the most aesthetic as well as practical tastes.

Artistically beautiful, almost indestructible, sanitary, easily applied, and almost countless designs to select among.

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

Their cost is so trifling

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

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

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition.....	\$5.00
A.B.C. Code, 5th Edition.....	7.00
A1 Code.....	7.50
Robinson's Code.....	1.50
Armstrong's Code, 1901 Edition.....	2.50
Economy Code.....	3.00
Scattergood's Fruit Code.....	5.00
United States Code.....	3.00
Arnold's Tobacco Code.....	2.50
Baker's Potato Code.....	2.50
Broker's Code.....	1.00
Citrus Code.....	2.00
Index Code.....	2.00
Universal Sugar Code.....	1.00
National Coffee Code.....	1.00
Riverside Code 1890 and 1901.....	3.00
All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.	

THE NATIONAL COFFEE CODE

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE

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

Price, \$1.00 per copy Postpaid.

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

AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

THE CANADIAN GROCER

AN ADDITION TO OUR STAFF.

Mr. W. H. Seyler has joined the staff of "The Canadian Grocer." His headquarters will be Montreal. Mr. Seyler is well and favorably known to the grocery trade of Canada. He was with The Eby, Blain Co., Limited, for about ten years, and travelled extensively through Quebec and the Maritime Provinces for one of the largest grocery specialty houses in Canada. During the last couple of years he has been with E. W. Gillett & Co., Limited, as sales and advertising manager. His connection with the wholesale grocery trade dates back to 1878, and he has had experience in the United States as well as in Canada, although he is a Canadian by birth. As an advertising specialist Mr. Seyler has been prominently associated with the leading Canadian trade newspapers, and his advertisements are noted for their striking effectiveness. In fact, his designs and ideas have been preserved as models by some of the leading journals devoted to advertising. A recent article of his on "The Art of Advertising," was published in The Daily Star. It attracted a great deal of attention, and was afterwards with others published in pamphlet form.

Mr. Seyler will always be ready to place himself at the disposal of advertisers, and he will be found ready at any time to make suggestions that will assist advertisers here in Montreal in the preparation of copy.

BUSINESS IN ST. MARY'S.

Mr. F. W. Hutton, grocer, St. Mary's, Ont., was in Toronto for a few days last week. In conversation with "The Canadian Grocer," he said: "Things are going along nicely. The town is not exactly booming, but there is a lot of house building going on and every house in the town is rented. Business is good, as a consequence. Several new stores are also being erected. We are putting up one ourselves, and J. M. Adams, grocer, and A. Beattie & Co., dry goods and groceries, are also erecting new stores."

PERSONAL MENTION.

Mr. John Cameron, who has for many years been so well known to the trade in Canada on account of his connection with the advertising staff of "The Canadian Grocer," left a few days ago for a holiday trip to Great Britain. He is accompanied by Mrs. Cameron. No doubt the good wishes of the trade will accompany him. It is to be hoped that he will return to Canada much benefitted by his trip and fortified for many more years of hard and successful work.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

SITUATIONS VACANT.

BUTCHER—Immediately—young man to slaughter and make himself generally useful; temperate. Box 104 CANADIAN GROCER. f

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

SITUATIONS WANTED.

WANTED—By August 10, position in wholesale, by young man 23. Five years experience in general store. Well recommended. State salary. Box 43 CANADIAN GROCER. 29-1

FOR SALE.

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

FOR SALE—Choice corner brick store and dwelling, centre of Toronto, occupied by grocer for number of years and doing a large business; possession arranged. Golden opportunity for someone. J. T. Reeve, 160 Bay Street, Toronto. (28-2)

GROCERY BUSINESS—Stock about \$1,400; fixtures \$500; turnover about \$15,000. Do not reply unless you mean business and have cash. Box 101 CANADIAN GROCER. f

COFFEE ESSENCE

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

Do you sell it!!!

POP CORN

in every style.

Pays nearly 100% profit.

DOMINION POP CORN CO., - TORONTO.

The Canadian Grocer

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

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

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

Business Changes

ONTARIO.

Bernard Murphy, general merchant, Erinsville, has assigned to Geo. D. Hawley; a meeting of the creditors was held on July 11.

Claxton & Son, general merchants, Orangeville, have sold out to L. Dickenson.

D. N. Macleod, general merchant, Parkhill, has sold his business to White & May.

The stock of (Est. of) T. G. Guest, grocer, Ridgetown, has been sold at 36c. on the dollar to J. A. Dart.

J. J. Radcliffe, grocer, Toronto, is offering to compromise.

John White, grocer, boots and shoes, Watford, has sold his groceries to Benson & Co.

The assets of the business of Grylls & Co., general merchants, Westmeath, were put up for sale on July 15.

T. F. Brown & Bro., millers, Welland, are advertising their mill for sale.

The Westport Milling Co., Ltd., Westport, have obtained a charter.

J. E. Langlois has been appointed curator to McCrimmon & Co., general merchants, Williamstown.

Jones & Clark, general merchants, Winchelsea, have dissolved partnership; Lavina Jones will continue the business.

The stock of the estate of J. D. McRae, general storekeeper, saw and grist miller, Egansville, is advertised for sale.

M. Greenspoon has succeeded Greenspoon Bros. in general store business, Vankleek Hill.

Malcolm McCuaig, of the firm of McCuaig, Cheney & Co., general storekeeper, Vankleek Hill, is deceased.

W. B. Armstrong, late of Benj. Warren's, has opened up a grocery store on Gore street east, Perth.

Wm. J. Foster, grocer, Deseronto, has sold out.

The general store stock of The Gardner-Rice McLeod Co., Limited, Rat Portage, is advertised for sale by auction on July 18.

The assets of McCrimmon & Co., general storekeepers, Williamstown, are to be sold.

QUEBEC.

P. E. Cartier & Co., grocers, St. Henri, have registered.

Jos. Brault & Co., grocers, St. Louis, have registered.

J. O. Bussiere, general merchant, Shawinigan Falls, has voluntarily assigned.

A meeting of the creditors of L. A. Clouthier, wholesale grocer, Montreal, was held on July 7.

A. Jassin & Co., grocers, Montreal, have registered.

M. and N. Tabah, wholesale and retail dry goods, groceries, etc., Montreal, have registered.

E. L. Dionne, general merchant, Peribonca, is offering to compromise at 50c. on the dollar.

Ulric Boucher, general merchant, St. Barnabe, has sold his stock at 68½c on the dollar.

J. D. McHains, has been appointed curator for Arthur & Cote, general merchants, South Durham.

Jos. Hubert & Fils, general merchants, Granby, have registered.

The Hull Brewing & Malting Co., Ltd., Hull, have assigned; assets are to be sold.

A meeting was called for July 15 to appoint a curator for W. R. Crepeault & Co., general merchants, Kamouraska.

J. A. Godbout, general merchant, Lauzon, has sold his stock to J. B. Boutin at 48c on the dollar.

Jos. Bolduc & Cie., insurance, Levis, have registered.

The assets of the business of S. Z. Cote, general merchant, St. Anaclet, were sold on July 9.

Petit Freres, grocers, St. Hyacinthe, have registered.

Rousseau & Rousseau, wholesale grocers, Victoriaville, have registered.

Perkins, Moore & Co. are starting in business as wholesale and retail grocers and liquor dealers in Montreal.

The firm of Skelly & Moquin, grocers, Montreal, has been registered.

The assets of J. B. I. Prefontaine, grocer, St. Adele, are to be sold.

The assets of H. Hudon & Co., general merchants at St. Angele (Rimouski), are to be sold on July 22.

Alphonse Seguin has entered on the grocery business in Montreal.

Jos. Deguire & Co., bakers and flour merchants, St. Laurent, have registered.

J. O. Bussiere, general storekeeper, Shawinigan Falls, has compromised with his creditors.

Jos. Tremblay, general storekeeper, Tremblay, is retiring from business and offers his premises to let.

The assets of Omer Langlois, grocer, Montreal, are to be sold. He has assigned to Bilodeau & Chalifou.

The general store stock of Archille Roy, Fortierville, has been sold at 69½c on the dollar.

The assets of O. Audet, general merchant, Grondines, are to be sold to day, July 17.

L. A. Clothier, wholesale grocer, Montreal, are offering their creditors 30c on the dollar.

The stock of S. Z. Cote, general merchant, St. Anaclet, has been sold at 69 cents on the dollar, to Hudon & Co.

Paquette & Marchand, grocers and

liquor dealers, St. Henri, have assigned and the assets have been sold.

The assets of P. Blanchette, general storekeeper, St. Louise (L'Islet), are to be sold to day, July 17.

The assets of Arthur & Cote, general merchants, South Durham, are to be sold.

NOVA SCOTIA.

A co-partnership has been registered, Tilley B. Price and Sarah B. Price, to do business under the name of T. B. Price & Co., grocers, Parrsboro.

A declaration of partnership has been registered for Thomas J. Brown and Wm. T. Graham, to do business as Brown & Graham, grocers, meats, etc., in Halifax.

Consent has been registered for Rebecca Line to do business in her own name as grocer and baker, Glace Bay.

The Elgin Milling Co., Ltd., Elgin, are applying for incorporation with an authorized capital of \$15,000.

The Mah-Pu Mineral Springs Co., Ltd., Upham, are applying for incorporation.

MANITOBA AND NORTHWEST TERRITORIES.

Sarah Haniford, general merchant, Dauphin, is granted an extension.

C. F. Travis, miller, baker, etc., Elkhorn, suffered slight loss by fire; covered with insurance.

James Christie, general merchant, Glenella, is sold out to Israel Segal.

L. Seand, general merchant, New Hope, has sold out his business to Michael Byers.

The McArthur Grocery Co., Ltd., Winnipeg, has been incorporated.

Henry Barton, general merchant, Davidson, is opening a branch at Girvin.

A. Mitchell succeeds William Stobart & Co., as general merchants at Duck Lake.

The mortgagee is in possession of the assets of George Nofield, general storekeeper at Fort Qu'Appelle, and is offering them for sale.

Henry Collins has bought the general store of Eph. Roger, Methven.

The sheriff is in possession of the general store of Beesley & Co., Maple Creek.

BRITISH COLUMBIA.

Kootenay Lumber Co., general store, Comaplix, are removing their stock to Ducks.

A chattel mortgagee is in possession of the grocery stock of Peter Otto, Vancouver.

J. H. Hemsworth succeeds M. V. Finch, general storekeeper, Mount Sicker.

AN EVIDENCE OF CIRCULATION.

An example of the far-reaching circulation of "The Canadian Grocer," was afforded the other day by the fact that The Auer Light Co., of Montreal, received an inquiry from a firm in Patras, Greece, by the name of Arsenis & Co. Only a few days previously they also received an inquiry from K. Varathargulu Naidu, Ulsoor, Bangalore, India. Both these firms have excellent reference



SOCKEYE SALMON

"Clover Leaf Brand"

is the finest FRASER RIVER SOCKEYE SALMON packed.

All grocers keep it.

FOREST CITY GOSSIP.

Office of "The Canadian Grocer,"
365 Richmond street,

London, July 15, 1903.

WHILE the hardware branch of the wholesale trade of London is now getting slack, the wholesale grocers are unusually active. This is the rule, not the exception; for a visit amongst all the firms doing a jobbing trade brings out the fact that shipping rooms are crowded with packages going out, and orders are coming to hand by every mail. While the bulk of these orders are from travellers who make regular periodical trips, a greater number of letter orders for goods are reported by every house than it has been usual to receive.

Sugars, as a matter of course, are a prominent feature everywhere, and always in shipments at this season; but it is worthy of note that during the last two weeks, general groceries, covering the entire list, have been moving out in larger and more frequent lots than at any time this year, and wholesale men are correspondingly elated. In answer to my query as to the cause of the unusually good demand at this time I am told, "Oh, it's just the exceptionally good prospects; everybody is full of hope and feeling flush."

The wholesale and retail grocers are certainly having their innings just now.

An advance of 10c. per cwt. on all grades of sugar took place here at the end of the week. Standard granulated is now delivered in London retail stores at \$1.27 in barrels, and \$4.22 in 100-lb. sacks. No special advance on any other lines this week is worthy of note.

Offerings of butter and eggs have been good in the London market during the week. Prices are firm. Rolls ruled at 17 to 18c.; crocks, 16 to 18c.; creamery, 21 to 22c. Eggs, 14 to 15c. Honey is offering in 12-lb. boxes at \$1.50, and 10-

lb. boxes, \$1.25. Chickens are in good supply, and are larger in size, at 50 to 75c. per pair. The offerings of raspberries are very large at 8 to 9c. a box. Gooseberries are 5 to 6c. a box; cherries, 8 quart pails, 90c.; black currants, 10 and 11c. a box; red and white currants, 4 to 5c. a box.

Immense deliveries were made last week of roots and vegetables: Young beets, turnips, new potatoes, new cabbage, and home-grown tomatoes. Old potatoes may now be said to be out of the market. The new tubers were sold at 75 and 80c. per bushel.

A visit to the establishment of Wall & Guppy this week, disclosed the hands busy in the cellar repacking oranges and lemons. The former are now almost out of the market, and the latter are a very precarious stock these warm days. Every case has to be examined carefully and repacked with sound fruit. Four dollars and a half is the price of lemons.

A matter of much importance to merchants, manufacturers and business men generally is now about being settled. News has been received this afternoon from Ottawa that the G.T.R. has agreed to immediately construct a connecting line with the Canadian Pacific at London, and to enter into negotiations with other railways for general interswitching arrangements. The proposed spur will afford to established industries switching arrangements common to all railways and provide ample accommodation for new industries.

Mr. James Hickey, manager here of Grafton & Co., accompanied by Mrs. Hickey, has left on a holiday trip to Atlantic City, N. J.

Farm labor is very scarce in Western Ontario this season, and much difficulty is being experienced in securing men to do thorough work. Farmers are offering

\$1.75 per day and board to men during the haying season.

The cheese market is easy. It is the opinion of some that the high figures of last year will not be reached. Jobbers quote around 11c. for favorite makes.

W.H.L.

THE INDUSTRIAL SOAP AND OIL CO.

The business of The Industrial Soap and Oil Co., of Toronto, manufacturers of Soap Chips, has grown so extensively in the last few months that they have found it necessary to get into much larger premises than they are now occupying. As announced in last week's "Grocer," they have purchased the large factory building in Brantford recently occupied by The Brantford Soap Co., and will now have the third largest soap factory in the Dominion, the building being 168 feet long by 75½ feet wide, and four storeys high. Six large boiling kettles will be used, the largest of which holds 30 tons at a boil; another, 25 tons, and the other four varying from 3 to 15 tons each.

This company has not only purchased The Brantford Soap Co.'s building, but also the good will and the rights to the well-known "Ivory Bar," and all kindred lines of the old company, comprising some seven different articles. They have also been lucky enough to get the original soap makers, so will be able to turn out "Ivory Bar" the same as in its palmy days.

Mr. H. E. Cardinal, the general manager of the company, who is now in Brantford superintending the renovating of the factory, expects to have everything running very shortly, and will have his travellers out about August 15.

WILL PLEASE INVESTORS.

E. W. Gillett Co., Limited, mailed to stockholders on July 15, dividend cheques for second quarter of present year. Those interested in this company are to be congratulated.

FLOUR AND CEREAL FOODS

Dealing With Farmers.

By W. W. Cole, in The Roller Mill.

BILL NYE, now at rest, in relating his experience as an apprentice in a grist mill, tells us that among other duties it was required of him when weighing in wheat always to deduct a certain amount for screenings, chaff, Egyptian buckwheat, etc., and in fact, to make it a rule to chisel the old farmer out of all he would stand. With due respect for the lamented and laughable William, I must say that my milling experience has been somewhat different from his. While in the capacity of apprentice or of head miller, covering a period of many years' dealing with farmers, I have invariably found it necessary to work on the defensive, in fact, to use the utmost persistence in order to prevent them carrying away the mill.

The farmer abroad is humorously pictured as a ready victim of gold bricks and an easy mark for the confidence man and pick pocket, but the farmer when he goes to the mill is abundantly able to take care of himself, and unless the miller or mill proprietor is up to specifications will put him out of business.

Farmers, as a class, are very well posted on crop reports and the markets. When dealing with the miller they are dealing in wheat, corn, oats and barley, things that they know all about. They sell grain to the miller and expect cash for it: they buy of him the products of grain, in the shape of bran, oats, meal and corn meal, and expect a credit of six months.

It would seem that every individual miller was trying to prosper by underselling his neighbor. A majority of the small mills throughout the country are dependent upon the farmers' trade: they cannot do business without their patronage. Mills are so plentiful, however, that the farmer generally has a choice of two or more mills where he can bestow his custom.

With these circumstances in view the question arises, What is the best method of dealing with the farmers? Experience has taught me a few things along this line which I will try to set forth. One essential is to do good work. To do good work it is essential to have a good mill, kept in good repair. A large mill

and close yields are not always essential for a successful and profitable home trade, but good flour is very essential. Mr. Farmer is to get his flour as cheap as possible, or as many pounds of it as he can for a bushel of good, bad or indifferent wheat, and as regards quality, he is going to have very nearly the best. It is the same with feed grinding. He does not want the miller to toll the grist very much, or if it be ground for money he does not want the miller to charge much of anything for doing the work; but he will invariably insist that the feed be ground fine.

Another essential is that the miller keep good goods. By this we do not mean that it is always advisable to buy the highest grade of corn or oats on the market, but we mean reasonably sound grain that will work up into good, wholesome feed.

If bye products are handled, the miller should sell them for what they are. I do not believe a mixture of oat shucks and pulverized corn cobs should be palmed off for straight corn-and-oat feed. The miller may be tempted to do something of the kind in order to compete with the other fellow, whose prices are so much lower, but in the long run, I believe, there is nothing gained by being crooked.

A miller should know his own business and allow no one to conduct it for him. If he is persistent in his determination to do this his farmer friends will generally let him alone while waiting for their grist, and devote their time to explaining how the navy should be run or outlining a policy for the Government of the Philippines.

There should be but one price for goods: all customers treated alike in this respect. A little cut in price to one is not only an injustice to those who pay the regular rate without objection, but demoralizing to the business. If a farmer succeeds in jewing a miller down a little, rest assured that his neighbors will soon know of it, and when they do there will be any amount of trouble in store for the poor miller.

The proprietor, the head miller, and every one connected with the mill should be pleasant, patient and accommodating with customers at all times. I can scarcely conceive of a successful business man or salesman of any kind or in any line allowing himself to be otherwise to

his customers, no matter what the provocation.

Insist on a good margin of profit and a fair remuneration for the work done. This, I believe, is the most essential requisite for successful dealing with farmers. I believe that one of the most, if not the most, frequent causes of failure in custom mills is the miller's allowing himself to be hoodooed out of his just dues. When a farmer sells his produce he demands, and gets, the market price. We know of no reason why he should expect feed to be ground for less than the actual cost of the work, or to receive an amount of flour for a bushel of wheat that the quality of the grain does not warrant. The most of this evil is caused by adjoining mills endeavoring to win all or the larger part of the trade. It would be far better to let the other fellow have the bulk of the trade if at ruinous prices, and be content with a small share at living rates. Less capital and less work would then be necessary for the results realized.

Good work, fair dealing, and strict attention to business on the part of the miller, will win some of the trade, even if the farmer knows that he cannot get quite all there is in it when he goes to mill.

A Combined Mill and Bakery.

THE modern tendency of consolidation and simplification of industrial processes is exemplified by the completion of a plant in the City of Mexico where the wheat will go in at one door and come out in the form of bread at another. This combined flour mill and bakery is owned by The Sociedad Mexicana de Molineriary Panification, which is capitalized for the sum of \$400,000.

The plant occupies a large building, built especially for this purpose. The mill is equipped with modern roller machinery and the flour making process does not differ materially from that employed in ordinary mills. It is only after the flour is made that the unique character of the institution is apparent.

When the flour leaves the last milling machine it is transferred to the room in which it is mixed with the yeast, and after the mixing machines have finished their work, the brew is transported to enormous fermenting or raising vats. When this process has been carried on for

HAVE YOU

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

TILLSON'S BREAKFAST FOOD AND TILLSON'S WHEATLETS

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

Breakfast Food

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

Wheatlets

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

Freight paid in 5-case lots.

THE TILLSON COMPANY, LIMITED,
TILLSONBURG, ONT.

a sufficient length of time, the dough is carried to the mixing room, in which there are twenty machines which will mix the bread to the proper consistency. There will be no lack of "working," which is so essential to good bread. From the mixing room, the dough will again be carried to a raising room for a short time, and then will go to the moulding room, where the loaves will be formed by machinery, placed in long pans and transported to the last raising room. When it is light and ready for the ovens, another set of traveling carriers will transport the bread to the baking room in which are twenty-four long, sloping ovens, arranged in two rows, each row sloping to the centre so that every loaf in the ovens, which are about 18 feet long, can be seen by the baker in the centre. When it is thoroughly baked, the machinery will again take charge of it and carry it to the distributing room.

During the entire process, it will not be necessary to touch anything connected with the making of the bread, as the machinery will perform all the operations, including transferring the different articles at the different stages of the process from one room and set of machines to the other. The daily output of bread will be valued at \$2,000 and will consist of Paris and Vienna loaves of all sizes and shapes. The baking is in

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

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

Caledonia Mills
BOWMANVILLE, ONT.

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

THE BEST FLOUR.

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

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

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

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

MODEL ROLLER MILLS,
PERTH, - ONT.

FLOUR FEED CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

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

"Matchless" Feed.

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

THE CANADIAN GROCER

charge of expert bakers from Paris and Vienna.

The building was designed by and constructed under the supervision of a Belgian engineer. The machinery was designed in Paris. Electricity is the motive power.

Grinding of Canadian Wheat.

The Washburn-Crosby Co., at Minneapolis, Minn., has asked for the release of the bond on the Washburn E. mill because it is impossible for them to get any more Canadian wheat, all of that commodity now going abroad via Port Arthur, at figures that are more profitable than can be realized in that market. During the past winter the Washburn-Crosby Co. have ground a great deal of Canadian wheat in bond, and the product all went forward for export. The experiment has proved satisfactory in every particular, and it was never intended to run the mill the year round on Canadian wheat, as during the lake and rail season the shipment of flour in bond is somewhat impracticable. All the Canadian wheat that was shipped into that market has been ground into flour, and the last of the product is now going forward via the various lines to foreign markets. The company expects to have its bond released within a short time, and will, as soon as it is released, commence to grind domestic wheat and ship the product to any point they wish. A representative of the firm stated that if the occasion demanded their doing so, they would again bond their mill as they had been perfectly satisfied with the business during the past four months.

Flour for Jamaica.

The Canadian Agent General at Jamaica, in a report to the Department at Ottawa, writes as follows:

It is pleasing to turn to a more promising situation regarding flour, and it would seem that at last some Canadian millers are beginning to realize that this market is worth capturing, and this, too, at the sacrifice of probable cherished conservative methods. I mentioned in a previous report that two brands from a St. Thomas, Ont., mill had fairly "taken," but complaint was made of delay in shipments when ordered, and also not strictly complying with grade and other instructions. I am glad, however, to report that there has been an all-round improvement in this, with the result that two other brands (grades) from the same mills promise also to be successfully placed. A Chatham, Ont., brand is also making headway through a specially appointed sole agent, as in the previous case mentioned. Occasionally other small lots of Manitoba grades drop in. It is, however, necessary to explain that

while I have written as I have done, Canadian millers in the aggregate have by no means made any appreciable inroad on the 170,000 barrels imported annually on an average from the United States; still it is encouraging to note that practical efforts to get a substantial "footing" are at last receiving serious attention.

Canadian Wheat.

A despatch to The Toronto News says: Mr. William Halliwell, lecturer on Flour Milling Technology to the London County Council, made an official inspection of Canadian wheat and reports that he has never seen better. He strongly urges the re-imposition of the cereals duty, but upon flour alone, wheat entering free, and leaving the prices of bread unaffected. Asked whether under a preferential system British millers would admit Canadian flour free, Mr. Halliwell replied: "Yes, Canada is open to great developments in milling, and it would be as much to her advantage to send flour as wheat. Canadian flour is equal for British requirements to American, but is not superior. Americans flood Great Britain with their surplus flour to fetch what it will."

Crop Prospects.

The crop reports from Ontario and the western provinces are of a most cheerful character. The wheat is in splendid condition, and the hay and grain crops generally show signs of great improvement.

Wheat in the province of Quebec promises a very heavy yield. In fact the reports from every section of Canada are of the most satisfactory nature.

New Elevators.

The Ogilvie Flour Mills Co., Ltd., will, during the present season, erect 18 new elevators in Manitoba and the Northwest Territories. The capacity of the new elevators will be about 3,500,000 bushels, and will give the company fully 100 elevators in the Northwest Provinces. The officials of the company have made a careful estimate of the prospects of this year's crop, and place it at 60,000,000 bushels. They expect the average yield per acre will be somewhat less than last year, when the crop was a phenomenal one. Particular care has been taken as to this year's estimate and it may be taken as pretty correct, as the figures heretofore given by The Ogilvie Co. have come remarkably close to the mark.

Wall Street Arithmetic.

10 mills make one trust,
10 trusts make one combine,
10 combines make one merger,
10 mergers make one magnate,
1 magnate makes all the money.

—New York Commercial.

Tailings.

The Ottawa Milling Co. recently made a shipment of over 1,000 bags of rolled oats and oatmeal to Glasgow, Scotland, and has orders from various foreign countries. This fact speaks well for Canadian manufacturers, particularly in the cereal line, as competition is so keen across the water.

During the month of May, there were exported from the United States 1,461,592 barrels of flour, valued at \$5,535,587, and 8,050,482 bushels of wheat, valued at \$6,446,771.

The people of Grandview, Man., are agitating the erection of a flouring mill and the necessary preliminaries have been already arranged.

The McCann Milling Co., Toronto, are having a very busy season, the increased demand for the bulk brands of cereal manufactures handled by them being of the most satisfactory nature.

A large quantity of wheat was milled last season at Peace River Crossing and at the Hudson Bay mill at Fort Vermilion.

Two more grain elevators are soon to be erected by The Canadian Northern Railway, with a capacity of 1,500,000 bushels each.

"The Canadian Grocer" is glad to learn that the foreign enquiry for Canadian flour and cereals is constantly improving. The increased demand from South Africa during the past week has been particularly noticeable. Several enquiries received from that country through Montreal and Boston houses are receiving the attention of those of our millers who are cultivating an export trade.

Long Suffering Dyspeptics.

It is said that a grocer down in Philadelphia is now on the road to fortune through a timely discovery that promises to give dyspeptics another lease of life. It occurred to him that if sea water is so beneficial to the outside of the body it should be good for the interior. He therefore incorporated it with bread instead of using fresh water in the baking, resulting in the sale of it increasing five fold in a very short time. Just as has been the case with every other fad food, dyspeptics find this the "only food they can eat with comfort."

The Central Milling Co., Limited, of Peterborough, are making extensive alterations in their mill, and adding an office building and an elevator with a capacity of from 40,000 to 50,000 bushels. This company are the manufacturers of the well-known "White Patent" and "Diamond Crown" brands.

STRETTON'S PRIZE MEDAL SAUCE

A Delicious
Worcestershire Relish.

Montreal Agents

S. H. EWING & SONS,

96 King St., MONTREAL.

Telephone Bell Main 65.
" Merchants 522.

That Fatal "Just as Good."



If you value your reputation, don't offer some other Tea to a customer who asks for "Quaker." If you have no "Quaker" Tea, say you will get it at once. It's good tea—none better price for price—in fact we think there's none so good—certainly a pure Ceylon Tea, sealed in Ceylon, has a merit which makes it desirable stock.

J. A. MATHEWSON & CO., MONTREAL,

Agents for Canada and Newfoundland.

PURE GOLD PRESERVES

No apple juice nor any other filler.

No fruit juice taken off to sell for fountain syrup.

Bottled from polished pans into carefully washed bottles.

BRILLIANTLY STYLISH.

Making the finest assortment in the Empire.

PLEASE ORDER EARLY TO PREVENT DISAPPOINTMENT.

PURE GOLD CO'Y., - Toronto.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Judging a Cigar.

THE manoeuvres that some customers indulge in when buying cigars, furnish amusement for all who happen to be standing near. The most common trick, says a writer in Tobacco Leaf, is to hold the cigar unlighted under the nose and smell it. Now, a member of the "profesh" never attempts to judge a cigar by this method. A good deal can be learned of a carot or hand of tobacco by the sense of smell, and a buyer of leaf will invariably spread out the sample, bury his nose in it and snuff; but this is done more for the purpose of ascertaining that the tobacco is sound. If there is any must in a hand of tobacco, a leaf buyer can usually detect it by the sense of smell; but the man who holds an unlighted cigar under his nose, sniffs, and looks wise, merely makes a fool of himself in the eyes of the trade.

There is in New York a certain retailer who isn't very well posted on tobacco or cigar matters, despite the fact that he has been behind a retail counter for a number of years. He is a good bluffer, however, and tries to impress everybody with his ability as a judge of tobacco. A salesman was calling on him the other day, together with several other cigar drummers. The dealer was smoking a cigar, and the salesman asked him casually what brand it was.

"I don't know, I'm sure," answered the dealer. "It happened to be lying here on my desk, and I lighted it just as you came in."

"Clear Havana?" queried the salesman.

"I think so," answered the dealer, carelessly; let's see."

He knocked the ashes into his hand, and laying down the cigar, rolled them (the ashes) between his palms. Then he threw them into the air ostentatiously, and watched them carefully as they fluttered to the floor.

"Yes," he said, "clear Havana. The filler is 1900 Vueltas and the wrapper is a leaf of Partido, also 1900 crop."

He took up the cigar again and settled back in his chair, with the air of a man whose opinion is decisive, final and undebatable. The salesman ought to have been squelched by this, but he wasn't.

"Give me a bit of the smoke," he said.

The dealer puffed and blew out a large cloud of it.

The salesman put his hand into the

smoke knowingly, and rubbed his thumb and forefinger softly together. Then, dropping his arm languidly, he said: "You hit it about right, sir; indeed you did. But there is just one small sprig of '99 Vueltas in with the 1900."

"What makes you think so?" asked the dealer.

"Oh," responded the salesman, "I can feel it in the smoke."

And the dealer wondered why all the boys laughed.

Strike at St. Hyacinthe.

The cigar makers employed in the factory of The Emporium Cigar Co., of St. Hyacinthe, have been locked out.

The officials of the Montreal union, who have jurisdiction over the local union at St. Hyacinthe, state that the men were locked out because they refused to give labels for cigars made for the representatives of a non union firm of the city of Quebec.

The officials say that the firm in question had signed an agreement with the union not to furnish non-union houses with cigars, but that the agreement was violated several times after having been notified.

The representatives of the men say the firm will not be able to get cigar makers to take their places, and they seem to

think that an amicable settlement will be reached in a few days.

There will be a mass meeting of the local union to discuss the situation. The London strike, as well as the St. Hyacinthe lock-out will be considered and the question of levying assessments to assist the strikers will be decided.

British Tobacco Expenditure.

For the year ending March 31, 1903, the total amount of revenue from tobacco in Great Britain and Ireland was on 81,132,874 pounds, which on the basis of 1,250 pounds per hogshead, is equal to 64,906 hogsheads. In money £12,442,939, or about \$62,214,745, calculated at \$5 per pound sterling.

The following Brands manufactured by

The AMERICAN TOBACCO CO.
OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 30 cents, and pays a good profit.

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,
LIMITED
MONTREAL, QUE.

My
"Pebble"
Cigar

is better than ever, and ever the best. I use a high-class Havana tobacco for the filler. I believe that no other 5c. cigar contains as good a filler as my "Pebble."

My profit on each individual cigar is very small, but the large sales of the "Pebble" give me, in the aggregate, satisfactory returns.

Drop me a line to-day for details about a first or "trial" order.

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

"La Fama Cigars"

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

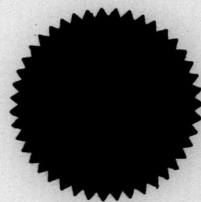
But there are texts and texts. Some can be preached threadbare in one effort, others furnish a subject that something new may be said of each attempt. It would be impossible to exhaust the supply of good things that can be and are told of our La Fama.

Ask any one who has tried them.

Brener Bros., London, Can.
Manufacturers.

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

TUCKETT CIGAR CO., LIMITED, HAMILTON.





OUR "CORONATION."

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

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

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

RONTO

The Best 5c. Cigar.

T. J. Horrocks, Toronto

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

The Chamberlain Cigar

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

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

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

Strictly Union-Made TOBACCOS

CHEWING

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

SMOKING

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

McALPIN CONSUMERS TOBACCO CO., Limited, - TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

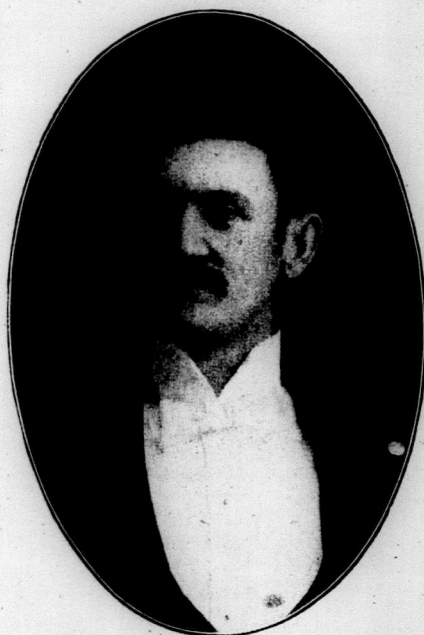
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W. H. Steele.

W. H. STEELE has been closely connected with the cigar and tobacco business for the past 21 years. Entering the employ of J. W. Scales 17 years ago he acted in the capacity of clerk and traveller until 1895. Commencing business on Yonge street, and afterwards removing to Bay street, the growing requirements of his business soon necessitated his removal to the present bright and commodious warehouse, 40 Scott street, Toronto. His business record has been one of progress. Of a kind and genial disposition Mr. Steele is very highly regarded from a social as well as from a business point of view. Making a specialty of the pipe and cigar



W. H. Steele, Wholesale Cigar Dealer.

trade, his travelling staff penetrate every section of Ontario, and his "Silent Drummer" has made his name widely known throughout the Dominion of Canada.

Will Experiment on Smokers.

A DESPATCH from Washington says: Upon the conclusion of the food tests, which Dr. Wiley, of the Agricultural Department has been conducting for several months, he proposes to institute another and quite as interesting a series of tests with tobacco, which will include experiments to determine the effect of tobacco upon the digestion and upon the human system in general. When the tobacco tests are taken up Dr. Wiley will proceed with them as he has done in the food tests. Pure tobacco in its various forms for chewing and smoking will be proceeded with, and experiments and observations made to ascertain what effects its use has upon the consumer when used in various quantities.

He will then take up the adulterated

or flavored tobacco, and by experiments ascertain what effect tobacco of that character has upon the system. How far these experiments will go has not been determined, nor has Dr. Wiley decided whether he will use Turkish, Cuban, and other brands of foreign tobacco, or confine himself to the domestic commodity. Should the Bureau of Chemistry go into the subject exhaustively and ascertain the difference between the effect of cheap cigars and cigarettes on the system as compared with that of high-class pure tobacco cigarettes and cigars, the result would be very interesting.

It is Dr. Wiley's intention to take men who are regular smokers and ascertain their physical condition as to heart action, breathing, digestion, etc., while continuing the use of tobacco under normal conditions, and then to have them suddenly cease the use of tobacco entirely. The effect of such stoppage will be carefully noted, and Dr. Wiley expects to be able to report on the benefits or injuries in the sudden change of the habits of smokers and chewers. After the effects of the prolonged use of tobacco have been eradicated from the system, it is proposed that the subjects of experiment shall recommence the use of tobacco, beginning in small quantities, which will be gradually increased until they are using as much as when the experiment first began, or more. Throughout the course of the experiments, the effect of the tobacco on the digestion will be carefully noted.

Notes of the Tobacco Trade.

Green, Fischel & Co., manufacturers cigars, Montreal, have dissolved.

Fleury & Dunnville, wholesale cigar jobbers, Quebec, have registered.

In St. Louis, Mo., two sneak thieves robbed the local branch of the Continental Tobacco Co., and secured 1,000,000 tobacco tags, valued at \$800.

The cigar dealers of Germany have called a congress at Cologne, at which a resolution indorsed by 360 Berlin dealers will be presented, providing that all retail stores in Germany refuse to handle trust-made articles.

One cigarette machine will make 280 cigarettes a minute, and requires only two human workers, one to feed the machine with tobacco the other to take the finished cigarettes from the case into which the machine finally drops them.

T. J. Horrocks, Toronto, has just placed a new package of cut plug tobacco on the market called the "Shamrock," which retails at 10c, is very handsomely got up, and promises to be a great favorite with lovers of the pipe.

Pipes



The Largest Pipe House in Canada.

TRADE MARK
Write for Prices.



THE W. H. STEELE CO., LIMITED

40 SCOTT ST., TORONTO.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

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

Recent stock depression in Consolidated Tobacco Preferred, although it may reflect an unsatisfactory condition in the plug tobacco market, possibly has reference to the very disappointing results of attempts to secure control of the German market.

J. Bruce Payne, of Granby, has converted his cigar business into a joint stock company, with a capital of \$100,000. The incorporators are J. Bruce Payne, James S. Neill, John J. Payne, Frederick W. Taylor, James Topp, and V. J. Racette.

The independent Havana cigar factories have now entered into an agreement not to sell or lease their factories or brands. The Havana branch of the tobacco combine has sent circulars to the trade denouncing the decision, formerly taken and subsequently rescinded, to the effect that it will not accept orders through Havana commission men. The latter do a considerable trade, especially with Germany.

It is considered a crime to smoke in Abyssinia, and the law forbidding tobacco dates from the year 1612. It was at first merely intended to prevent priests from smoking in the churches; but it was taken too literally, and nowadays even foreigners have to be careful not to be seen smoking.

BRITAIN'S FOOD SUPPLY.

A PARLIAMENTARY return issued the other day, says the London, Eng., "Grocery," shows annually for each year since 1870 the imported quantities of (1) wheat, wheat meal and flour, (2) meat, including animals for food, (3) sugar retained for home consumption, and also the countries from which these supplies were derived. In 1870 our total imports of wheat in grain were 30,901,000 cwts., of which we received 10,269,000 from Russia, 12,372,000 from the United States, 2,838,000 from British North America and 8,600 from British India.

Last year we imported 81,002,000 cwts., of which only 6,540,000 came from Russia while the United States supplied 43,312,000, British North America 9,527,000, and British India 8,842,000. Australia in 1870 sent 12,800 cwts. and New Zealand 72,420; last year the respective figures were 4,175,000 and 157,000. In 1900 we drew 18,524,000 from Argentina, but last year only 4,315,000. Of wheat meal and flour we imported 4,804,000 cwts., while last year we received 19,386,000 cwts., of which 15,587,000 came from the United States and 1,913,000 from Canada.

FRUIT INSPECTION SATISFACTORY.

"There is no room for complaint about the inspection of fruit this year," said J. G. Gibson, Yonge street, Toronto, the other day. "The strawberries sold here this year have been marketed in excellent condition, and no complaints will be heard if all fruit comes to us in such good shape."

CEYLON TEA.

The Fortnightly Ceylon Tea Report and Price Current for June 1, issued by Francis F. Street, tea broker, Colombo, Ceylon, reports:

EXPORT.—From 1st May to date:—

	1903. Lb.	1902. Lb.	1901. Lb.
To the Colonies.....	*1,719,100	2,798,045	1,772,843
London.....	*10,590,000	9,395,694	11,089,524
Russia to 21st May..	40,734	237,939	713,476
Germany ..	10,172	4,105	52,919
France ..	24,424	7,713	545
N. America and Canada ..	†637,133	†63,355	†269,022
Cape (S.A.) ..	22,023	6,165	10,520
	* Approximate.	† Includes Hong Kong.	

Offerings continue to be rather small for the time of year, showing a falling off of 985,455 lb. against May, 1902. Broken are still very irregular, but tippy ones up to 8½d. are a little firmer—above 8½d. prices are weak except for very tippy kinds, which are in strong demand. Orange Pekoes and Pekoes remain about steady except for commonest, which are 1c. lower—common Pekoe Souchongs show a drop of fully 1c. and are cheaper to-day than any time since January. Fannings and Dusts mark a further rise of 2c. due entirely to Russian buying.

Green teas were in more demand at about recent rates.

Some invoices show improvement, but generally speaking the quality is poor.

Fine weather is reported from most districts.

ANOTHER WHOLESALE GROCERY CO.

A charter has been granted by the Ontario Government to W. B. Rogers, M. M. Clancy, John Lambie Davidson, William Scott and John Medland, to carry on in all its branches, the business of wholesale grocers. The company is to be known as The Provincial Grocers, Ltd.

The capital is \$250,000, head office Toronto.

It is the intention of the company to offer the shares for subscription to retail grocers. It is also proposed that the net profits of the company, after paying six per cent. on the amount of capital subscribed, be divided amongst the shareholders according to amount of trading each has done with the company during the current financial year.

PACKING SALMON ON NORTH COAST.

The Vancouver Province, of June 25, says: "The outlook for a large pack of salmon on the Skeena and other northern rivers is especially good, according to news brought down yesterday by the steamer Coquitlam.

"The vessel left on Monday, and on that day the boats were starting to go out in large numbers, and were meeting with considerable success. The run looked to be fairly good."

" SALESMANSHIP."

The above is the title of a new monthly magazine, published by The Salesmanship Co., at Meadville, Pa., at one dollar a year, single copies 10c. Frank H. Dukemith is the editor. "Salesmanship" will aim to make better salesmen

and therein will be helpful to employers, sales managers and salesmen themselves, whether store or road, men or women.

Irish flour importers declare that United States millers are now sending them inferior flour, and express the opinion that the millers are taking too much out of the wheat. This is a lesson for Canadian millers. They have turned into their mills the best wheat in the world; they should turn out the best flour possible for the home as well as the export trade.

THE TRAVELLERS' HOLIDAYS.

A PREVIOUS issue stated that arrangements were on foot to settle the holidays for grocery salesmen for two weeks starting August 10. This agreement has been signed by the leading grocers in Hamilton, London, Windsor, Sarnia and Collingwood, but it seems that Toronto houses, while in sympathy with the movement, do not agree to the date as arranged by the representative of the western houses.

The travellers' interests in Toronto are being looked after by Frank Sloan, of John Sloan & Co., with the result that the following have agreed to make the time the first two weeks in August, ending Saturday, 15th:—H. P. Eckardt & Co., Davidson & Hay, Limited, The Ety, Blain Co., Limited, T. Kinnear & Co., Warren Bros. & Co., James Lumbers, F. W. Humphrey, John Sloan & Co.

It is felt by these houses that while they would like to comply with the western trades' suggestion, as to time, it would not give their men time enough to cover their ground before the annual exhibition starts. It is now a question under consideration whether the western trade will meet Toronto, or each city act independently. The Toronto trade seem willing to make it the first two weeks in August whether Hamilton and the west agree to this or not. At an interview with our representative on the subject, Mr. Frank Sloan said:—"I am enthusiastically in favor of the travellers' holidays, because I think they need them as well as any of us, and if they are to get any why not let it be at a holiday time. One of the great advantages of this arrangement to us is that we all agree not to send out substitutes, but do all our business by mail or wire. Every year we receive letters from some of the retailers expressing sympathy with the idea, and as it is such satisfaction all around I cannot understand why any house should hesitate for a moment about entering into an agreement so beneficial to all."

CHEESE AT 10c. A POUND.

"What's the price of cheese?"
 "Fifteen cents per pound."
 "But the fellow opposite sells it for ten."
 "Then go and buy it there."
 "But he hasn't got any."
 "Well, then, the kind of cheese I haven't got you can have here at 10 cents a pound also."—Vikingen.

Flett's

A Pickle Pointer.

You have horse sense. Then don't be a donkey. Sell reliable, high-grade pickles — pickles of the "come-back-and-get-another"-kind. Not the kind that you have to work hard to make every sale and then your customer, isn't satisfied. Sell **Flett's Pickles** — the pickle of quality.

ROSE & LAFLAMME
Agents, MONTREAL.

MHS

Step by Step

PATERSON'S WORCESTER SAUCE

has won the reputation that gives it the enormous sale it possesses.

The wise grocer sells it and profits thereby.

ROSE & LAFLAMME,
Agents, Montreal.

a Sauce

that is a seller

Brand's

Al Sauce

a fine tonic and digestive.

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

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

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

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

England leads the world in

MALT VINEGARS

and

Grimble's

PURE MALT



Vinegar

heads the list.

Brewery: LONDON, England.

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

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

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

When Your Story is Well Told the Goods are Half Sold.

IT has been said that we should write an advertisement just the same as we would talk to a customer over the counter—that it is practically the same thing. But this is not always the case. When we get a customer to the counter we already have their attention, and we know to a certainty that what we are going to say will be listened to, and that if one argument fails to impress we have the means of bringing other arguments to the customer's attention.

ONE THING

a good housekeeper should be very careful in, is buying her

GROCERIES

where she knows everything is kept nice and clean, and fit to put on the table. We take great pride in saying with every one else that we have the

**Cleanest,
Neatest,
Most Attractive
and Up-to-date**

GROCERY IN THE WEST.

This is largely why we are doing by far the largest grocery business in town. And is it not a good reason? If there is anything a person should be particular about, it is what they eat. Come along, then! We are doing two-thirds of the grocery business in town and we still want more. We will be delighted to have a trial order. When up town drop in. We often have exhibited just what you perhaps have been asking for in these smaller grocery stores. We will use you well.

But in the case of an advertisement in the newspaper we must say something that will command attention. It must be something which sticks out and catches the eye and the mind of the casual reader.

After you have secured the reader's attention you can talk in the ordinary common-sense way, just about the same as you would to someone at your side; but, until you have attracted the people's attention, your talking in a moderate type is not always sure to attract attention and draw trade.

Therefore, while the real value and selling qualities of an advertisement may lie in the body matter, still the eye-catching qualities lie almost entirely in

the display which is used, and we must catch the eye to secure the attention.

I have a favorite maxim, which I think is very good advice in this connection. It is this: "Break the news first, explain afterwards."

I've seen so many ads. in which a long preliminary explanation was gone into in order to "lead up" to the point.

The best ads. tell as much as possible of their story in the first sentence. This is calculated to create a desire for particulars, which should be found in the "explanation" immediately following.

It is the first mission of an advertisement to be seen. Its greatest mission, of course, is to convince, but before an ad. can get the chance to convince, or convey any message whatever, it must be seen by the reader for whom it is intended.

Therefore, the display is very important. The headline should be such as would be calculated to attract those persons who might be interested in the article or articles advertised. When possible make the headline "break the news."

Some advertisers spend too much energy in trying to attract attention, like the man who puts a monkey in his window, or sends one of those freaks through the streets on stilts, or in the guise of a country guy with a carpet-bag sign reading "I'm going to Blank's."

The ingenuity of the compositor is entirely exhausted—the variety of styles of type is run to the limit—in the effort to satisfy this man's desire for novelty.

In a letter from a correspondent of this department received last week, he remarks: "Don't you think if you'd arrange the body of your ads. with different styles of type they'd be more attractive?"

No, I don't think so. I believe in simplicity of typography.

Many an advertisement loses most of its force because too much of the reader's mental power is required in getting through the "type thicket."

The average reader is not an easy reader, therefore, the effort should be to invite him by extreme legibility. Have

the ad. set so as to cause the reader the least possible effort to digest its contents.

Avoid ornamentation; use borders only for the sake of securing contrast; headlines, as an aid to the reader, or, as a summary of the thought to follow; cuts, only when they save a lengthy description or better describe the goods.

There are a few good suggestions for attractive display in the book of "100 Good Ads. for a Grocery Store," which

BERRIES! BERRIES!

How about your berries for preserving? They won't last much longer.

25 CASES

due on No. 2 Express, Friday, for Saturday's trade, a number of these to be delivered immediately on arrival, so send in your orders at once. First come: first served.

PRICES AWAY DOWN.

RASPBERRIES

will be on next week. Let us know how many you want. We will use you right, just as we did with the strawberries. Every customer is well pleased.

We are doing the fruit business this season because we are in touch with the B.C. fruit growers, having lived there for a number of years, we get best fruit, best prices.

McCAMMON,
The Main Street Grocer.

Headquarters for Preserving Fruit and Fruit Jars.

I have recently prepared, and a great many helps toward constructing convincing ads. The grocer who has one of these books will have no trouble preparing good ads., and after a little practice along the lines followed in the book, he will soon become so fertile with ideas that ability will quickly be acquired.

A couple more ads. have reached me from "McCammmon, The Main Street Grocer, of Moose Jaw." They are along the same lines as the previous one sent me, and give evidence of a natural adaptability to the advertising feature of his business. The letter that accompanied these ads. is sufficiently interesting to merit repeating in connection with the ads., which are also reproduced.

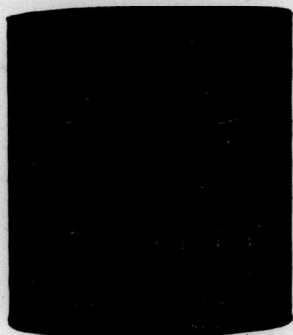
THE CANADIAN GROCER

Established 1845

Established 1845

COFFEE 

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



1 and 2-lb. Tins.

SPICES

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

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

TIP-TOP SOAP CHIPS

In
Carton Packets.

Send for sample
packets for free
distribution.

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

**DON'T
WASTE
MONEY**

in paying for advertising space and the printing of circulars that you do not use properly.

With the average grocer the kind of "copy" he uses determines the results that come from his advertising.

Use good copy — make your ads. "stand out" —

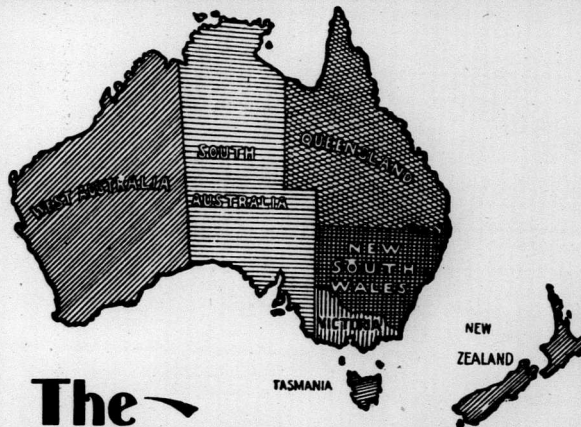
make every sentence a telling argument for business.

Get a copy of "100 Good Ads. for a Grocery Store" and benefit by the many suggestions for bright, forceful, trade-bringing ads. therein contained.

Enough ads. for a year's advertising —two ads. a week—for one dollar, including a talk on methods and nearly 100 bright sayings for headlines, show-cards, etc.

We'll send a copy postpaid on receipt of a dollar bill.

**MacLEAN PUBLISHING
COMPANY, TORONTO**



**The
Australasian Grocer**

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription \$2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
Sydney, - - Post Office Chambers

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

THE CANADIAN GROCER

MR. LYDIATT,
Department of Advertising, etc.,
CANADIAN GROCER, Toronto,

DEAR SIR.—Some time ago I hurriedly clipped from one of our local papers a potato ad. of my own, and forwarded it to you, scribbling on the margin "How is this for an ad.?" I noticed a week or so afterwards it appeared in THE GROCER with a lengthy criticism, and I must thank you for the kind remarks thereon. I am only sorry that business duties prevented me from replying to you until it was too late.

I must say I am greatly interested in your Department of Advertising Suggestion and Criticism in THE GROCER, and I am pleased to see so many of your readers contributing to the department.

I might say I am a tenderfoot in this prairie town, coming here last August from the Rockies, but I am pleased to say that we are, through (to a certain extent) judicious advertising, getting a nice share of the best business in Moose Jaw and surrounding country.

I am sending you an ad. which appeared in one of our local papers last week, and would ask your opinion regarding this style of continuous advertising. You might give us your opinion as to which of the two ads. will sell the most goods, and on the whole be the most profitable in the end.

I might say there are five other grocers in town, who are all carrying as large, if not larger, stocks, but bear in mind there is no hard feeling between any of us. I simply send you the clipping for criticism.

Yours truly,

T. J. MCCAMMON.

I like the "Berries" ad. best, because it talks business more directly. The argument contained in the other ad. is good, but such logic is better when dealt out in small packages. One can often include a few remarks along that line in connection with an ad. which makes pertinent remarks about some of the goods in the store.

Instead of the heading "Berries! Berries!" I would have had "Strawberries," or whatever berries it was intended to advertise. The display lines would then have read: "Strawberries!!—25 Cases—Prices Away Down—McCammon, The Main Street Grocer," and it will be noticed that the whole story of the ad. would then have been practically told in the display lines, which aptly illustrates the preceding remarks on display. In order to have made the effect complete it might have been better to have "Raspberries" in small type.

The "Berries" ad. talks business—the other one talks sentiment. Which would be likely to result in the most business? Of course, it is plain that the "Berries" ad. would likely bring the most direct results, and I think this style of an ad. is much more likely to result in permanent good. It is a case of making claims—bare claims—in the one ad., and demonstrating facilities in the other.

To demonstrate that you do have things is generally more effectual than making the mere statement.

Thom & McNab, dry goods and grocers, Almonte, have gone out of business.

CANADA AND JAMAICA.

A steady increase of trade appears to be taking place between Canada and Jamaica, according to latest advices from Kingston. All the most recent reports indicate not merely an increased trade, but very rosy prospects for further development, now that Canada has imposed a countervailing duty on beet sugar in favor of cane sugar. This preferential tariff on the part of the Dominion is said to have given a decided impetus to the exports of cane sugar from the West Indies to Canada. Further than this, it is said that Messrs. Pickford & Black are manifesting considerable energy in connection with their steamship service, which is jointly subsidized by the Canadian Government and various Governments of the West Indian Islands. Some very large cargoes of sugar have, it is stated, been recently shipped from Jamaica to Canada, all of which goes to show what is possible if the various units of the British Empire display a disposition to work together.—The Merchant and Shipper.

ANCIENT RECEIPTS FOR MAKING COFFEE.

The following receipt for making coffee is copied by an exchange from an old cook book published in England in 1662, and is, perhaps, the first English receipt for making coffee. The receipt reads:

"To make the drink that is now much used, called coffee. The coffee berries are to be bought at any druggist's, about seven shillings the pound. Take what quantity you please, and over a charcoal fire, in an old frying pan, keep them always stirring until they become quite black, and when you crack one with your teeth that it is black within as it is without, yet if you exceed, then do not waste the Oyl; and if less, then will it not deliver its Oyl; and if you should continue fire till it be white, it will then make no coffee, but only give you its saft. Beat and force through a lawn sieve.

"Take clear water, and boil one-third of it away, and it is fit for use. Take one quart of this prepared water, put in it one ounce of your prepared coffee, and boil it gently one hour, and it is fit for your use; drink one-quarter of a pint as hot as you can sip it. It doth abate the fury and sharpness of the Acrimony, which is the gender of the Diseases called Chronical."

A gold medal for excellence of quality, and diploma for unique packing was awarded Batty & Co., Ltd., London, Eng., at the Southern Counties Grocery Exhibition recently held at Brighton, Eng.

WANT TO SELL OUT?

Try a condensed advertisement in THE CANADIAN GROCER. We only charge two cents per word each insertion, and we reach all the grocermen in Canada. All orders for these advertisements MUST BE accompanied by remittance, and when replies are directed to our care, four cents must be added for use of box.

THE CANADIAN GROCER,
MONTREAL. 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, \$4.80.) Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Insure Your Parcels

reaching your customers in good order by using our brown and manilla wrapping paper. It is a thoroughly dependable paper.

Made in Canada
by the

CANADA PAPER CO., Limited
TORONTO and MONTREAL

BERLIN BRUSH CO.

WATERLOO.

Manufacturers of

Fine Whisks,
Brooms, and
Brushes

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



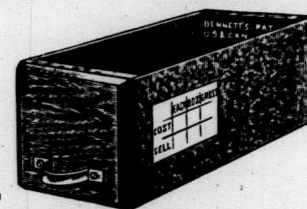
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

BROCK'S BIRD SEED.



Samples Free.

IS PERFECTION. SELLS WELL.

NICHOLSON & BROCK, TORONTO.

GUELPH

Business College

The Broadest Curriculum of Studies. The Highest Standard of Excellence. The Best Practical Results.

MALCOLM MACCORMICK, B. A., Principal, GUELPH, ONT.



TANGLEFOOT

SEALED STICKY FLY-PAPER.

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



Capstan Brand Baking Powder

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

ASK YOUR WHOLESALE GROCER FOR IT.

The **Capstan Manufacturing Co.**
Toronto, Ontario, Canada.

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited

TORONTO



Maple Syrup

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

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME" TABLE SALT

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

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

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

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



THE PARKHILL BASKET CO.

Limited

..Manufacturers of..

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

OWEN SOUND, ONT.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

THE CANADIAN GROCER

LAUNDRY BLUE

The best season for Laundry Blue is
now commencing . . .

See that you have a
good stock of . . .

KEEN'S

OXFORD

BLUE

The delight of
the laundry

KEEN'S Oxford BLUE

KEEN'S Oxford BLUE

KEEN'S Oxford BLUE



Current Market Quotations for Proprietary Articles

July 16, 1903.

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

Baking Powder.

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

W. H. GILLARD & CO.

Item	Per doz.
Diamond	\$2 00
1-lb. tins, 2 doz. in case	1 25
1-lb. tins, 3 "	0 75
1-lb. tins, 4 "	

IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
1 doz.	2-lb.	10 50
1 doz.	2-lb.	10 40
1 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

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

JERSEY CREAM BAKING POWDER.		
Item	Per doz.	
ze, 5 doz. in case	\$0 40	
" 4 "	0 75	
" 3 "	1 25	
" 2 "	2 25	

Ocean Baking Powder, 1 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25

OCEAN MILLS.		
Item	Per doz.	
Ocean Borax, 1-lb. packages, 4 doz.	40	
Ocean Cornstarch, 40 pks. in a case	78	
Freight paid, 5 p.c. 30 days.		

ROYAL BAKING POWDER CO.		
Sizes.	Per Doz.	
Royal Dime	\$ 1 00	
1 lb.	1 60	
6 oz.	2 25	
1 lb.	2 90	
12 oz.	4 50	
1 lb.	5 75	
3 lb.	15 50	
5 lb.	25 50	

CLEVELAND'S		
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	

Blacking.

HENRI JONAS & CO.		
Item	Per gross	
Jonas'	\$9 00	
Fronments	7 50	
Military dressing	24 00	

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	9 90
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size	0 02 0 10

Black Lead.

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

Boeckh's Corn Brooms.

UNITED FACTORIES, LIMITED. doz. net.		
Item	Per doz.	
Bamboo Handles, A, 4 strings	\$1 35	
" B, 4 "	3 95	

Bamboo Handles C, 3 strings	3 70
" " D, 3 "	3 50
" " F, 3 "	3 20
" " G, 3 "	2 95
" " I, 3 "	2 60

Biscuits.

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

Canned Goods.

HENRI JONAS & CO.		
Mushrooms, Rionel	\$15 50	
" 1st choice Duthel	18 50	
" " Lenoir	19 50	
extra Lenoir	22 00	
Per case, 100 tins.		
French Peas, Delory's—		
Moyen's No. 2	\$9 00	
1/2 Fins	12 50	
Fins	14 00	
Tres fins	15 00	
Extra fins	16 50	
Sur extra fins	18 00	
French Sardines—		
1/2 Rolland	9 50 10 00	
1/2 Delory	10 50	
1/2 Club Alpins	2 50	

Cereals.

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

Chocolates and Cocoas.

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

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

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

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

MOTT'S BROMA.		
Item	Per lb.	
Mott's Broma	\$0 30	
Mott's Prepared Cocoa, 1/2 and 1/4-boxes	0 28	
Mott's Breakfast Cocoa, 1/2 in boxes	0 40	
Mott's No. 1 Chocolate	0 30	
Mott's Caracas Chocolate	0 28	
Mott's Caracas Chocolate	0 40	
Mott's Diamond Chocolate	0 23	
Mott's Navy Chocolate, 1/2 in boxes	0 27	
Mott's Cocoa Nibs	0 35	
Mott's Cocoa Shells	0 05	
Vanilla Sticks, per gross	1 00	
Mott's Confectionery Chocolate	0 21 0 32	
Mott's Sweet Chocolate Liquors	0 20 0 36	

CADBURY'S.

Frank Magor & Co., Agents.		
Item	Per	
Cocoa essence, 3-oz. packages	\$1 65	
Mexican Chocolate, 1/2 and 1/4-lb. pkgs.	0 40	
Rock Chocolate, loose	0 40	
" " 1-lb. tins	0 42	
Nibs, 11-lb. tins	0 35 1/2	

WALTER BAKER & CO., LIMITED.

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

Caracas
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per bo

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1-lb.
1-lb.
and 1-
30-lb.
and 1-
30-lb.
5c. paci

Anchor



Eagle
Gold
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THE CANADIAN GROCER

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.
1 case of 4 doz. \$ 3 60
3 cases " 3 50
5 cases " 3 40

Mince Meat.

Wetley's condensed, per gross net \$12 00
per case of doz. net 3 90

Mustard.

COLMAN'S OR KEENS.
D.S.F. 1-lb. tins. per doz \$ 1 40
" 1-lb. tins. " 2 50
Durham 4-lb. jar. per jar. 0 75
F. D. 1-lb. jar. per doz. 0 85
" 1-lb. tins. " 1 45

HENRI JONAS & CO.

Per gross.
Pony size \$ 7 50
Imperial, medium 12 00
Imperial, large 12 00
Tumblers 13 20
Mugs 18 00
Pint jars 18 00
Quart jars 4

E. D. MARCEAU, Montreal.

"Condor" 12-lb. boxes
1-lb. tins. per lb. \$ 0
" 1-lb. tins. " 0 35
" 1-lb. tins. " 0 32 1/2
4-lb. jars. per jar 1 20
1-lb. jars " 0 35
"Old Crow" 12-lb. boxes
1-lb. tins. per lb. 0 25
" 1-lb. tins. " 0 23
" 1-lb. tins. " 0 23
4-lb. jars. per jar 0 70
1-lb. jars " 0 25

Olive Oil.

Barton & Guestier's quarts. Per case
pints \$ 8 90

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand. 1-lb. glass. \$1 50
quart gem jars 3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case. per doz \$ 0 95
Home-made, in 1-lb. glass jars 1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

CLEMES BROS.

Pure fruit stock
10-oz. glass jars, 2 doz. case. per doz. \$1 00
16-oz. glass jars, 2 doz. case. " 1 50
Quart gems, 1 doz. case. " 3 35
In 5-lb. tins. per lb. 0 09

Pickles.

STEPHENS.

A. P. Tippet & Co., Agents.
cement stoppers (pints). per doz. \$ 2 30
Corked 1 90

Soda.

COW BRAND.

DWIGHT'S
SODA
Case of 1-lb. containing 60 pkgs., per box, \$3 00
Case of 1-lb. (containing 120 pkgs., per box, \$3 00)
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.), per box, \$3 00
Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 1-lb. pkts. (60 lb.), per case, \$2 70.

Case 96 10-oz. pkts. (60 lb.), per case, \$2 80.

"MAGIC" BRAND.

Per case.
No. 1, cases, 60 1-lb. packages \$ 2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " 30 1-lb. " 2 75
" 60 1-lb. " 2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
5 cases 2 75

Soap.

A. P. TIPPET & CO., Agents.

Maple soap, colors. per gross \$10 20
" black. " 15 30
Oriole soap. " 10 20
Gloriola soap. " 12 00
Straw hat polish. " 10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—per lb.
No. 1 White or blue, 4-lb. carton. \$ 0 06
No. 1 " 3-lb. " 0 06
Canada laundry. " 0 05
Silver gloss, 5-lb. draw-lid boxes. " 0 07 1/2
Silver gloss, 5-lb. tin canisters. " 0 07 1/2
Edward's silver gloss, 1-lb. pkg. " 0 06 1/2
Kegs silver gloss, large crystal. " 0 07 1/2
Benson's satin, 1-lb. cartons. " 0 05 1/2
No. 1 white, bbbs. and kegs. " 0 05 1/2
Benson's enamel. per box 1 25 to 2 50

Culinary Starch—
Benson & Co.'s Prepared Corn. " 0 06 1/2
Canada Pure Corn " 0 05 1/2

Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps. " 0 08 1/2

BEE STARCH.

Cases, 64 packages, 48's. 5 00
1/2 Cases, 32 packages, 24's. 2 50
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 05
Acme Gloss Starch 1-lb. cartons, boxes of 40 lb. " 0 05 1/2
Finest Quality White Laundry 3-lb. Canisters, cases of 48 lb. " 0 06
Barrels, 200 lb. " 0 05 1/2
Kegs, 100 lb. " 0 05 1/2
Lily White Gloss 1-lb. fancy cartons, cases 30 lb. " 0 07 1/2
6-lb. toy trunks, 8 in case. " 0 07 1/2
6-lb. enameled tin canisters, 8 in case. " 0 07 1/2
Kegs, ex. crystals, 100 lb. " 0 06 1/2

Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$0 07 1/2
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case. 3 40

Culinary Starches—
Challenge Prepared Corn 1-lb. packages, boxes 40 lb. " 0 05 1/2
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb. " 0 06 1/2
Crystal Maise Corn Starch 1-lb. packages, boxes 40 lb. " 0 06 1/2

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb. " 0 06 1/2
Durham corn starch, 40 lb. " 0 05 1/2

Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb. " 0 06
" 3-lb. cartons, 36 lb. " 0 06
" 200-lb. bbl. " 0 05 1/2
" 100-lb. kegs. " 0 05 1/2
Canada Laundry, 40 to 46 lb. " 0 05
Ivory Gloss, 8-6 family pkgs., 48 lb. " 0 07 1/2
" 1-lb. fancy, 30 lb. " 0 07 1/2
" large lumps, 100-lb kegs " 0 06 1/2
Patent starch, 1-lb. fancy, 28 lb. " 0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb. " 0 05 1/2

OCEAN MILLS.
Chinese starch, per case of 4 doz., \$4. less 5 per cent.

Stove Polish.

RIISING SUN
STOVE POLISH
For durability and for cheapness this preparation is truly unrivalled.

Per gross.
Rising Sun, 6 oz. cakes, 1-gross boxes \$8 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 1-gross boxes. 10 00
Sun Paste, 5c. size, 1-gross boxes. 5 00

RIISING SUN
STOVE POLISH
DUSTLESS, LABOR SAVING.
BEST IN THE WORLD.

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case \$2 40
Plain tins, with label " 1 90
2 lb. tins, 2 doz. in case. 2 35
5 " 1 " " 2 25
10 " " " " 2 25
20 " " " " 2 10
(10 and 20 lb. tins have wire handles.)



Teas.

SALADA CEYLON.
Wholesale. Retail.
Brown Label, 1's. \$0 20 \$0 25
Green Label, 1's and 1/2's " 0 21 " 0 26
Blue Label, 1's, 1/2's and 1/4's " 0 22 " 0 30
Red Label, 1's and 1/2's " 0 30 " 0 40
Gold Label, 1's. " 0 36 " 0 50
" " " " 0 44 " 0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c. \$0 19
1-lb. " 0 20
Blue Label, retail at 30c. " 0 22
Green Label, " 40c. " 0 28
Red Label, " 50c. " 0 35
Orange Label, " 60c. " 0 42
Gold Label, " 80c. " 0 55



Cases, each 60 1-lb. \$0 35
" 60 1-lb. " 0 35
" 30 1-lb. " 0 35
" 120 1-lb. " 0 36



LUDELLA CEYLON, 1'S AND 1/2'S PKGS.

Blue Label, 1's. \$0 18 1/2 \$0 25
Blue Label, 1/2's. " 0 19 " 0 25
Orange Label, 1's and 1/2's " 0 21 " 0 30
Brown Label, 1's and 1/2's " 0 28 " 0 40
Brown Label, 1/2's " 0 30 " 0 40
Green Label, 1's and 1/2's " 0 35 " 0 50
Red Label, 1/2's. " 0 40 " 0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—Wholesale. Retail.
Tetley's Extra quality. \$0 65 \$1 00
" No. 1 " 0 50 " 0 70
" Special " 0 42 " 0 60
" No. 2 " 0 35 " 0 50
" No. 3 " 0 30 " 0 40
" 30c. " 0 22 " 0 30
" No. 4 " 0 20 " 0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/4-lb. packets.

Ceylon Greens—Wholesale. Retail.
No. 1. \$0 35 \$0 50
No. 2. " 0 30 " 0 40
No. 3. " 0 20 " 0 25
Packed same as blacks.

"CROWN" BRAND.

Wholesale. Retail.
Red Label, 1-lb. and 1/2's. \$0 35 \$0 50
Blue Label, 1-lb. and 1/2's. " 0 28 " 0 40
Green Label, 1-lb. " 0 19 " 0 25
Green Label, 1/2's " 0 20 " 0 25
Japan, 1's " 0 19 " 0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" 1 40-lb. boxes. \$0 42 1/2
" II 40-lb. boxes. " 0 40
" III 80-lb. " " 0 37 1/2
" IV 80-lb. " " 0 34
" V 80-lb. " " 0 30
" XXXX 80-lb. boxes. " 0 26
" XXXX 30-lb. " " 0 27
" XXX 80-lb. " " 0 23 1/2
" XXX 30-lb. " " 0 24 1/2
" XX 80-lb. " " 0 20
" XX 30-lb. " " 0 21
" LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 30

Black Teas—"Nectar" in lead packets—

Green Label. retails 0 26 at 0 20
Chocolate Label. " 0 35 at 0 25
Blue Label. " 0 50 at 0 36
Maroon Label. " 0 60 at 0 45
Fancy tins—Chocolate, 1-lb. " 0 42 1/2
" Blue, 1-lb. " 0 50
" Maroon, 1-lb. " 1 50

"Condor" Ceylon black tea in lead packets—

Green Label, 1/2's, 1/2's and 1/4's. 60-lb. cases. retails 0 26 at 0 20
Grey Label, 1/2's, 1/2's and 1/4's. 60-lb. cases. " 0 30 at 0 23
Yellow Label, 1/2's and 1/4's. 60-lb. cases. " 0 35 at 0 36
Blue Label, 1/2's, 1/2's and 1/4's. 50-lb. cases. " 0 40 at 0 30
Red Label, 1/2's, 1/2's and 1/4's. 50-lb. cases. " 0 50 at 0 34
White Label, 1/2's, 1/2's and 1/4's. 50-lb. cases. " 0 60 at 0 40

Black Teas "Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.
No. 1. retails 0 26 at 0 35
No. 2. " " 0 30
No. 3. " " 0 25
No. 4. " " 0 20
No. 5. " " 0 17 1/2

LIPTON'S TEA (in packages). Per lb.

No. 1, cases 50 lb., (50 1-lb. packages. \$0 35
" (25 1-lb. " 0 34
No. 1, cases 50 lb., in 5-lb. tins. " 0 35
" (50 1-lb. packages. " 0 29
No. 2, cases 50 lb., (25 1-lb. " 0 23
No. 1, cases 50 lb., in 5-lb. tins. " 0 29
No. 3, cases 50 lb., (50 1-lb. packages. " 0 23
" (25 1-lb. " 0 22
No. 3, cases 50 lb., in 5-lb. tins. " 0 23
Green Ceylon, No. 1, (50 1-lb. packages. " 0 35
" (25 1-lb. " 0 34
Green Ceylon, No. 2, (50 1-lb. packages. " 0 29
" (25 1-lb. " 0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.
Smoking—Empire, 3/4's, 5's, and 10's. \$0 39
" Amber, 8's, and 3's. " 0 30
Chewing—Stag, bars, 1/2 oz. " 0 68
" Bobs, 5's, and 10's. " 0 39
" 1 1/2 oz. bars, 5's. " 0 39
" Currency, 1 1/2 oz. bars, 11's. " 0 42
" 6's, and 11's. " 0 42
" Old Fox, narrow, 11's. " 0 42
" Snowshoe, 1 lb. bars, sp'd 6's " 0 46
" Pay Roll, 6's. " 0 47
" Fair Play, 7's, and 12's. " 0 48

Vinegars.

E. D. MARCEAU, Montreal. Per gal.
EMD, pure distilled, highest quality. \$0 30
Condor, pure distilled. " 0 25
Old Crow. " 0 20
Special prices to buyers of large quantities.

JOHN HOPE & CO., Montreal.
Sir Robert Burnett & Co.'s English Malt Vinegar. " 0 60

Washing Powder.

FAIRBANK'S GOLD DUST.
Five cases assorted—
24 25c. packages. \$4 65
100 10c. " 7 80
100 5c. " 3 90
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.
Per doz.
Washboards, Victor. \$1 25
" Crown. " 1 30
" Improved Globe. " 1 45
" Standard Globe. " 1 55
" Original Solid Globe. " 1 70
" Superior Sld. Bk. Globe. " 1 85
" Jubilee. " 1 85
" Pony. " 1 05
Tubs, No. 0. " 10 00
" 1. " 8 00
" 2. " 7 00
" 3. " 6 00
Pails, No. 1, 2 hoops. " 1 65
" " 3. " 1 80

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case. \$1 00
Gillett's cream yeast, 3 doz. " 1 00
Jersey cream yeast cake, 3 doz. 5c. " 1 00
Victoria " 3 doz. 5c. " 1 00
" " 3 doz. 10c. " 1 80

NIXEY'S REFINED BLACK LEAD H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.
W. G. NIXEY, 12 Soho Square, LONDON, ENG. Canadian Representative: MR. H. T. BAKER.