

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

AND GENERAL STOREKEEPER

QUALITY..

When a salesman talks price to you
Ask him about **QUALITY**

When he talks quantity . . .
Ask him about **QUALITY**

When he talks merit to you . . .
Ask him about **QUALITY**

That's the _____
STRONG POINT,
in
Colman's Mustard

CHRISTIE'S "HIGH TEA" BISCUIT.



*A Special Biscuit,
To meet
A Special need.*

No grocer's stock is complete without our latest production. It is a particularly palatable, dry, crisp biscuit, the very thing necessary to perfect enjoyment of the refreshing cup.

Christie, Brown & Co., TORONTO MONTREAL
LIMITED

THE AUER GAS LAMP

"Turns night-time into day-time"

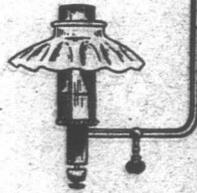
NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

MOLASSES

Our First Cargo
**NEW 1903 CROP
BARBADOS**

Per Schooner "ARCTIC"
Has Arrived

FOR PRICES, ETC., APPLY

The Dominion Molasses Co.,
Limited
HALIFAX - - - NOVA SCOTIA.

ENTERPRISE on an article is a
Guarantee of **QUALITY**

ENTERPRISE FOOD CHOPPERS

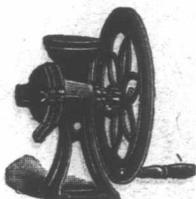
**Four Knives
with each Machine**

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

Sell every Day in Year
GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE Order through your Jobber

Bone, Shell &
Corn Mill



No. 750, \$7.50

Meat Juice
Extractor



No. 21, \$2.50

Cherry Stoners
5 Sizes & Styles



No. 1, \$7.50 doz.

Rapid Grinding &
Pulverizing Mills

45 Sizes & Styles for Hand
& Power, \$1.25 to \$100.00



No. 2 1/2, \$4.75

New York Branch,
10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch,
105 Front Street

THE CANADIAN GROCER

Instant Powdered



This is put up in packets,
making one quart of rich
Gelatine.

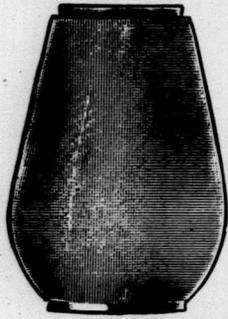
It dissolves **instantly** in hot
water.

The Standard Gelatine of the World

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited



Grocers, Attention !

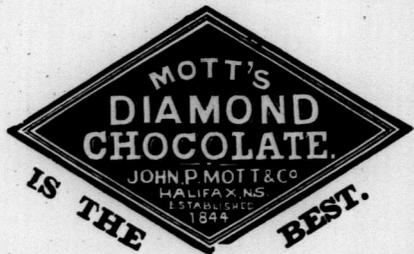
What would you give for an automatic machine that would hand you from one to three cents every time you made a weight transaction? The Toledo Springless Automatic Computing Scale will absolutely do this, and is the only scale on earth that will do it.

Give us a part of those cents for a few months only and we will give you a Toledo Scale and you may then have all the cents it gives you for the rest of your business life.

MADE IN CANADA.

For Descriptive Catalogue and all information write to

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



For Sale Everywhere.

ASK FOR

MOTT'S.

James Ewart

MANUFACTURER OF

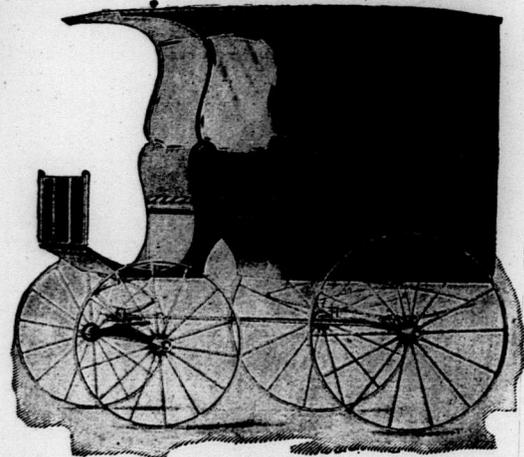
High-Grade Delivery

WAGONS

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

257-9 QUEEN ST. EAST
TORONTO.

Write For Prices. Phone Main 1188.



Some Salmon Sellers.

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



**Maple Leaf
Salmon**

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



**Low Inlet
Salmon**

The British Columbia Packers' Association

VANCOUVER, B.C.

The "Perfection" Canister



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

This Package is a Guarantee of Quality.

For _____

JAMS
JELLIES
SYRUPS
STARCH

TEAS
COFFEES
SPICES
BAKING POWDER

The Dominion Canister Company, Limited

DUNDAS, ONTARIO, CANADA.

"Sterling" Brand Pickles and Catsups

Don't you know? A customer pleased is money made by you. Sell "Sterling" brand pickles and relishes, and all past experience goes to show that they will be well pleased. These pickles are the finest manufactured in North America.

are unsurpassed.

T. A. LYTLE & CO.

Manufacturers of HIGH-GRADE
PICKLES and CATSUPS.

124-128 Richmond St., West, TORONTO

FOR fifty years Tillson's mills were kept busy supplying the best rolled oats in the world to a district within a radius of fifty miles of their mills. This district knew Tillson's Oats and took all the mills could then supply. But greatly increased facilities have for over a year been turning out sufficient quantities to supply the demand from all over the Dominion.

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

Put up in attractive two-pound packages.

Tillson's Oats--Pan Dried

A Food, not a Fad.

The Tillson Company, Limited,
TILLSONBURG, ONT.



JAPAN TEA

Undeniably the best imported into Canada.

It is grown in a country where modern ideas prevail, and is carefully looked after while under cultivation. Soil and climate combine in producing healthy growth.

Every package of tea shipped from Japan is inspected by competent inspectors, and if it is not good, pure tea, properly packed and graded, it goes back to the grower. Do you sell this kind, or do you sell some other ?

You will find it very profitable to handle good, pure, wholesome

JAPAN TEA

Your stability depends upon your reputation.

Your reputation depends upon the quality of your goods.

Therefore sell only

Pure CEYLON TEA

Black and Green

It will give you an unassailable reputation.

The large amount of essential oil preserved in the manufacture of CEYLON TEA makes it at once the most refreshing and invigorating tea on the market and one that gives universal satisfaction.

Therefore buy only

Pure CEYLON TEA

Black and Green

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.

Salted Butter Crackers

with a piece of Canadian Cheese make a tasty top-off to any meal. We make the Salted Butter Crackers.

THE CANADA BISCUIT CO., LIMITED

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

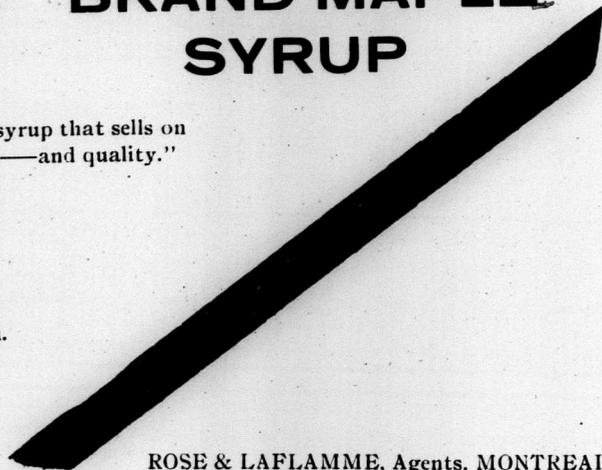
King and Bathurst Streets, TORONTO.



**"IMPERIAL"
BRAND MAPLE
SYRUP**

"The syrup that sells on sight—and quality."

Good
Profit
to you.



ROSE & LAFLAMME, Agents, MONTREAL

**BATGER'S
Lime Juice Cordial**

SELLS BETTER

than any other lime juice cordial we know of. It makes a most delicious and refreshing summer beverage. All good dealers handle it—most push it—they find it pays them.

ROSE & LAFLAMME,
Agents,
MONTREAL.

Dried and Evaporated Fruits.

We have been looking over our stock and find that we have just a little too much in some lines, for instance :

CHOICE PEACHES IN 25 AND 50-LB. BXS. AND BAGS.

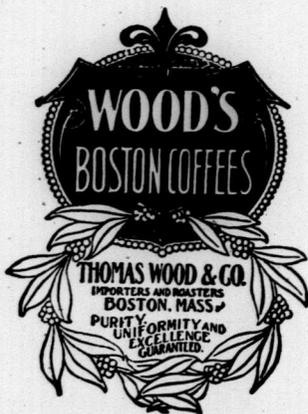
CHOICE APRICOTS IN 25 AND 50-LB. BXS.

PRUNES, ALL SIZES, IN 25 AND 50-LB. BXS., AND QUITE A QUANTITY OF TAP FIGS AS WELL.

These goods are in perfect condition, and you should have a sale for quite a few now that dried and green apples have been pretty well cleaned up. Let us hear from you.

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

ORGANIZED SUCCESS.



Not the braggart nor the blusterer permanently succeeds.

It takes time, labor and expense for the honest government or individual to organize success.

All these have been freely expended for the Grocer who handles

WOOD'S COFFEES,

and he therefore finds a genuine organized success in that superb brand, the moment he touches it.

Begin to sell **WOOD'S COFFEES** and you will "take time by the forelock."

THOMAS WOOD & CO., - No. 428 St. Paul St., **MONTREAL.**

From Manufacturer to Grocer.

Grocers' Wholesale Co., Limited, is the shortest path between the manufacturer of the world and the shelves of your store.

The longer the path by which merchandise comes from first hands to the grocer, the more it costs the grocer. The more hands there are upon it, the more profits there must be paid from it.

By buying goods direct and paying for them with cash, we get the benefit of the best markets, the lowest prices, the widest range.

By selling direct to you, without travellers, and for cash, we are able to give you the best goods, at the lowest price, in the shortest time and on the most satisfactory basis.

There is no line of groceries we cannot supply. There is nothing that the grocery world offers that we cannot get. There is no price quoted for standard goods that we cannot duplicate or better.

Our position is sufficiently important to give us the benefit of every bargain coming to this market, and of the widest possible distribution of our trade.

Our goods are sold by satisfied grocers. If they were not satisfied they would not continue to be our customers.

If we were not able to suit the requirements of any locality we should not be able to retain this trade. If our statements about our merchandise were not true we should not be supplying goods to so many successful grocers.

These are facts that are bound to interest any grocer who wishes to better his position.



REGISTERED.

CORRESPONDENCE SOLICITED.

Grocers' Wholesale Company,
Limited
HAMILTON.

Subjects Being Discussed at Ottawa

By a Member of Parliament.

WITH the House rising from Wednesday night till the following Tuesday, with day after day occupied by debates of more or less—generally less—interest, with estimates passing so slowly as scarce to be passing at all, all hopes for a fairly early end to the session are disappearing, and August 1 is now being named as about the probable date.

* * *

The day the Minister of Finance introduced a measure for the improvement of the Dominion election laws, and another dealing with the construction of dry docks, and Government aid thereto, was a busy one indeed.

While the former cannot very well be connected with the trade and commerce of this country—though we fear that at certain periods there is rather a brisk bargain and sale in connection with election contests—it is of such interest to all good citizens that we venture to mention it briefly, even in a journal such as this, the primary mission of which is trade, and trade only. Mr. Fielding moved that a select committee, composed of Messrs. Charlton, Casgrain, Russell, Barker, Demers, Northup, A. T. Thompson, Ingram and himself be appointed to consider the state of the laws respecting Dominion elections, and that the bill of Mr. John Charlton, dealing with the same subject, be referred to and considered by this committee also.

While it must be admitted that irregularities at elections are far too frequent in Canada, it is equally certain that such practices are distasteful to the great mass of both parties, and it is a hopeful sign when prominent gentlemen of Government and Opposition circles are about to meet together to endeavor to devise some remedy for the betterment of existing conditions. As Mr. Fielding remarked in the few words he spoke in introducing his motion, it is human nature itself which wants reforming, if we are really going to have absolutely pure elections, but he thought that something might at least be done to make political sinning more difficult and dangerous than at present, and it was with this object, rather than in the hope of complete redress, that he and others were moving in the matter.

* * *

Coming to the question of the construction of dry docks, we may say that the

proposal of the Government is to bonus private companies building such works under Government supervision, through the Public Works Department, at a place to be specified by the Government, within a time limit, etc., and on the actual cost the amount to be allowed will be 3 per cent. per annum for 20 years, the total of such aid not to exceed \$30,000 per annum to any one company. The principle is not at all new, similar legislation having been on the Statute Book for 20 years, but the amount previously offered, 2 per cent. per annum instead of 3, has proved inadequate. Under the old provision it is true that Halifax got a dry dock, but even then the building was not done because of the Dominion Government aid alone. The Imperial Government (owing to the requirements of the North Atlantic Squadron) gave assistance, as did also the city itself. The increase in the proposed subsidy, it is confidently expected, will produce a suitable dock at Collingwood for the increasing shipping of the Georgian Bay, and another at St. John, N.B., a long-felt want there.

While the resolution itself is silent, in pursuance of parliamentary practice, as to control of rates, the bill, which in due course will follow the resolution, will provide carefully on this point, so that private interests may be conserved and no monopoly on the part of the dock company permitted.

Mr. Tarte, in giving his support to the measure, made the statement that there is no country in the world which is more lacking in dock accommodation than is Canada, while the only criticism offered by Dr. Sproule was that the percentage offered by the Government was, he feared, still insufficient to induce capitalists to go into this class of investment, and, said he, "I think the Government might very well make it much higher."

The suggestion made by Mr. Bennett that the Government should lay down a rule that the docks should be at a certain distance from each other, or that only one dock should be aided in any particular bay, seems sound sense, and would remove political temptation from this and succeeding Governments. It is true that the resolution leaves it entirely to the Government to say at what point any dock to be subsidised is to be con-

structed, but this of course leaves the door more or less open to political influence and pull.

Mr. Monk raised a point of interest to the great port of Montreal when he asked if the passing of this resolution meant that the Government would not in the future undertake any dry dock construction work itself.

To this Mr. Fielding replied that the new legislation was only an increase in amount on the old, and that as the old had not excluded Government construction, how could this do so? As to what the Government policy would be, that, of course, was another matter, and one upon which he was not in a position to speak. Mr. Monk pointed out that for years past Montreal had been given hopes of Government construction, and emphasized the need of superior accommodation of this nature on the St. Lawrence route.

* * *

Very lively and decidedly interesting was the debate on the Treadgold Concession, to which the House was recently treated, Mr. T. Chase Casgrain leading off for the Opposition, and Sir William Mulock taking up the cudgels for the Government. Founding his case upon articles written in Dawson City newspapers and on various petitions sent in to the Government from that place, Mr. Casgrain argued very strongly to show that the concession would be most ruinous to Yukon interests, and that it must have been obtained by gross misrepresentation and fraud.

Unfortunately, Mr. Sifton, in whose Department the administration of the Yukon lies, is still away in England in connection with the Alaskan Boundary Commission, while Mr. Ross, the newly elected member for the Yukon, is absent on account of ill health. In spite of this, however, the Postmaster General, who is at present acting Minister of the Interior, made a stout defence, scoring a very strong point in asserting that if the concession was to be so immensely lucrative as asserted by its opponents, it was strange indeed that after it had been in force for more than two years, the concessionaires, some of them men of large influence and numerous connections in England, had been unable to interest

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE



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



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

Old Country capital to come in and do the work.

In view of the fact that Dawson people have asked for a commission of investigation, and that the Government has promised to create one, it would be premature for us to express an opinion on the rights of the case. One thing, however, seems clear, and that is that some corporation, or the Government itself, must enter into business to supply water and power to the miners in that district, in order that work may be continued in the more inaccessible parts after the easier stretches have been exhausted by the individual miners. The expense of such an undertaking would be immense, and any Government would probably hesitate about going into this undertaking. The Government has reserved the right of controlling rates when the Treadgold people have power and water to sell, and this would seem to be at least a fair measure of protection to the miners.

One thing we must remember in considering all these questions arising in our Far North, that as the climate gets colder, the spirit of the inhabitants gets warmer. We are accustomed to read of the active temperament of the Westerner, but he is but a mild creation indeed compared with his brother of the North. Hence, when we hear prophecies of Dawson streets deserted, of buildings empty, and standing only as a sad memorial of the glory that has been—sad events sure of realization if the Treadgold Concession remains unrepealed—we must not make too literal a translation, but allow somewhat for the poetic fervor and vivid imaginations of those who dwell in the ice palaces of the North.

MARKING PACKAGES.

Instructions have been issued by the Canadian Freight Association as to the marking of all packages being shipped by rail or water. The rules were adopted for the benefit of steamship and railway agents, and are as follows:

Each package, bundle or piece of less than car-load freight must be plainly marked with the information necessary to carry it to its destination and insure proper delivery even if separated from the waybill.

The marks on packages should be compared with the shipping order and bill of lading, and correction, if necessary, made by the shipper or his representative. Old marks must be removed or effaced.

Freight consigned to a place of which there are two or more of the same name must not be forwarded unless the name of the county or province be given.

When freight is consigned to a place not located on the line of a railway, the shipper must be requested to state the name of the railway station at which the consignee will accept delivery, or if destined to a place reached by a water line the name of the railway station at which delivery is to be made to such water line.

GROCERS AND THE FRUIT-MARKS ACT.

EDITOR CANADIAN GROCER,—I saw in a recent issue of THE CANADIAN GROCER an article entitled "Object of Grocery Associations." It has occurred to me that associations of grocers or of retailers generally might increase their value both to themselves and to the public by undertaking to protect their members against the fraudulent packing and marking of fruit. This they can do by making use of the provisions of the Fruit Marks Act, a copy of which I enclose.

Up to the present time the enforcement of this Act has been left almost entirely to the Dominion inspectors, though in fact its machinery is equally at the disposal of any person who may be defrauded. The reason appears to be, as grocers and fruit dealers have stated more than once, that they do not wish to incur the apparent odium of laying a complaint. This difficulty might be overcome if the associations in the various towns and cities would undertake this work on behalf of the members. If fruit is sold on commission and turns out to be not as represented

(either by the marking or the exposed surface), it would only be necessary for the purchaser to state the facts to the secretary or president of his association, who might then lay an information before the local magistrate. In most cases the complaint would be against the original packer of the fruit, the commission man having acted only as his agent, and probably without knowing any better than the purchaser the exact contents of the packages. It is not necessary in such a case to go to the point of origin of the fruit, but the charges may be laid in the town where the fruit was "offered for sale."

W. A. MACKINNON,
Chief, Fruit Division.

Ottawa, May 16.

INQUIRIES ABOUT CANADIAN GOODS.

Inquiries received by the Canadian Section of the Imperial Institute:

1. A firm of fruit shippers require a large quantity of box shooks cut to dimensions, and wish to hear from Canadian manufacturers who can fill orders.
2. A Bristol house is prepared to contract for supplies of broom handles and invites correspondence from Canadian producers.
3. A firm of London brokers already engaged in the Canadian trade and able to furnish Canadian references, seeks additional agencies in evaporated apples, canned lobsters, fruit and vegetables.
4. A London manufacturers' agent asks to be placed in touch with Canadian manufacturers of basswood piano key boards.
5. A London house wishes to hear from Canadian shippers of hay and potatoes. First-class reference.
6. A gentleman representing an important house in London is desirous of securing the agency of Canadian manufacturers of builders' hardware, machinery and manufacturers of wood, in which he possesses a large connection.

Names of the firms making the above inquiries on application to the editor of THE CANADIAN GROCER.

WHAT TRADE ARE YOU AFTER?

If the best you can cultivate it by having for sale . . .

Patterson's Home-made Preserves

—PACKED IN CASES 1 DOZEN LIGHTNING JARS—

PEARS, PEACHES, PLUMS, QUINCE and KITTATINNIES.

LUCAS, STEELE & BRISTOL, Selling Agents, Hamilton

“The Growing Time”

IS HERE FOR

Jersey Cream Yeast

The finest Yeast in the LAND. Place your orders now.

HAMILTON YEAST CO'Y, - HAMILTON, ONT.

THERE is no capital so valuable to a business man as a reputation for High-Class Goods. A bad article recommended taints the reputation of the whole stock. Dealers who have enjoyed this enviable distinction and have made their business a success, have declined to traffic in cheap and trashy goods. Since our last advertisement calling attention to our registered brands of Coffee, our sales have increased enormously, and only to the unique quality of these goods do we attribute our increased out-put :

MECCA

DAMASCUS

CAIRO

and SIRDAR

are our registered brands, and are favorites with dealers anxious to acquire a reputation for quality. They are packed in 50-lb. tins, 25-lb. tins, and 2-lb. tins ; ground or whole.

Our stock of general groceries is very complete, and comprises nearly every brand of goods known to the retail trade. We will be pleased to furnish samples and give quotations on application.

JAMES TURNER & CO.

Wholesale Agents,

HAMILTON, ONT.

This
Is
No
Fish
Story

A TRADE BUILDER CROWN BLEND CEYLON TEA

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

Once used always used.

AGENTS

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



"NOTHING BETTER"
FOR CAMPING, PICNICS,
AND PLEASURE PARTIES.
EVERYONE ENJOYS IT, AND
EVERYONE ASKS FOR IT.

*See my Book
page 20*

MACLAREN'S IMPERIAL CHEESE

IS THE RICHEST, CREAMIEST
CHEESE EVER PUT UPON THE
MARKET, AND IS THE ONLY ONE
THAT PLEASURES EVERYBODY.

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



ONTARIO.

SULLIVAN & McCARRON have opened up a grocery store on Main street, Woodstock.

F. W. Hutton, St. Mary's, has removed his grocery business to the Gregory Block.

The prospects for a good crop of small fruit in the district of Arkona are very bright.

The Strathroy Canning Co. expect a most successful season. Large contracts have been made with the local growers, and up to the present time the total acreage for peas is 213; for corn, 275; and for tomatoes, not quite so many as last season.

The Melvine and Alberton Agricultural Society is advertising the fact to the Rainy River farmers that special prizes will be offered for sugar beets at their fall show. This is a good move to stimulate the production of good sugar beets.

C. N. Griffin, Wingham, has removed his stock of groceries, crockery, etc., to the large store in his new block. He has now a very fine stand and will have greater facilities for displaying his goods.

On May 21 fire destroyed the whole stock of groceries and dry goods of A. Beattie & Co.; the loss of the building and stock is estimated to be \$75,000.

The Imperial authorities in South Africa have cabled an order to the Canadian Government to send 2,000 tons of maize to that country. This looks well for the development of trade with South Africa.

W. A. Hastings, vice-president and general manager of The Lake of the Woods Milling Co., died at Montreal at the age of 52.

The reorganization of The Lake of the Woods Milling Co., promoted by D. Russell, is completed. The capital of the

THE CANADIAN GROCER

new company is \$3,800,000, which was all subscribed for in Canada. The management will probably remain in the hands of the old officials, but the board of directors will be changed slightly, new directors being appointed to represent the new interests.

QUEBEC.

David Robertson, a prominent grain and flour dealer, of Montreal, and a familiar figure in the Board of Trade, is dead.

NEW BRUNSWICK.

E. B. Colwell, an extensive fish dealer, St. John, died on May 21, from paraly-

sis. He was 54 years old and had been an alderman for many years. He had also filled the office of deputy mayor of St. John.

Denis Richard, Moncton, formerly a clerk in John O'Neil's grocery store for a number of years, is about to start in the grocery business for himself. Mr. Richard should be a successful grocer, as he has had considerable experience in the business.

J. A. Lipsett, grocer, St. John, has commenced building a three-storey building next to his present premises, in which he will have a large and modern store.

MANITOBA.

It is expected that a canning factory for the canning of chickens, turkeys, duck and similar lines will be established at Emerson by two French-Canadian capitalists. The factory will be of the latest design and the best equipment, and will in all probability turn out excellent products.

BRITISH COLUMBIA.

Peter Otto, Vancouver, has started a grocery business in the store formerly occupied by The Ideal Grocery.

NOVA SCOTIA.

The Nova Scotia Supply Co., of Canning, are extending their holdings and have purchased 85 acres of dyke land on the Grand Pere dyke.

NORTHWEST TERRITORIES.

There will, in a short time, be a new wholesale grocery house established in Calgary. W. Pitfield, formerly with The McPherson Fruit Co., Calgary, will represent the new wholesale business in that city.

PRINCE EDWARD ISLAND.

Lemuel Silliphant, Market House, Charlottetown, has added a fresh-fish department to his business.

PERSONAL MENTION.

Mr. Henri Jonas will leave Montreal on Tuesday, June 2, for New York on his way to Europe. This is Mr. Jonas' annual trip to the Old Country, and it will be made a purely business one. He will visit Spain, France, Belgium and England.

MEETING OF EGG PACKERS.

The meeting of the egg packers was held on May 22, but as there was not a good attendance, nothing important was decided upon.

One of the promoters of the organization, in conversation with THE CANADIAN GROCER, said that there would be another meeting very soon, at which the organization of the association would likely be com-

Brunswick's EASYBRIGHT

Cleans EVERYTHING

It looks like a "large order," but try it and be convinced.

Put up in 5 sizes, to retail at 10c, 15c., 20c., 50c. and \$1.25.

**IT WILL HELP TO BUILD
UP YOUR TRADE.**

Wholesale Agents:

THE

DAVIDSON & HAY

LIMITED

Wholesale Grocers,

TORONTO

pleted, and some action taken in regard to the price of eggs. He said that the association was being formed, not with the idea of cutting down the price of eggs by arbitrary measures, but to prevent one buyer from coming into another's district and bidding up the price of eggs to a higher figure than they were worth and more than the price on the British markets warranted.

Another promoter, however, thought that, although the organization would not fall through, nothing much could be done now, as it was so late in the season.



"Upton's"

THIS NAME, WHEN
APPLIED TO JAMS
AND JELLIES, IS A
GUARANTEE OF
THEIR ABSOLUTE
PURITY.

**A. F. MacLaren Imperial
Cheese Co., Limited, Toronto**

Selling Agents.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

BUTTER AND CHEESE BOARDS.

BROCKVILLE.

ANOTHER meeting of the Brockville Cheese Board was held on May 11 at which the following buyers were present: R. G. Murphy, T. J. Howe, J. J. Dickey, Howard Bissell, John Webster, B. Derbyshire and O. E. Earl.

A great difference of opinion was manifested as to the value of cheese, and it was some time before a common basis for selling could be agreed upon. The buyers claimed that although the strike in Montreal had been settled, owing to the congestion of freight at Montreal it would be some time before they could dispose of the goods to advantage, and for this risk the salesmen should make concessions in the prices. However, this argument did not carry much weight in the face of positive statements made by railway men.

The offerings showed a marked increase over the records of the week before. A total of 3,235 was boarded, 1,775 being white and 1,460 being colored; 11½c. was the general price paid.

Prof. Harte, principal of the Kingston Dairy School, gave an address in which he impressed on all the fact that qualified makers could not turn out a fancy article unless the milk supply was first class, and in this connection he made a strong appeal to the patrons to exercise more care in the handling of milk. He also said, in reply to a question on the subject, that cheese boxes now used in the eastern section were very poor and were also scarce. The cause of this was the large amount of cheese manufactured last fall, which used up a large amount of the raw material for making boxes.

Mr. Derbyshire also gave a short address, in which he complained of cheese being shipped too green.

The following are the sales recorded at the adjournment of the meeting: Bissell, 100 white; Webster, 50 white and 310 colored; Derbyshire, 120 white and 310 colored.

FRONTENAC.

The members of the Frontenac Cheese Board met on May 11 in Ontario Hall, Kingston, Ont.

A letter from The Cold Storage Co., of Montreal, notifying the board that it could not handle all products sent to that city, was read by the secretary, A. Ritchie.

J. A. Ruddick, chief of the Dairy Division, Ottawa, wrote that a meeting of cheese and butter salesmen would be held in Montreal on June 2, and asked that the board send a delegate.

Mr. Publow, Perth, Ont., chief instructor for Eastern Ontario, submitted a report of the instructions of various districts. This report stated that the cheese throughout the country was generally very good. However, in many places,

cheese was shipped in broken boxes. He desired to impress upon the salesmen the necessity of seeing to these matters.

Mr. Publow also explained the duties of instructors. He said that their time was not to be taken up entirely in inspecting milk, but that they should try to instruct and guide makers who were not turning out cheese of a good quality. Anything the instructors had to say about factories was supposed to be said at that factory and not carried elsewhere. In fact, the idea was to point out a way to improvement without any idle gossip with other factories not concerned.

All cheese sold on the board went for 11c.

SHERBROOKE.

A meeting of the directors of the proposed butter and cheese board for Sherbrooke, Que., was held recently, and it was practically decided to go ahead with the organization.

It is to be hoped that the existence of a board will have a tendency to improve the standard of the dairy produce of that section.

It is understood that Mr. McKinnon is very anxious to see the project carried through successfully, and has offered his services in the furthering of the scheme. The committee to report on the final arrangement consists of James McKinnon and C. C. Knight, president of the board.

NANAIMO.

A meeting of those interested in establishing a creamery in the neighborhood of Nanaimo was held in that city recently, at which there was a large turnout of farmers and a few business men.

J. R. Anderson, Deputy Minister of Agriculture, gave an address on the subject.

G. W. Taylor briefly outlined the progress of the work which had been done up to the time of the meeting. He said that \$1,500 had been subscribed among the farmers alone, and he thought that the balance of \$3,000 would easily be found. Matters being in such good shape, he moved that the Nanaimo Creamery Association be formed. This motion was carried, and the meeting appointed a board of directors to see after the matter and make a report to the shareholders.

The directors are as follows:

J. Randle, chairman; R. Malpass, vice-chairman; G. L. Schetky, secretary-treasurer; J. Leonard, Marwick, Thatcher, Cocking, J. Westwood. This provisional board met after the meeting adjourned and appointed a committee to complete the canvas for shares, and also a building committee to look up places and report promptly, so that no time should be lost.

SUBSIDIZE COLD STORAGE.

The Newfoundland Government has passed a measure which states that the colony will undertake to pay annually, for a period of years not exceeding 20, to

any company engaging in the business of cold-storing of fresh fish and fish products of the colony, the sum by which the net annual profits of such company be less than an amount equal to 5 per cent. on the value of all buildings, plant and machinery erected and constructed in the colony for the purpose of the company; the percentage for depreciation of capital stock to be stated in the bill; such payment not to exceed the sum of \$25,000 in any one year. The sum to be expended by the company in the erection of the aforesaid shall not be less than \$250,000. The company must deposit at the time of agreement \$25,000, which is to remain with the Government for 20 years as security for the performance of the agreement; the company to be paid interest thereon at the rate of 3 per cent. All the plant and machinery for starting the business of the company to be admitted free of duty into the colony.

REFRIGERATOR CARS.

HERE is something which should make the hearts of butter shippers glad. The Grand Trunk Railway has made an agreement with the Department of Agriculture to run a number of refrigerator cars from different points on the line, to carry butter to Montreal for shipment to Great Britain. The service will be weekly, commencing May 18. In Ontario cars will leave every Monday from Warton, Goderich, Petrolia, Kincardine, Orillia, Port Perry and Meaford, and numerous stops will be made at intermediate points.

THE MEDUCTIC MEAT CO.

A committee consisting of Allan Dibblee, J. F. Garden, A. E. Jones, William Dibblee, Williamson Fisher and H. P. Baird, from the town council and the board of trade of Woodstock, recently interviewed Mr. Hay, manager of The Meductic Meat Co., with the purpose in view of finding out the possibilities of getting that company to remove their business to Woodstock. The citizens are very anxious that the company should locate in that city, and the question of granting a bonus as an inducement to the company will in all probability be considered at the next meeting of the town council.

GRASS CHEESE.

Owing to the continued warm weather and the lack of moisture the pasture lands throughout Eastern Ontario and Quebec are in a poor condition. As yet, relatively few cows have been turned out to pasture, but are still being fed on hay. Of course, these conditions are very unfavorable for the commencing of the grass-cheese season. Last year the pastures were in good condition by May 1, and consequently grass cheese began to be made at that time. However, this year is quite a contrast to last season.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

Codes Used
A.B.C.
LIEBERS
PRIVATE.

LIMITED.

Charlottetown, P.E.I. Canada.



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

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

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

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

SEND FOR PRICE LISTS.

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

F. W. FEARMAN CO.

LIMITED

HAMILTON, - ONTARIO.

Pork Packers and
Lard Refiners.

Dealers in



HAMS

BACON

LARD

CHEESE

BUTTER EGGS

ESTABLISHED 1862.

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

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

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co.,

LIMITED

PORK PACKERS,

TORONTO, ONT.

THE STEER'S PRODUCTS.

OF all industries there is one which in the matter of leaving no waste stands almost alone, and yet it is one with which we would naturally connect a good deal of waste. This is the meat-packing industry. The beef steer, whose hide, horns, hoofs, hair, meat, blood, and even eyeballs, are all put to commercial use, has been called the "most economical raw material" in the world. When once it is taken into the packers' hands little or nothing is left which is not used for the manufacture of some saleable article. Much the same can be said of hogs and sheep.

It is estimated that besides the meat of an average steer, the other products, such as those mentioned above, are worth about \$15, which percentage of profit is in favor of the packer against the small butcher. From the tips of his horns to the end of his tail the steer is worth money. The horns are made into combs, buttons, brushbacks, pipe mouthpieces; the tail is turned into curled hair for mattresses; the hair of the hide makes insulation for pipes; the shinbone, being very tough, is made up into razor handles, knife handles, chessmen, etc., and the thigh-bones, being ground to powder and mixed with cement, are afterwards found shooting over billiard tables or doing duty as some handsome ornament about the house. The hoofs,—white, striped and black—are also valuable. The white ones are shipped to Japan where the clever natives resell them to westerners in the form of ornaments or novelties; the striped hoofs make good buttons; the black ones, if not used as fertilizer for horticulturists, are used in making that deadly poison cyanide of potassium.

Besides these, glycerine, gelatine, glue, tallow, fertilizer, neats foot oil and other things are produced from the head of the steer and other parts. Fertilizer is made in different qualities to suit different soils; the soil being first examined and the proper fertilizer used, exactly after the manner of prescribing medicine for a sick person. The laboratories of the big packing houses are further cause for wonder. Here from the glands, blood, spleen, spinal cord, etc., a great many preparations are made, the value of which for medicinal and other purposes, is being daily attested to. Discoveries are continually being made. A recent one was that the serum in the steer's eyeballs was valuable as a medicine for certain purposes, and it is now being extracted and placed on the market. Besides being made up into medicinal compounds, the blood also yields albumen for the sugar refiner, tanner and calico printer, and anhydrous ammonia for the ice manufacturer; the spinal cord and

spleen are used in making chemical tablets.

The sheep's wool, of course, becomes cloth; the hogs' bristles go into all sorts of brushes, including hair, tooth and paint brushes. The expression "chasing the pigskin" also reminds us of the part the hog plays in our sports. Experiments are continually being made, and it is possible that the by-products of these and all other domestic animals will be found to have their commercial value.

SMALL EXPORT TRADE IN BUTTER.

Although creamery butter is 1 to 1½c. lower this year than it was last season, there is at present little or no export trade to Great Britain. Prices over there are ruling on a very low basis this year, and, of course, there can be no large trade with Britain until prices become firmer.

BETTER TRANSPORTATION.

James H. Ross, a prominent member of The Dominion Packing Co., Prince Edward Island, says that what that province wants is better cold-storage transportation facilities. He says that it is essential, and if not provided that the Dominion Packing Co. and others in the trade must be limited in the scale of their business. Improvement of the ordinary transportation facilities is also necessary to business men of Prince Edward Island and most of all to the farmers in the shipment of live animals.

COLD STORAGE IN MARKET.

AS was thought, the Toronto Board of Control's recommendation that no cold storage plant be installed in St. Lawrence Market, Toronto, has caused trouble.

Ald. Sheppard and Ald. Noble objected strongly to the action depriving the market of a plant. They maintained that the plant would not be operated at a loss, and both were of the opinion that it would pay.

Controller Burns warmly supported the Board's action, and said that the plant would lose money, and lots of it at that. The Board, he said, had given the matter their best consideration, and was sure that \$6,000 would be lost annually.

"This discussion," said Ald. McGhie, "has revealed to me that municipal ownership as far as this year's Board of Control is concerned, is a failure. I am surprised, too, when I think of all the gigantic plants Mayor Urquhart would like to see the city handle, such as the gas plant, street railway, and other far larger propositions. They have frankly admitted that they are too small for the job of handling this little enterprise."

The report was referred back.

THE PROVISION MARKETS.

TORONTO.

The demand in all lines is very good and a better trade is expected by dealers. Prices remain firm at last week's quotations. 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 14 | 0 15 |
| Heavy mess pork, per bbl. | 21 00 | 21 25 |
| Short cut, per bbl. | 23 00 | 23 25 |
| Shoulder mess pork, per bbl. | | 19 00 |
| Lard, tierces, per lb. | | 0 10 |
| " tubs | | 0 11 |
| " pails | | 0 11 |
| " compounds, per lb. | | 0 08 |
| Dressed hogs, light weights, per 100 lb. | 8 50 | 9 00 |
| " heavy | 7 50 | 7 75 |
| Plate beef, per 200-lb. bbl. | | 15 00 |
| 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.

Hog products are quiet and steady. There has been a good demand for lard, both for pure and compound, while smoked meats have met a fairly good local demand. We quote:

| | | |
|--|---------|---------|
| Heavy Canadian short cut mess pork | \$23 00 | \$23 50 |
| Light Canadian short cut clear pork | 22 00 | 22 50 |
| Canadian short cut back pork | 22 50 | 23 00 |
| American short cut clear pork | 23 00 | 23 50 |
| American fat back pork | 23 50 | 24 00 |
| Hams, per lb. | 0 12 | 14 |
| Bacon, per lb. | 0 14 | 15 |
| Extra plate beef, per bbl. | 14 50 | 15 00 |
| Pure Canadian lard, in tubs, per lb. | | 0 11 |
| " pails, per lb. | | 0 11 |
| " cases, per lb. | | 0 12 |
| Fairbank's "Boar's Head" lard compound, 84c. tierce basis, with extras as follows: | | 0 00 |
| 60-lb. tubs, over tierce | | 0 00 |
| 20-lb. wood pails | | 0 00 |
| 10-lb. tins | | 0 00 |
| 5-lb. tins | | 0 00 |
| 3-lb. tins | | 0 01 |

DRESSED HOGS.—There has been no change in these, prices remaining at \$8.75 to \$9 per 100 lb.

ST. JOHN, N.B.

With the representatives of two large American packers here one day last week, besides the efforts of local packers and brokers, one would think there should be active business. But sales are light. Mess pork is very dull, clear having what sale there is. In beef, there is very little business. Prices in all lines are rather lower. Pure lard is rather easier, to encourage business. Refined lard is unchanged. In fresh meats rather less business is being done as more fish are being used. Beef is quite plentiful and prices are unchanged. Mutton is quite low and the season rather late. Lamb is more freely offered, but it is still high. Pork is scarce and little needed. Veal is low. We quote:

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

WINNIPEG.

The heavy losses sustained in the range country from the last unprecedented storm of the early part of this week will have its effect on the cattle market a little later on. The extent of

RETURNED
JUN 18 1903

*See cut book 9
P. 45*

ROYAL YEAST CAKES

MOST PERFECT MADE.

AWARDED
HIGHEST HONORS
WORLD'S
COLUMBIAN EXPOSITION

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

RETURNED
JUN 18 1903

*See cut book 9.
Page 55*

When you have any

BUTTER OR EGGS

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

+++++

LARD

+++++



TRADE MARK

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

We have had frequent complaints from various parts of Canada that some retailers were removing the imprint from our "**Boar's Head**" brand of **Refined Lard Compound** and selling it as hog lard. Our "**Boar's Head**" brand of **Refined Lard Compound** is superior to any hog lard that ever went over the counter, and we positively will not permit any retailer to offer it in packages unless plainly marked **Fairbank's "Boar's Head"** brand, and if sold as anything else we will prosecute the offender.

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

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

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

the damage is not known, but it has been especially heavy where ranchers had procured Ontario stockers for their ranges. There was a storm of similar character but of shorter duration occurred on May 23, 1882, and since that time, no such storm as came Monday and Tuesday has ever been known. Unfortunately it struck the country at a time when there were an unusual number of Ontario stockers on the ranges. Some of the more experienced cattle men argue that the loss is not an unmixed evil, as it will no doubt tend to check the supply of Ontario stockers going west and encourage the Manitoba farmers to raise more stockers for the range country. This is rather cold comfort for those who are the present losers. The Ontario cattle are not, however, really satisfactory on the ranges, as they are apt to be too weak in constitution and do not readily learn to rustle for themselves as do Western bred stock.

Trade is very active in butchers' cattle and prices are rather higher and the tone of the market stronger than it was ten days ago. Cattle bring from 3½ to 4½c. off cars, Winnipeg, and the higher figure is being paid for a larger percentage than it was last week.

SHEEP.—The storm is likely to affect the supply of sheep also, as it reached as far east as the sheep range country. Supplies have been very limited all spring and, in fact, the Winnipeg market at the present time is being supplied by Ontario sheep. The prices quoted are 5½ to 5¾c. off cars, Winnipeg.

HOGS.—Supplies are growing more limited and the price is firm at 6¼c. for the best grade of bacon hog, and ½ to ¾c. under that for under and over weights.

BEEF.—Abattoir killed, top of the market. Sc., with 7 to 7½c. for lower grades.

VEAL.—Scarce and of poor quality; 10c. for skinned carcasses.

MUTTON.—Scarce at 12½c.; spring lambs very scarce at \$1.50 to \$5 per carcass.

CURED MEATS.—A very active market with all prices firm and some slight advances for the week. Hams, 14c.; shoulders, 10¾c.; breakfast bellies, 14½c.; backs, 13¾c.; spiced rolls, long, 11¾c.; short, 11¼c. Dry salt long clear, 11c.; dry salt backs, 12c. Lard, in tierces, 11¼c.; 50 lb. tubs, \$5.75; 20 lb. pails, \$2.40; 10 lb. pails, in cases, \$7.20; 5 lb. pails, in cases, \$7.30; 3 lb. pails, in cases, \$7.35. Compound lard, in 20 lb. pails, \$1.80. The demand for compound lard is increasing.

DAIRY PRODUCE

TORONTO.

BUTTER.—Receipts are still quite large. The British demand for Canadian butter is not very good, and, owing to the heavy make at present, there is a tendency to accumulation. This gives the market a slightly easier feeling. Creamery solids are quoted a little lower, as is also dairy, in tubs. However, the market as a whole, holds firm at last week's quotations. Quite a lot of print and roll butter has been arriving in the market in poor condition on account of faulty packing and has had to be sold at a sacrifice. We quote:

| | Per lb. | |
|--------------------|---------|------|
| Creamery prints | 0 20 | 0 21 |
| solids, fresh | 0 19 | 0 19 |
| Dairy rolls, large | 0 14 | 0 15 |
| prints | 0 16 | 0 17 |
| in tubs | 0 14 | 0 15 |

DAIRY PRODUCE AND PROVISIONS

CHEESE.—Prices remain firm at last week's quotations. The market appears to be very steady. There is a good export trade, Canadian cheese bringing a good price on the London and Liverpool markets. The make continues to be large, and when it is marketed dealers expect that there will be a fall in price. The prices are at present higher than at the same time last year and are a little higher than the British market warrants. It is thought that unless the price drops there will not be so good a demand in that market. There is almost no old cheese now on the market, and any that is here is not in the best of condition and therefore brings only what it is worth. We quote:

| | Per lb. | |
|--------------------|---------|-------|
| Cheese, large, new | 0 11½ | 0 12 |
| twins, new | 0 12 | 0 12½ |

MONTREAL.

CHEESE.—The cheese situation at the present moment is a very irregular one. For instance, the ruling idea for Ontario makes to-day is 11¼ to 11½c. and for eastern 11¼ to 11½c., which is a decline of fully ½c. on last week's level. The above figures, however, can only be paid on forward contracts made for last half of May shipment, as new business for prompt shipment will not permit the payment of over 11 to 11½c., but naturally, while these forward contracts are to execute sellers demand the prices above specified. For June shipment sales have been made at 10¾c., and for July shipment at 10½c.

BUTTER.—The only trading in butter is confined to the local jobbing market, and as supplies are in excess values are heavy at 18½c. as the outside price. The receipts now coming in are a mixture of fodder and grass butter, which exporters do not desire, and they are holding off for full grass goods, which should be on the market by the end of next week.

ST. JOHN, N.B.

EGGS.—There is but a light sale. The stock held is not large. While prices are unchanged the market would not stand free supplies.

BUTTER.—There is always a sale for the right quality, but the supply is always light. There is a good demand for butter.

CHEESE.—There is a better sale. The prices are rather easier. Buying of Western stock is about over, as domestic is more freely offered and at lower prices. The outlook is for quite a large output from this province this year. We quote:

| | | |
|---------------------------------------|-------|------|
| Butter, creamery prints per lb. | 0 24 | 0 25 |
| creamery solids (fresh made), per lb. | 0 22 | 0 24 |
| prints | 0 20 | 0 22 |
| tubs | 0 14 | 0 16 |
| tubs, selected, per lb. | 0 18 | 0 20 |
| Eggs, new laid, per doz. | 0 17 | 0 20 |
| case stock, per doz. | 0 13 | 0 14 |
| Cheese, per lb. | 0 13½ | 0 14 |

PROVISION NOTES.

Cross & Silverman, butchers, Montreal, have been registered.

F. L. Snook, butcher, Wilmer, B.C., is succeeded by H. E. Forster.

G. M. Green, butcher, Hamilton, Ont., is advertising his business for sale.

Six carloads of cattle, valued at \$10,000 have been shipped from Ontario stock farms during the last week to British Columbia, through the Live Stock Association.

The Chesley, Ont., creamery has commenced this season's operations, and the

prospects are reported to be very good for a large make this year.

Watson & Emigh, Wingham, Ont., shipped four carloads of export cattle to Montreal recently, and also a carload of hogs to Collingwood, Ont.

An experimental cargo of Russian chilled meat has been shipped to the English market, and so Russia promises to be another competitor of Canada's in the British meat market.

The Sydney Post, C.B., says that the cold-storage plant to be erected by The Park, Blackwell Co., Limited, Toronto, in Sydney, C.B., will be 90 ft. long by 32 wide, and will be two storeys high. The building, it is expected, will be completed by the middle of July.

Massachusetts capitalists are contemplating the establishment of a cold-storage depot in St. John, N.B., and also in Chatham, N.B. E. L. Parsons, a former St. John man, and L. L. Forbes, of Boston, were in St. John recently, representing the capitalists in the undertaking.

It might be interesting to know that Charles Sneath, now living in Toronto, was the first to ship a load of produce by the Northern Railway to Toronto. The event was on May 17, 1853, and the produce was shipped from Aurora, Ont.

The dealers at the St. Lawrence Market, Toronto, have been complaining lately of the insufficient ventilation in that market, now that the warm weather has come. Superintendent Frame thinks that a number of ventilators on the roof would greatly improve matters. However, the Board of Control are not of the same opinion. Another plan proposed is to have iron doors in the front and the rear of the building through which a current of air might pass. At all events, something should be done to remedy this state of affairs.

The Woodstock cold-storage warehouse collapsed on May 20. Several hundred tons of ice were lost and the structure, which is valued at \$5,000, is a complete loss. The cause of the disaster was the overloading of the building with ice.

On account of the poor pasture lands in the Ottawa district the wholesale price of fresh beef has gone up, and it is expected that there will also be a raise in the retail prices.

Specifications for the buildings and plant which The Canada Packing & Provision Co. propose to erect at Toronto Junction, have been completed by the architect, J. Wilson, Collingwood, Ont., and tenders are now being called for the buildings. The building will be of brick and will be four storeys high, and will cost not less than \$100,000.

The St. John Sun says that New Brunswick dairymen ought to be proud that Messrs. Dillon and Bowden have again secured a commission to buy cheese for Clements & Co., of London and Glasgow. They will be busy making weekly shipments to the Old Country from about the middle of June.

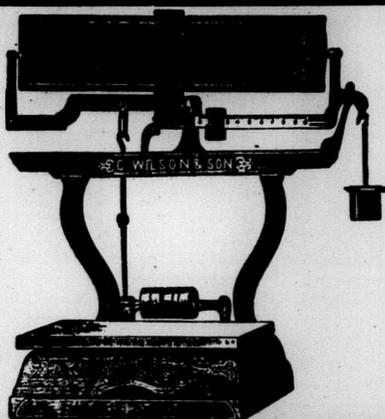
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your customers by giving them inferior goods. It pays you to consider your customer's convenience. Give her

JAMES' DOME LEAD

when she is buying stove polish, and you will not only be certain of giving satisfaction, but will also be serving your own interests.

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



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIR:-

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

Yours truly,

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

C. WILSON & SON, - - TORONTO.

THE A1 SAUCE.

A fine tonic and digestive.

The peculiar, pleasing piquancy of this Sauce at once makes it a general favorite.

A Rapid Seller wherever introduced.

Terms and Free Sample Tasters on application to our agent,

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

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

Dominion Brand Condensed Milk



(Sweetened)

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

Entirely free from adulteration.

SAMPLES ON APPLICATION.
TRADE ORDERS SOLICITED.

Selling Agents in Canada

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JOS. E. HUXLEY, WINNIPEG.

THE BAKER, LEESON CO., Limited, VANCOUVER.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

GREEK CURRANT SITUATION.

A PRIVATE cable from Greece reported the market on currants as rising. These advices are regarded here as an indication that the discussion of the proposed monopoly before the Deputies was rather favorable to the ultimate success of the measure. So far as could be learned no actual advance in quotations was reported by the cable.

The ss. Ludovica, several days overdue, arrived in New York on Tuesday, bringing about 725 tons of currants for various receivers here. This arrival, in view of the present state of the market, has had no effect whatever on values. The market closes with 42 to 43c. quoted on fine Amalias uncleaned in barrels, but these prices are subject to immediate change, dependent on news from Greece regarding the success of the proposed monopoly. In this connection The Hills Brothers Co. say: "These small cargoes will have no effect on the market, inasmuch as present supplies are very moderate, much below the usual stocks held here at this season. Business done during the week has been mostly in a small way, though there are inquiries in the market for several fair sized lots for Western account. The Greek market continues very firm at the full parity of the spot parity. The latest information regarding the monopoly negotiations show that a convention has been concluded between the committee appointed by the Greek Government and the syndicate, but is subject to ratification by the Greek Chamber of Deputies. This agreement, it is expected, was presented to the Chamber to day for ratification, and it is generally supposed that a majority of the House are in favor of the plan. It is, however, impossible to say when the concluding vote will be reached. In the meantime, the new crop to all appearances is progressing favorably, and should nothing unforeseen occur, it is likely to be some what larger than that of last year."

BRITISH RICE MARKET.

Forward Rangoon is dearer and advancing, but spot demand is quiet, although the market is very firm. The moderate inquiry is supposed to be largely due to the abolition of the duty, and, as soon as arrangements with regard to this have been definitely settled, some improvement may reasonably be expected. The statistical position of all descriptions of rice points to higher prices in the

future. The quantity of rice landed in London last week was 593 tons as compared with 676 tons in the corresponding period last year; the deliveries were 350 tons against 512 tons, and the stock was 5,598 tons against 8,212 tons.—Produce Markets' Review.

A shipment of about 10,000 boxes of Australian and Tasmanian apples arrived in Great Britain two weeks ago, and, both quality and condition being excellent, sales were easily effected at a slight advance on the prices realized at the previous sale.

Advices from Spain were received in London on May 11 reporting the balance of the crop of oranges to be much under previous estimates. On this news, many importers at once placed high limits on the fruit they had in stock, and the market advanced fully 1s. per case.

BAG FIGS FIRMER IN NEW YORK.

Holders of bag figs on the spot in some quarters to-day were firmer in their views on an increased inquiry from manufacturers and the belief that supplies of good stock, suitable for manufacturing purposes, are being reduced in quantity. In addition to this a few lots of bag figs have been sold for export, and the fact that the large lot of bag figs offered for sale about three weeks ago has been withdrawn from the market has had the effect of strengthening the ideas of other holders. It could not be learned how large the volume of movement for export has been, but it is believed that a fair quantity has been shipped out. London advices report that market as still above the parity of this on good stock.—New York Journal of Commerce, May 26.

SHORT CROP OF BRAZIL NUTS.

In connection with Brazil nuts, a leading importer says: "The present crop is expected to be considerably short of last year. All points are eagerly competed for in Brazil by buyers for all countries, and this market is being constantly pushed to a higher level. As the crop last year was only just sufficient to supply all demands, it is hardly probable that present supplies will be sufficient to meet all requirements."

CANNED GOODS IN MARYLAND.

In connection with the canned goods outlook in Maryland Thos. J. Meehan & Co. write from Baltimore: "Up to the hour of writing this market letter, the long drouth in this section has not been broken, though rain has been almost daily predicted by the Weather Bureau. The crop conditions have already become serious, as reported in our daily letters and telegrams, and unless we have several days of good, soaking rain within a week

or so there will be one of the shortest packing seasons for many years in Maryland. These remarks apply especially to peas, tomatoes, berries and cherries of all kinds. Even if we have plenty of rain, strawberries and cherries will be short, because it is now too late to help them, but it is yet possible for rain, with a little bit lower temperature, to bring back peas and tomatoes to normal conditions. These unfortunate crop conditions exist almost all over the eastern section of the country, and the daily newspapers report the month of May, from this viewpoint, as being the worst in 30 years. Peaches were not hurt by the drouth or hot weather. They were greatly damaged by the repeated heavy frosts and unusually cold, freezing weather in Maryland four or five weeks ago, and reliable peach growers say the crop will be small, much smaller than heretofore reported. There is good reason to expect higher prices for canned peaches, and 3-lb. pie peaches have already been practically sold out. The only articles packed so far are peas, pineapples and strawberries, but other articles follow in succession rapidly. The quality of each of these three articles is fine, and it is advisable to buy the two finest sifted sizes of peas at once, the petit pois and extra fancy sifteds, as well as preserved strawberries. The quality of the new pineapples is very fine. The tomato situation reversed itself completely during the past week. The week opened at the lowest prices of the season, without any change in sight, but within 48 hours the market became very strong and active, and prices advanced so rapidly that many buyers were unable to get their orders placed at the lowest figures. Copious rains would help the crop immensely, but as the prices were considered by the packers to be unreasonably low, and the jobbers are following the market up with buying orders, it is argued that the market will sustain itself around the present quotations."

CANNED GOODS IN LONDON.

The distributive business generally has been somewhat slow during the past few days, but prices are well maintained. Choice quality new season's lobsters are still in small supply, and the latest shipments which have arrived were quickly sold at extreme rates. The quality of the new goods, up to the present, has been exceptionally fine, and packers are to be congratulated on the result. It is feared that the quality of the later shipments will compare unfavorably with the earlier ones, as the catch has been materially affected through rough weather all along the coast. The Netherby is expected at any moment with 29,658 cases of fruits and 14,917 cases of salmon on board, and, as this is the last vessel of the salmon fleet to London of the 1902 season's pack, it is expected that prices for every grade of fish will show a slight improvement in the near future. Present rates, especially for Alaska, show exceptional value, quotations to-day being nearly 2s. per case less than is asked for the same article in America. Unfortunately, the weather affects the consumption of this article very largely, and it is only due to the very moderate demand since the beginning of the year that quotations have remained at the present low level. The market for summer-packed sardines is very firm, as the supply is most limited, but the demand is far from good.—Produce Markets' Review, May 16.

THE CANADIAN GROCER

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



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



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

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

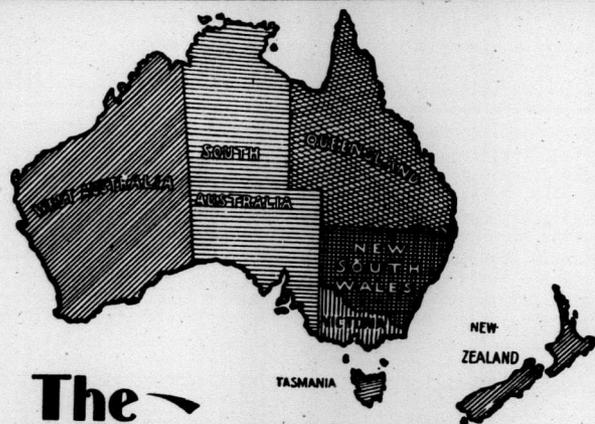
LIPTON'S TEAS

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

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

WRITE TO THE AGENTS—

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



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.

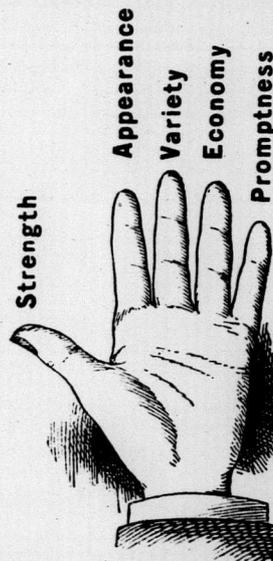
PUBLISHING OFFICES:
Melbourne, - - - Fink's Buildings.
Sydney, - - - Post Office Chambers

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.

5 STRONG POINTS.



Wrapping Papers

CONSULT OUR TRAVELLERS OR WRITE US.

DOUGLAS & RATCLIFF

Paper Dealers,

TORONTO.

Window and Interior Displays

Timely Hints
and Suggestions.

ONE great fault every grocer is liable to fall into, is the littering of his store with boxes and barrels. So many of these come to him in his business and so many fixtures are needed to hold and display his goods that the convenience and cheapness of using boxes is apt to dispel any inconvenient ideas of neatness that he may have.

In most cases, too, the goods fit the boxes in which they come so perfectly, and are, perhaps, so unsuitable for removing and placing in a special receptacle, that the grocer convinces himself it would not be wise to change their box. It is true that many things cannot be removed, but with goods of this kind very few displays are necessary, or, if considered advisable, the side of the box or barrel should be concealed in some way, whether by a covering or the arrangement of some other line around it.

A grocer should not think it necessary to display everything in his business, as a tidy arrangement cannot be made, and it is a waste of space to show such lines as sugar, bulk teas, rice, currants, etc., as everyone knows that no grocer would be in business without carrying them. Of course, special instances, such as bargain sales, demand a display of even sugar and tea, but this is an exceptional case, and even then a little in a saucer or bowl is all that is required.

The rough boxes and barrels, which are so common an article in interiors, can never be made effective in appearance, and always detract from the excellence of the general view, however carefully planned it may be. In addition, they give an air of carelessness in decorating his store, which every grocer must fight against to his utmost ability. In a store where things to eat are the line handled, the greatest care must be taken to impart a feeling of thoughtfulness, or the feeling of uncleanness is sure to accompany it.

When barrels or boxes are used there are always nails or, at least, splinters, that protrude, and the skirt of every lady who enters the store is in danger. At any

rate, the dust that will accumulate in the rough sides will come off on any cloth that touches it.

Many merchants keep a special line of boxes and barrels with smoothly finished or painted sides. Into these goods are packed for display from the box in which they arrive. This necessitates some extra labor, but the results justify it, and there are few grocery stores in which there is not to be found a few minutes every hour that can be spent in improving the appearance of the interior.

As was mentioned before, the feeling



A Display of Canned Goods.

that all lines must be shown has led many a grocer into error. The use of bowls or saucers or such like receptacles is always allowable, and is sufficient for any line. A limited use of them does not in the least injure the general effect, and has the decided advantages of avoiding the uncleanness resulting from dust and handling, to which an open barrel, box or tea chest would be subjected. These receptacles should be arranged close together and not scattered over the counters, but, however placed, they are preferable to the bareness and untidiness of raw boxes and barrels.

THIS WEEK'S ILLUSTRATION.

The window shown here was arranged in a city grocery. Stands were made in a circular form, sloping up to a small platform. On these were arranged canned goods of different kinds, and a doll was placed on the top platform. Particular attention was paid to detail, and it will be noticed that a certain kind of canned goods alternate with another kind, presenting a very symmetrical appearance. At the bottom bottled pickles are ranged, every other one capped with a tin of meat and the others with an orange.

The bottom of the window was covered with boxes scattered at hazard. In the back two rounding shelves were made, the bottoms being concealed by puffed goods, draped to a distance of a couple of feet below, to which were pinned small pasteboard boxes of gelatine. On these shelves cans and bottles of catsup were stacked. Curtains covered the back and a mirror hung above the shelves concealed the division in the curtains.

The window is not at all difficult to arrange, for the circular shelving used should be a fixture in every grocery store for the display of small goods, and when not needed in the window has a place in the interior, either on the floor or a counter.

CLERKS SHOULD BE SIMPLY JUST.

Salesmen in food stores and elsewhere are, as a rule, ambitious to sell goods, to make and keep customers, remarks Inland Grocer. This laudable ambition tends often more to the customer's advantage than to the proprietor's.

In the effort to please customers the clerk will often deliver overweight goods, and occasionally will try to give them advantage in price. The motive is natural, but it is good to remember that the clerk's salary must come out of the gross profit of sales and that the owner of the store must live, too.

While it is true that people there be who want the earth for a nickel, the general average is well satisfied with fair dealing.

NO OTHER SHINGLES

will do as well for you as

EASTLAKE Steel Shingles.

They prevent fire—are never struck by lightning—can't possibly leak, because of their patent side lock—and are the very quickest and easiest to apply of any shingle made.

Their popularity all over Canada is unparalleled.

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

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

WE KEEP ALL CODES.

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

THE NATIONAL COFFEE CODE

AXTELL'S

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE

AXTELL'S

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

Price, \$1.00 per copy Postpaid.

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

AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

THE CANADIAN GROCER

P. A. MACDONALD DEAD.

A very sad event in Toronto grocery circles was the death of P. A. Macdonald. Only a week or so before his death he held the opening ceremonies of his fine new grocery store on Spadina avenue, and the cutting off of his life so suddenly came as a surprise and shock to his friends. The funeral took place from his father's residence to Mount Pleasant Cemetery. Many acquaintances were present to pay their last respects and show their sympathy with his bereaved widow and parents.

MILLING IN THE WEST.

The flour milling industry in the West does not seem to grow. There is a remarkably small milling capacity as yet in comparison with the wheat production of the country, and from all appearances there will be very little increase this year. The millers charge the reason for this to the unfairness in the freight rates to the eastern markets, railwaymen and vesselmen giving a preference to wheat.

At present the total number of mills operating in Western Canada is 79 with a combined capacity of 17,160 barrels, and an actual daily output of 12,000 barrels. In addition, there are five oatmeal mills with a total daily capacity of 925 barrels.

There are several things to be secured before the milling industry of the West will become a great one, and principal among them are cheap power and low freight rates. The power is available, and only needs development; the freight rates will not, perhaps, be so easy to secure.

TO FREEZE LIVE SALMON.

The New York Sun says that a Tacoma company proposes to freeze live salmon in blocks of ice, ship them to New York and bring them back to life again. It is said that experiments have demonstrated the fact that freezing of live fish in this manner is possible, provided the temperature of the fish is not far below the freezing point, and certain conditions be complied with in resuscitation.

THE DUNNVILLE FACTORY.

The directors of the Dunnville Canning Factory say that their factory will be rushed this year. They have contracted for 200 acres of peas, 15 acres of beans, 125 acres of tomatoes and 300 acres of corn. They claim that their output will be double that of last year, aggregating 1,500,000 cans. They expect to put in a number of up-to-date machines and rush along the work.

The pack last year was 700,000 cans, all of which have been sold. Shipments last

year totalled over 200 carloads, and between \$12,000 and \$15,000 paid out in wages.

A considerable quantity of the company's goods go to Winnipeg, from where they are distributed over the Prairie district. Now that there are so many immigrants settling in those districts, the company expect that there will be a large increase in the demand for canned goods.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

SITUATIONS VACANT.

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

BAKER wanted—immediately—first-class on bread and cakes; dough mixer and brake in shop. Apply Ferrah, Oakville. f

BISCUIT baker—good all-round man—on sodas and sweet goods; must come at once; steady job. Imperial Biscuit Co., Limited, Guelph, Ont. f

BREAD baker wanted—at once. 22 Pegler street, London. f

BUTCHER—At once, shopman; must be reliable. State terms. W. F. Vanstone, Wingham, Ont. f

BUTCHER wanted for summer—good all-round man; must be good slaughterman, able to kill alone. Apply Geo. Sutton, Port Carling. f

WANTED—Second miller, for 250-barrel mill; also floor hand; highest wages paid. James Cullen, Woodstock, Ontario. f

WANTED—First-class, practical soapmaker; laundry and toilet; for boiling and making cold soaps; state references, qualifications and salary expected. Box 591, Globe. f

WANTED—Machinery blacksmith—all light work; state wages wanted. Aylmer Iron Works Co., Limited, Aylmer. f

MILLER wanted—good, reliable man—to take charge of 100-barrel mill at once; must understand milling hard wheat; steady job to married man; state experience and wages expected. Apply to Winkler Milling Co., Winkler, Manitoba. f

AGENCY WANTED.

AGENCY WANTED—Agent having an established trade and travelling through the Province of Quebec would be open to represent manufacturers dealing with the grocery trade; best references. Address C. A. Morin, Imperial Building, Montreal. (22-1)

BY young man, as assistant shipper in wholesale grocery, not afraid of work. Box 32, CANADIAN GROCER. (22-1)

FOR SALE.

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

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

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

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

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

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

TRUTHFUL ADVERTISING.

IN these days of keen competition no advertiser can afford to conceal true facts, either about his business methods or his merchandise. Everything must be open and above board.

The most successful policy which can be adopted in writing any advertisement is to so word it as to win the confidence and respect of the reader. If you can make such an impression on the reader's mind that she will believe you are sincere in what you say—that you really believe it yourself—that you are laying the case before her in a plain, business-like manner, without any exaggerations or attempts to mislead, you are pretty sure to get that person's trade.

If you believe what you are saying, you are more apt to express yourself in a convincing manner than if you are simply trying to praise up some value that does not exist. There is only one sure way in which you can gain the confidence of the public, and that is to invariably stick strictly to the truth. Advertising that flatters your goods is most undesirable advertising.

It is best to use a few plain simple words, easily understood, than to revel in many high-sounding adjectives, which in themselves would imply that you are trying to exaggerate. Be modest and gentle in your expressions. Don't try to claim the earth, either for yourself or for your goods.

Never make a promise that you cannot fulfil. Always fulfil every promise you make. You may for a moment attract attention by a particular advertisement, but if the promises you make are not carried out—if you misrepresent any part

of your business—it is sure to react in the future, and the loss in the long run will be much greater than the temporary gain which you may make.

When a retailer's announcement is read, it is perhaps for the moment believed by the reader, but if she afterwards comes to the store and finds that what you have said is not true, she will not only believe you have told a falsehood in this case, but will most likely be suspicious of the truth of future statements. If, however, she finds the full truth has been told, she not only has faith in that one particular statement, but you have clinched your argument and won a customer for many days to come.

It is a good idea to be conservative in your published announcement of a sale, bargain, or special offer of any kind; leaving something of the true value to be discovered on a visit to the store. Tell a part of the "good news"—sufficient to gain interest,—and it will prove doubly interesting to the would-be customer should she come to the store and find you had underestimated the true value of the offer you make.

Be particular that you emphasize the proper thing. There are some goods in which the price is the proper thing to make prominent; everything else is of minor importance. Other goods there are in which price does not cut much of a figure; the quality should be emphasized. Cheap goods sold at a popular price should have that price brought into particular prominence, for it is usually the case that only a very low price will interest people in a low grade of goods. Finer goods—goods of durability—goods which are sold more particularly for their

known excellency than for anything else—should be pushed on a quality argument. It is better to dwell upon the desirability of the article than upon the price, for on really standard and first-quality goods the price is pretty generally the same everywhere.

* * *

I have received some more ads. from L. W. Myers and Company, of Stratford, which show a great improvement over the last ones sent in. They seem to have adopted and profited by some of the suggestions I have been making in this department from week to week.

The ads. sent in look very neat. The arrangement is good. The "talk" is just about the right kind, and prices are

THE CLEAN GROCERY

Phone 299

You Can Rely Upon Us

For a prompt, conscientious and complete fulfillment of any order you favor us with for

Teas, Coffees, Groceries,

etc. We will see that you get absolutely the best of everything and you will find that our prices are right.

Choice Cooked Ham
30c. per pound

Mild Cured Bacon
Sliced, 17c. per lb.

Ingersol Bologna
10c. per pound

Old Cheese
Try a slice of this rich mellow cheese, 16c. lb.

New Cheese
Nice and mild, 15c. lb.

Pure Honey

We still have a few jars of Honey to clear at the following prices:

Pint Jars..... 20c.
Quart Jars..... 35c.
½ Gallon Jars.... 60c.

New Maple Syrup

From the lower provinces, very fine, the best we have seen this season.
30c. per quart

Christie's Biscuits.

The biscuit of quality. We always have a full assortment of these, fresh and crisp.

Spice Jams
Pineapple Wafers
Fruit Gr. Bread
Coconut Bars
Fig Bars
Salt Wafers
15c. per pound.

L. W. MYERS & CO.
67 Ontario Street.

mentioned in each instance where certain goods are mentioned. I am reproducing one of them herewith:

If you are running short of —

VALENCIA RAISINS

Fine Off-Stalk Selects and Layers—All Well-known Brands

You should get our quotations. They are away down low.

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

COPPER IN PEAS.

AT the West London Police Court recently a grocery firm of North End Road, Fulham, was summoned at the instance of the Fulham Borough Council for selling preserved peas which contained 0.0096 per cent. of sulphate of copper. Mr. Humphreys, the council's solicitor, said the prosecution arose out of the recommendations contained in the Majority Report of the Departmental Commission on the Use of Preservatives and Coloring Matter in Foods. Mr. Beck, who defended, said his clients were quite willing to take such measures in future as would bring the fact that sulphate of copper was used in the peas to the notice of their customers. The green coloring in the peas could only be preserved by the use of sulphate of copper. There was no suggestion that any harm was done to consumers, and he proposed that the council should withdraw the summons. Mr. Humphreys said he was instructed to ask for a penalty, however small.

Mr. Rose: It doesn't appear to be a very unnatural desire to have green peas when one asks for green peas. (Laughter.) Beyond the ignominy of a conviction I don't see the utility of a conviction if

the defendants agree to alter their methods of sale.

Mr. Humphreys concurred in the magistrate's suggestion, and withdrew the summons on the payment of 23s. costs.

In a similar summons brought against another grocer, H. Pierron represented the defendant, and stated that the summons came as a surprise to his client, who, having never recognized that there was anything harmful about the peas, had consumed a quantity of them himself. (Laughter.) He was quite willing now to promise not to sell any more, and, as regards the remainder still in his possession, to eat them himself. (More laughter.) The magistrate consented to a withdrawal of the summons on payment of 23s. costs, and a similar course was adopted in the case of five other traders who had been selling these peas, viz., Alfred Bartlett, 843 Fulham Road; Thos. Wilkey, 4 New King's Road; John Elmslie, 62 North End Road; William Cullen, 701 Fulham Road, and John Panes, 2 Castletown Road.

FISHERMEN AND CANNERS MEET.

An informal meeting of the delegates representing the fishermen and the repre-

sentatives of the cannery owners was held recently in Vancouver. Affairs in general were discussed, but it was agreed that any business transacted or the nature of any discussion be considered private until affairs were finally settled. It is thought, however, that there is a good chance for an amicable settlement.

The representatives of the fishermen were: George Mackie, Charles Hanson, Antoine Tinoand and H. J. Butterfield. H. O. Bell-Irving, Dr. Bell-Irving, Henry Doyle, G. I. Wilson, Alex. Ewen, W. D. Burdis, secretary of the Cannery Association, and other prominent cannerymen represented the cannery owners.

TO BUILD AN ELEVATOR.

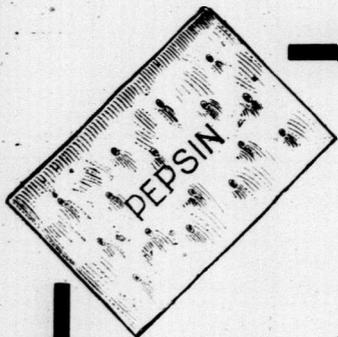
It is the intention of The Central Milling Co. to erect a large elevator in connection with their mill in Peterboro', Ont. Tenders for the building will be received by Mr. Blackwell up to May 30. The foundation of the mill will be of stone and cement and the superstructure of strips, that is, solid lumber laid face to face. The building will be iron-sheeted and will be five storeys high. The capacity of the elevator will be 40,000 bushels.

IMPORTANT NOTICE.

Our Travellers have samples of Natural Color Ceylon Young Hysons, also of Japan finished Ceylons.

"Just for a leader" you should procure some of them when they see you next week. Samples and quotations cheerfully forwarded.

LUCAS, STEELE & BRISTOL, Hamilton.



THE 20TH CENTURY BISCUIT.

That's what our Pepsin Biscuit is. It is manufactured of the best biscuit food, properly mixed, properly baked to an appetizing crispness.

It has a twentieth-century feature in its possessing nourishing qualities. The name suggests what the biscuit really is—a healthy and delicious form of soda biscuit—the successful result of exhaustive hygienic experiments with biscuit foods.

WRITE FOR PARTICULARS.

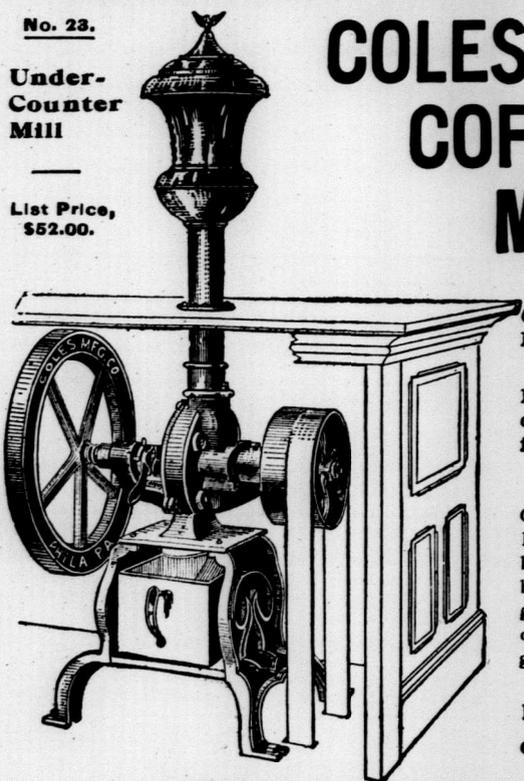
The Imperial Biscuit Co., Limited, Guelph, Ont.

PACKAGES ONLY, 1-lb., 2-lb., 3-lb.

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.

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System or Guess Work?

The grocer shown above is guessing, and the scale he has will keep him guessing, too.

He's an honest fellow, so he sees that his scale goes down on the customer's side every time, and he always gives full weight.

People buy so queerly nowadays; 10c. worth of 60c. tea; 25c. worth of 11c. dry fruit; 50c. worth of sugar at 34c. per lb.

They know they can get more for their money this way. Can't blame them either.

You've noticed this, haven't you? Then you need our Dayton Money-weight Scale as badly as he does.

Send for our 1903 catalogue. It tells how to stop this and how to



Do it to-day.

Ask Dept. M for catalogue.

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**GROCERS AND ILLEGALLY PACKED
FRUIT.**

IN a few weeks the fresh fruit season will have opened up. Naturally, the retail grocer, remembering the uncertainties and vexations of past seasons, will hope that this year will ensure a steadier, more satisfactory business than many of the years that have gone.

It is but reasonable that the trade should expect at least more freedom from fraudulent packing and marking. The enforcement of the Fruit Marks Act of 1901 has been steadily increasing in rigor and effectiveness. Yet there seems to be room for still further improvement in this regard.

The question is, to whom must we now look for improvement? At the moment the work is left entirely to Government officials—the inspectors. They have done their part satisfactorily, but it seems clear that if the trade is ever to be secured against this kind of fraud the enforcement of the law must have the trade behind it.

For this reason the letter from W. A. MacKinnon, chief of the Fruit Division,

EDITORIAL

Department of Agriculture, Ottawa, is timely and worthy of serious thought. The point raised by Mr. MacKinnon, that the grocers' associations in the various towns and cities should take steps to assist in protecting the trade, might well be taken into consideration. There is no doubt that if fruit packers knew that the trade was, through their organizations, determined to stamp out fraudulent packing and marking, the moral effect would be great, and a few prosecutions by the representatives of the associations would soon effectively rid the trade of this, one of the most annoying and inexcusable evils of the day.

There is no doubt as to the effectiveness of the law. A perusal of paragraphs 6, 7 and 11 will make clear its meaning. They are as follows:

6. No person shall sell, or offer, expose or have in his possession for sale any fruit packed in a closed package, upon which package is marked any designation which represents such fruit as of No. 1 or XXX, finest, best or extra good quality, unless such fruit consist of well-grown specimens of one variety, sound, of nearly uniform size, of good colour for the variety, of normal shape, and not less than ninety per cent. free from scab, worm holes, bruises and other defects, and properly packed.

7. No person shall sell, or offer, expose or have in his possession for sale, any fruit packed in any package in which the faced or shown surface gives a false representation of the contents of such package; and it shall be considered a false representation when more than fifteen per cent. of such fruit is substantially smaller in size than, or inferior in grade to, or different in variety from, the faced or shown surface of such package.

11. The person on whose behalf any fruit is packed, sold, offered or had in possession for sale, contrary to the provisions of the foregoing sections of this Act, shall be prima facie liable for the violation of this Act.

It will be gathered that even from a sense of self-protection the retail merchant is interested in the enforcement of the Act.

A QUESTION OF SALARIES.

CANADIANS have an idea that the United States is the place to go to get large salaries; that more money is paid for work there than for the same work in Canada. We are only now awakening to the fact that this is a mistaken idea.

There are many positions in the United States in which large salaries are given; but so are there in Canada. The United

States, having such a larger population than Canada, has more such positions than are to be found in Canada; but the salaries paid by Canadian employers are every whit as good as are paid by the Americans, and in some cases better. Besides, other things have to be taken into consideration. The cost of living is, as a rule, considerably more than in Canada. Therefore labor of all kinds should be worth more there than in Canada. Of course, very many Canadians have bettered their condition by crossing the border, but the vice versa of that is also true.

On the other hand, there are Canadians who have gone to the United States, thinking to obtain a larger salary, and found that they could not do so well as they had been doing in their own country.

Just such a case was heard of recently.

A certain man, clever in his particular vocation, threw up a high salaried position he held with a prominent Canadian firm, and went to New York where, through the influence of friends there, he was enabled to obtain a position of equal responsibility as his Canadian one. But the salary paid was less than half the one he had been receiving. Certainly this one case does not prove the proposition; but there are other cases which might easily be cited. For instance, while the man referred to was in New York he learned incidentally of 32 Canadian families who were returning, having found that they could not do so well as they could in their own country.

If 32 cases came under one person's observation in the short time that he was in New York, is there any reason for not supposing that there are many more such?

A LARGE ASSOCIATION.

The new labor union being talked of in Montreal will, if formed, affect the grocery and kindred trades directly. All who handle food products will be invited to join it, including grocery clerks, cooks, table waiters, market gardeners, etc.

If the idea were successfully carried out, it would mean the largest organization of the kind in Canada; but there are few who are at all sanguine as to the practicability of the scheme.

TRANS-CONTINENTAL RAILWAY QUESTION AND OCEAN TERMINALS

THE question of terminals for the proposed additional trans-continental railway lines seems to be attracting almost as much attention at Ottawa as the railway question itself. There is quite a pronounced sentiment in favor of the contention that the granting of even a charter, much more a bonus or subsidy, shall be contingent upon the railway terminal being in Canadian territory. The most pronounced advocates of this are naturally the representatives from the Maritime Provinces, but they are by no means alone in this respect. In nearly every part of Canada there are some champions of this policy.

The terminal question is certainly an important one. In fact, it can scarcely be divorced from the trans-continental railway question; but important as it is, we must not forget that it is not the most important. It may be and probably is the most important to the ports on the Atlantic seaboard, but it is not the most important to the people of Canada as a whole.

The question that transcends all others is the ways and means of providing adequate transportation facilities for the Great West. To-day these are totally inadequate and have been for the last couple of years. Unless something is done, and that speedily, to remedy the present state of affairs great inconvenience and loss must be entailed upon the agricultural interests of the Great West and the commercial interests of the country as a whole, while the settlements of the farm lands of Manitoba and the Northwest will be greatly retarded. Large sums of money were lost by the farmers of the Northwest during the last year or two on account of being unable to get their grain to the seaboard. Every effort must be made to avoid a continuance of this.

But at the same time we must not overlook the terminal question, even if it is of secondary importance, or forget that what directly benefits and develops this and that seaport indirectly benefits the whole country. The trans-continental railway question, therefore, should not be ap-

proached in any narrow and provincial spirit. We should approach it as Canadians.

The Grand Trunk Pacific seems at present the one of the three companies desirous of building the additional line across the continent to find most favor, but although in theory the Grand Trunk Railway Company and the Grand Trunk Pacific Company are two separate and distinct companies, in reality they are one, and will work hand in hand.

As everyone knows, the terminal of the Grand Trunk is Portland, and there is where the rub comes in. Grand Trunk Railway officials have stated they are prepared, if necessary, to build a line through Canadian territory, in order that connection may be made with St. John and Halifax, whereby during the winter the grain and other produce of the West might be shipped by these ports. Knowing, however, how railroads evade agreements, there is doubt in the minds of many as to whether legislative arrangements would sufficiently safeguard the interests of Canadian ports and prevent whatever subsidies might be granted to the Grand Trunk Pacific Company for the construction of the line across the continent, from indirectly aiding in the development of Portland, a foreign port, and one that has already gained much at the expense of Halifax and St. John.

Fortunately there are three companies who are aspiring to construct a line through the Great West to the Pacific seaboard. And all are extremely anxious; and, in fact, so much so that one is almost inclined to ask them what they will give us to allow them to build a road rather than to bonus them to do so. Possibly in the future Canada will be able to secure from railroad companies a percentage of their earnings as a price for franchise privileges, just as many of the municipalities now are in regard to local electric franchises. In the meantime, however, it seems a foregone conclusion that if we are to get an additional road to the Pacific we shall be compelled to aid it in some way.

The Government has declared emphatically that no land grants shall be made. This is a position which the country as a whole will no doubt endorse, particularly in view of our experience with the Canadian Pacific.

Urgent cases demand urgent remedies. The necessity of increased railway facilities in the Great West is of this character; but we must be careful, nevertheless, not to pay too high for our remedy. With both the terminal and transportation questions before us, national sentiment has to be taken into account, as well as the purely business phase of the transportation problem.

From a purely business standpoint one would say, make whatever bargain you can that will facilitate the exportation of our surplus farm produce, irrespective of any local interests. But it would be sordid under the circumstances to eliminate the national phase of the question. Consequently it must be insisted that any aid given to the Grand Trunk Pacific, or any other company, must be contingent upon the terminals being in Canada.

Possibly we may have to pay a little more in the shape of subsidies on this account, but that should not deter us.

TO IMPROVE OUR CHEESE.

IT is admitted that in England they make cheese better than in Canada, and the reason for this is thought to be in the climatic conditions, temperature and humidity having all to do with the flavor and quality of the cheese.

To overcome this an authority on cold storage matters pronounces it possible to create by artificial means an atmosphere in the curing rooms similar to that in which English cheese is made. With this accomplished the cheese made in Canada would be superior to that made in England, as our methods of making the product are in advance of those followed in the Old Country.

In the building of a cold storage the greatest attention should be given to the insulation. If this is not perfect the curing room and cold storage lose much of their effectiveness, indeed, almost all of it. The building paper used should not be of the ordinary kind. Paper entirely waterproof is needed. A double wall round the curing room, with air spaces between, and the inside of the outer wall covered with tar or similar material, would render a brick curing room proof against moisture.

AGAINST THE FRUIT MARKS ACT.

THAT the Fruit Marks Act has not given general satisfaction can be readily understood from the following circular sent out by Wm. F. W. Fisher, secretary of the Burlington Horticultural Association.

"Noticing that bills to amend the Fruit Marks Act are being introduced in the House of Commons, many fruit growers consider it an opportune time to draw the attention of legislators and the public to some grievances which exist under the Act, which provides that the face of any package shall be a fair representation of the contents, and from clause 'A' of section 4, which provides for the name and address of the packer being placed on all packages. These are the vital points in the Act, and constitute within themselves a sufficient safeguard for the public, and with the penalties imposed for infractions a sufficient deterrent to such packers as may be fraudulently inclined.

"In the dying hours of the session of 1902 amendments to the Act were rail-roaded through the House without explanation or due consideration, and being quite uncalled for either by the public or the fruit grower. The objectionable features of these amendments are principally embodied in clause 'C' of section 4, which arbitrarily demands that a farmer shall grade to a specified standard, which must necessarily vary materially in different sections, and in the ideas of various individuals, and then brand with a fixed mark to designate the grade or quality, which no other class of the community is called upon to do and to which no class but the farmer would submit.

"It is, therefore, widely regarded as an unwarrantable interference with the fruit growing industry and with the rights of a citizen, and the farmers of the Dominion should as one man raise a protest against the injustice being perpetrated on a section of their calling, and resent the indignity thus thrust upon them.

"Penalties are provided for failing to comply with all the conditions required, and heavier penalties for attempting to do so when the judgment of the farmer fails to conform to that of the inspector, although it may be the judgment of an experienced and honest packer against that of an inspector whose efficiency is questionable, and the farmer is at once branded a criminal without the privilege of trial by jury. Thus trade is seriously hampered by terrorizing the grower who, rather than take the risk of marking his packages and incurring the odium of being fined, is induced to sell his fruit to

the speculator much below its value or allow it to remain in the orchard.

"This compulsory grading and branding is not only impossible as applied to all packers under varying conditions, but it is both absurd and useless. Being the marks of the owner, who is an interested party, these marks demanded by the Act would not be considered by any court, and would, consequently, have no commercial value in case of a dispute between buyer and seller.

"There should be no compulsory grade marks, and responsibility for grades should not rest on the farmer but on qualified and competent inspectors, who should be available to do inspection work when required, and issue certificates as in other lines of business—these certificates would be final in case of dispute as to quality.

"The Act might in the opinion of many shippers define No. 2 or No. 3 fruit, but it should be optional with a shipper whether he has his fruit graded to a Government standard or not. Millions of bushels of

the bidding was quite brisk. The demand for American account was limited; there being only 10,000 boxes taken for shipment to the United States, and the balance was bought by local and western Canadian buyers. The market was weaker and prices for extra fancy lines show a decline of 15 to 25c. per box, and for common grades, 50c. per box, as compared with the prices realized for the Fremona's cargo. The range was from 90c. to \$2.75 per box. The oranges were sold to-day and the market for them was also 25c. per box lower than the prices paid for the Fremona's cargo, but taking everything into consideration, the sale was considered a very satisfactory one by all those interested. All the oranges were bought by local and western Canada buyers. The prices paid were from \$1.25 to \$3 per box, and 75c. to \$1.60 per half box. The lines that were sold at the first named price showed considerable waste.

BUSINESS CHANGES

ONTARIO.

CHILDHOUSE BROS. & CO., general merchants, Eganville, Ont., have dissolved partnership. The



One of the great cellars of The Pelee Island Wine and Vineyards Co., Limited, at Pelee Island.

wheat change hands annually without inspection, and when it is inspected the owner does not indicate the quality, but the inspector makes his examination and issues his certificate. In such cases the person requiring the services of the inspector pays the established fees."

THE FRUIT SALE.

The second and last sale of oranges and lemons for the season 1903 was held Tuesday at the Montreal Fruit Auction Company's rooms on Mountain street. The cargoes offered were ex steamships Jacona and Escalona. The former cargo consisted of 20,500 boxes of Sorrento oranges, 38,400 boxes of Sicily lemons and 2,400 boxes of Sicily oranges, and the latter cargo was composed of 5,000 boxes of oranges and lemons. The attendance of buyers was fairly large and

business is being continued by J. W. Childhouse.

C. H. Moxley, grocer, Kingston, is giving up business.

P. A. Macdonald, grocer, Toronto, is dead.

A. Beattie & Co., general merchants, of St. Mary's, were burned out; insured.

QUEBEC.

S. Z. Ledoux, grocer, Montreal, has assigned.

L. Bedard, general merchant, St. Flavien, is dead.

Caron & Bergeron, general merchants, St. Alexis des Monts, have dissolved.

Achille Roy, general merchant, Fortier ville, has assigned to V. E. Paradis.

MANITOBA AND THE NORTHWEST TERRITORIES

F. S. Dunham, grocer, Dawson City, is succeeded by H. N. Butler.

Herman & Adilman, general merchants, Starbrook, have dissolved partnership.

Handwritten note:
 name!
 10/3
 to J. S. Hain
 & Co
 Brantford
 Ont.

"Long Terms" versus "Best Values."

We have often observed that in buying Teas many dealers pay more attention to a four months' postponement of pay-day on large lots than close values and short dates on small ones. The far-sighted merchant buys "**SALADA**" Ceylon Teas on 30 days, and is enabled to turn over four or five purchases on these terms, while he would be disposing of one of the "long-winded transactions."

He makes more money, and holds his customers' trade, because fresh Tea is good Tea.

IT'S "WISDOM" versus "FOLLY," THAT'S ALL.

Japan Teas are losing favor, no disputing this.

"SALADA" Ceylon Greens are gaining . . . can we tell you the reason why? A trial infusion will reveal the secret.

"SALADA." Toronto and Montreal.

American Branches: New York, Chicago, Boston, Buffalo, Washington, Philadelphia.

HAVE YOU TRIED

"Montserrat"

Pure Lime FRUIT Juice

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

Obtainable from Grocers and Druggists.

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

EVANS and SONS, Limited,
MONTREAL AND TORONTO.



It isn't the name that makes the article good. It is the article that makes the name good. A trade mark is valuable only because of what it represents. People ask for

CELLULOID STARCH

because experience has shown it to be the best. If you do not sell CELLULOID STARCH you do not sell the best starch, the starch that is not equalled by any other brand on the market.

THE BRANTFORD STARCH WORKS,
BRANTFORD, ONTARIO. LIMITED.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, May 28, 1903.

GROCERIES.

INDICATIONS since our last issue all point to increased satisfaction in the general conditions of the home trade.

Demand for goods has been steady and well maintained, and orders from outside coming to hand bear indications of healthy outlook. Business on the street, however, is not of so satisfactory a nature, little life or enterprise amongst jobbers being apparent. Canned goods have been well to the front and there are no fluctuations to note. Coffee has been little in demand, and the foreign as well as home trade is featureless. Nuts are of no particular importance just now; Brazils have maintained their original firmness, but there are no sales of importance at present prices. Spices are in fair demand, without any particular feature to note. Rice and tapioca continue to occupy a prominent place, and in rice there is every indication of prices firming up in view of light stocks and demand continuing. Sugars have stiffened up in sympathy with the firmness of foreign reports, and at the moment of going to press last week we had to report an advance on all domestic refined sugars of 10c. per 100 lb. There has been fair demand for syrups, etc., and considering the present as somewhat of an off season, business is satisfactory. Prices rule as previous quotations. In tea the trade has been steady and good, with prices ruling decidedly firm. The London market denotes increasing strength, with prices ruling well up to advance. The great demand for common teas which recently attracted the attention of American markets, resulted in a remarkable increase of the importation from United States to London. During the two months ending October, 1902, the amount imported from that source stood at 126 lb. only. The amount, however, for four months ending April 30, 1903, had reached the total of 2,899,227 lb. Common teas have now given place to higher grades, and recent sales have shown an increased interest in best medium and higher class teas, with the consequent advance in values and every indication of continuing in sellers' favor. Foreign dried fruits are moving well and prices remain firm, reports from primal markets are generally good; prospects for new crops are well reported and speak toward increased supplies.

CANNED GOODS.

The demand for these goods is well maintained. There are no changes to note and former quotations continue. We quote:

| | | |
|----------------------------|------|------|
| Apples, 3s. gallons | 0 81 | 0 90 |
| Asparagus | 1 90 | 2 00 |
| Beets | 2 75 | 3 00 |
| Blackberries, 2s. | 0 60 | 0 95 |
| Beans, 2s. | 1 50 | 1 70 |
| 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, 1 1/2 s. | 1 50 | 1 80 |
| " 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 55 | 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, talls. | 3 35 | 3 35 |
| " 1-lb. flats | 3 50 | 3 70 |
| " 1-lb. flats | 1 75 | 1 85 |
| 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, 1/2 s. | 0 13 | 0 14 |
| " 1/2 s. | 0 19 | 0 20 |
| " Sportsman 1/2 s. | 0 14 | 0 14 |
| " 1/2 s. | 0 23 | 0 23 |
| " Portugese 1/2 s. | 0 08 | 0 10 |
| " P. & C. 1/2 s. | 0 25 | 0 27 |
| " P. & C. 1/2 s. | 0 35 | 0 38 |
| " Domestic, 1/2 s. | 0 03 | 0 04 |
| " Mustard, 1/2 size, cases 50 tins, per 100 | 8 00 | 9 00 |
| Haddies | 0 95 | 1 00 |
| Kipper herrings, domestic | 0 90 | 1 00 |
| " imported | 1 45 | 1 55 |
| Herrings in tomato sauce, domestic | 1 00 | 1 70 |
| " imported | 1 45 | 1 55 |

CANNED MEATS

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

COFFEES.

The trade in coffee continues without feature and prices rule as previous quotations. The New York market reports denote great dullness and inactivity. The European markets are featureless. The primal markets are showing decided weakness with full supplies. We quote:

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

SUGAR.

As we went to press last week we were able to advise an advance of 10c. per 100 lb. in quotations for all grades of Canadian refined sugars. Since then the local markets are without change and there are no indications for near future. We add to list at foot granulated and yellow sugar packed in 100-lb. bags, at 5c. per 100 lb. less than in barrels; this applies to the eastern refiners only. There has been little business doing in raw sugar for week under review, buyers being mostly withdrawn from market owing to their recent heavy purchases, and in most cases holders have been indifferent with no desire to press sugars for sale, and in some cases putting ar-

rivals into store rather than accept reduction in price. We hear, however, of one sale of 3,500 bags Cuba centrifugals at 1 15-16 c.i.f. New York, for basis 96, equal to 3 1/2 duty paid, thus establishing 1-16 decline for the week. While this basis has been established, the sale was rather forced, and at the moment the market is quiet and steady with no business doing, as holders are firm in their pretensions and it does not seem as if further parcels will be brought out at the current basis. Cable advices report that the whole of the crop of the island of St. Lucia, British West Indies, has been placed with United Kingdom buyers, rather than accept offers from New York on basis of 2c. c.i.f., for 96 test.

London beet market has declined 1 1/2 d. for the week, basis 88 now being quoted 8s. 3d. f.o.b. Hamburg, which is equal to the parity of 4c. for 96 test centrifugals, or, say, 3/4 of cent higher than last sale of this description. The easier tone is attributed to improved weather conditions, and it is evident that from this out, that market will be largely a weather market. Sowings were greatly retarded by unfavorable weather, and it will need the most favorable conditions during the summer and autumn months to offset the time that has already been lost for the growth of the roots. In New York refined Arbuckle declined 10c. on Wednesday, May 27, but the trust have caused it to be understood that they have no intention of shading, though it remains to be seen what effect Arbuckle's action will have on them. Receipts at three Atlantic ports for week ending May 20 were: 38,752 tons, with meltings increased to 36,000 tons, leaving total stock of 259,480 tons. Combined stocks of Europe and America at latest uneven dates were 2,861,480 tons, or 137,306 tons less than same time last year. In Cuba there are now only 105 central factories grinding, against a maximum of 171 at the height of the season. We quote:

| | |
|--|------|
| Paris lumps in 50-lb. boxes | 4 78 |
| " in 100-lb. | 4 68 |
| " "Domino" brand, 50-lb. boxes | 4 73 |
| " "100" | 4 63 |
| St. Lawrence granulated | 4 13 |
| Redpath's granulated | 4 13 |
| Acadia granulated | 4 08 |
| Maple Leaf granulated (Berlin) | 4 13 |
| Maple Leaf No. 2 | 4 03 |
| Crystal granulated (Wallaceburg) | 4 13 |
| Beaver | 3 96 |
| Imperial | 4 13 |
| Phoenix | 4 03 |
| Cream | 3 88 |
| Bright coffee | 3 88 |
| Bright yellow | 3 88 |
| No. 3 yellow | 3 78 |
| No. 2 | 3 58 |
| No. 1 | 3 48 |
| Granulated and yellow, 100-lb. bags, 5c. less than bbls. | |

NUTS.

The trade in nuts is still without activity, only small demand being noted. The primal market in Brazils has been steadily maintaining itself, small but firm trade being reported at full prices. We quote:

| | | | |
|--------------------------|---------|------|------|
| Brazil | Per lb. | 0 14 | 0 15 |
| Valencia shelled almonds | 0 30 | 0 35 | |
| Tarragona almonds | 0 12 | 0 13 | |
| Californian almonds | 0 19 | 0 20 | |
| " soft shell walnuts | 0 13 | 0 13 | |
| Fornegetta almonds | 0 11 | 0 11 | |
| Jordan shelled almonds | 0 49 | 0 52 | |
| Peanuts (roasted) | 0 09 | 0 10 | |
| " " " | 0 08 | 0 10 | |

| | |
|---------------------|---------------|
| Cocoanuts, per sack | 3 75 |
| per doz | 0 60 |
| Grenoble walnuts | 0 13 0 14 |
| Marbot walnuts | 0 11 0 12 |
| Bordeaux walnuts | 0 11 0 12 |
| Sicily filberts | 0 11 0 11 1/2 |
| Naples filberts | 0 09 0 10 |
| Shelled walnuts | 0 27 0 28 |

SPICES.

The demand for spices during past week has been without particular activity and prices continue firm at previous quotations. Foreign markets for pepper still denote firmness, and prices for future delivery rule at a higher parity than spot quotations. We quote:

| | | | |
|---------------|-----------|-----------------|-----------|
| Peppers, blk. | 0 18 0 19 | Cloves, whole | 0 14 0 35 |
| white | 0 23 0 27 | Cream of tartar | 0 24 0 30 |
| Ginger | 0 22 0 25 | Allspice | 0 13 0 15 |

RICE AND TAPIOCA.

The home trade in these goods has been well maintained since our last issue and prices are continuing firm. Reports from the primal markets for rice denote great strength; the offerings of mills have been small and stocks are light, prices have been, therefore, held firm. The European markets are reporting light stocks and firm prices. New York reports are of good demand and prices are stiffening for a rise. We quote:

| | | | |
|----------------|---------------|---------|---------------|
| Rice, stand B. | 0 03 1/2 | Sago | 0 03 1/2 0 04 |
| Patna | 0 05 0 05 1/2 | Tapioca | 0 03 0 03 1/2 |
| Japan | 0 05 0 06 | | |

SYRUPS AND MOLASSES.

The demand for these goods has been steady, and considering it is the off-season, of a satisfactory nature. The foreign reports are generally of slow markets and light offerings and indifferent buyers. We quote:

| | |
|--------------------------------------|-----------|
| Syrups | |
| Dark | 0 30 0 32 |
| Medium | 0 35 0 37 |
| Bright | 0 02 1/2 |
| Com. syrup, 44, per lb. | 0 02 1/2 |
| 2 bids | 0 02 1/2 |
| 4 bids | 0 02 1/2 |
| 3 gal. pails, each | 1 30 |
| 2 gal. | 0 90 |
| 2 lb. tins (in 2 doz. case) per case | 1 90 |
| 5 lb. (in 1) | 2 35 |
| 10 lb. (in 1) | 2 25 |
| 20 lb. (in 1) | 2 10 |
| Molasses | |
| New Orleans, medium | 0 22 0 30 |
| open kettle | 0 45 0 50 |
| Barbados | 0 38 0 40 |
| Porto Rico | 0 38 0 42 |
| Maple syrup | |
| Imperial qts. | 0 27 1/2 |
| 1 gal. cans | 0 95 1 00 |
| 5 gal. cans, per gal. | 1 00 |
| Barrels, per gal. | 0 75 |
| 5 gal. Imp. brand, per can | 4 50 |
| 1 gal. " " " " " " | 5 10 |
| 1 gal. " " " " " " | 5 60 |
| Qts. | 0 90 |

TEAS

The trade done in tea since our last issue has been satisfactory and prices are ruling firm at previous quotations. The London, England, reports are of decided strength, and a feature of importance as denoting the improvement of position was the increased inquiry for higher grades, the tone of the markets being distinctly in favor of sellers. Broken Pekoes and good liquoring teas have been in good demand and frequently fetched 1/2 to 1d. per lb. above valuations. We quote:

| | | |
|--------------|--|-----------|
| Congou | half chests, Kainow, Moning, Peking | 0 12 0 50 |
| | caddies, Peking, Kainow | 0 15 0 50 |
| Indian | Darjeelings | 0 35 0 55 |
| | Assam Pekoes | 0 20 0 40 |
| | Pekoe Souchongs | 0 19 0 25 |
| Ceylon | Broken Pekoes | 0 36 0 42 |
| | Pekoes | 0 27 0 30 |
| | Pekoe Souchong | 0 17 0 25 |
| China Greens | Gunpowder, cases, extra first | 0 42 0 50 |
| | half chests, ordinary firsts | 0 22 0 28 |
| | Young Hyson, cases, sifted, extra firsts | 0 42 0 50 |
| | cases, small leaf, firsts | 0 35 0 40 |
| | half chests, ordinary firsts | 0 28 0 33 |
| | " " " " " " | 0 23 |
| | " " " " " " | 0 16 0 18 |
| | common | 0 15 |

| | |
|---|-----------|
| Pingsneys—Young Hyson, 1/2 chests, firsts | 0 28 0 32 |
| " " " " " " seconds | 0 18 0 19 |
| " " " " " " half-boxes, firsts | 0 28 0 32 |
| Japan—1/2 chests, finest May pickings | 0 38 0 40 |
| Choice | 0 33 0 37 |
| Finest | 0 30 0 32 |
| Fine | 0 27 0 30 |
| Good medium | 0 25 0 28 |
| Medium | 0 21 0 23 |
| Good common | 0 20 |
| Common | 0 19 |

FOREIGN DRIED FRUITS.

The home trade continues active and prices are being well maintained. Reports of Sultanias to hand from C. Whittall & Co., Smyrna, denote stocks as considerably reduced, the total quantity on dealers' hands probably being less than 150 tons, and prices during the past two weeks having advanced some 3 to 4s., according to quality, on account of short supply. The vines are presenting very promising prospects, and unless some untoward feature arises, the probability is for increased crops for coming season and a proportionate modification in values. There are no old crop almonds or raisins on primary markets, and there is good outlook for coming crops. We quote:

| | |
|----------------|---------------|
| Currants | |
| Fine Filiatras | 0 05 up |
| Patras | 0 06 0 06 1/2 |
| Vostizzas | 0 07 0 08 |

RAISINS.

| | |
|----------------------------|---------------|
| Valencia, fine off-stalk | 0 07 0 08 |
| " selected | 0 08 1/2 0 09 |
| " selected layers | 0 09 0 10 |
| Sultana | 0 09 0 13 |
| Californian seeded, 12-oz. | 0 08 1/2 0 09 |
| " " " " " " 1-lb. boxes | 0 10 1/2 0 11 |
| " " " " " " 3-crown | 0 07 1/2 |
| " " " " " " 4-crown | 0 08 0 08 1/2 |

DATES.

| | |
|-----------|-------------------|
| Hallowees | 0 04 0 05 |
| Sairs | 0 03 1/2 0 04 1/2 |
| Fards | 0 07 1/2 0 08 |

PRUNES.

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

CANDIED PEELS.

| | | | |
|--------|---------------|--------|-----------|
| Lemon | 0 10 0 12 1/2 | Citron | 0 15 0 18 |
| Orange | 0 11 0 13 | | |

FIGS.

| | | | |
|----------|-------------------|--------|-----------|
| Tapnets | 0 04 | Elemes | 0 10 0 15 |
| Naturals | 0 06 1/2 0 09 1/2 | | |

APRICOTS.

| | |
|------------------------|-----------|
| Californian evaporated | 0 08 0 12 |
|------------------------|-----------|

PEACHES.

| | |
|------------------------|-----------|
| Californian evaporated | 0 08 0 12 |
|------------------------|-----------|

COUNTRY PRODUCE.

EGGS.—These still hold firm at 12 1/2c. in spite of what some of the dealers interested in the formation of this association predicted. The receipts are still very liberal, and the market has a slightly weaker tendency. If the price should come down to the real value of eggs at the present time, there would of course be a greatly increased export trade. It is to be hoped that something may be done. We quote:

| | |
|----------------------|----------|
| Fresh laid, per doz. | 0 12 1/2 |
|----------------------|----------|

HONEY.—This market remains unchanged and prices hold firm. We quote:

| | |
|---------------------------|-----------|
| Extracted clover, per lb. | 0 08 0 09 |
|---------------------------|-----------|

BEANS.—This market is still very quiet, but prices hold firm at last week's quotations. We quote:

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

DRIED APPLES.—The demand for dried apples is still very small. Prices remain the same. We quote:

SPECIAL VALUES
this week in
TOMATOES
ORANGES
LEMONS
BANANAS
WHITE & CO.
WHOLESALE FRUIT AND PRODUCE,
64 Front St. East,
Phones { Main 4106
Main 4107 **TORONTO.**

Flies Everywhere
in your food—in your bedroom—
making life miserable.
Wilson's
Fly Pads
will clear your house of flies in a
few hours.

PEACHBLUFF FARM
High-Class Fruits
FRUITS: Peaches, Sweet Cherries, Plums.
VEGETABLES: Early Tomatoes, Early Cucumbers, Early Musk Melons.
Hilborn & McLachlan, Proprietors
Growers and Shippers. **Leamington, Ontario, Canada.**

Strawberries
TOMATOES **PINEAPPLES**
CUCUMBERS **CABBAGE**
ORANGES **LEMONS**
BANANAS
Let us hear from you with an order.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.
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Send Us Your Fruit Orders.
Our Fruit is the best we can buy, and our facilities for handling are unexcelled.
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DOMESTIC FOREIGN
FRUIT and VEGETABLES.
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VANCOUVER, B. C.

CAN NOW SELL YOU

85 bbls., \$6.00; 20 1/2-bbls., \$3.50; 36 Kits, \$2
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Excellent condition.

IN SEASON CAN SUPPLY YOU WITH FINEST
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Wholesale Produce Merchants,
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COMMISSION MERCHANTS.

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Colborne Streets,

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WHOLESALE FRUIT IMPORTERS
AND COMMISSION MERCHANTS.

Special This Week

422

TAPS COMMADRE FIGS,
\$1.10 per Tap.

ASK FOR OUR WEEKLY PRICE LISTS.

THE MARKETS

Apples, dried, per lb. 0 03 0 03 1

POTATOES.—The potato market remains rather quiet. Shipments are not coming in freely, but neither is the demand large. Prices remain firm. We quote:

No. 1 stock, on track, per bag 1 05 1 10

POULTRY.—This market is bare at present. Spring chickens seem to be scarce. They are wanted by all dealers. We quote:

Spring chickens, per lb 0 25

GREEN FRUITS.

This market has been active during the last few days. There is a good demand in nearly all lines. The recent warm weather has created a big demand for lemons, and prices advanced 50c. per box on the New York market this week; dealers predict a rise on this market in the near future. Mexican oranges have disappeared from the market and their place has been taken by the Sorrentos. Pineapples have been coming in freely, and there is a drop in price of 25c. per crate. The new Bermuda potato market is much firmer; the quotations are now 50c. to \$1 per bbl. higher. Cucumbers are also somewhat higher in price. Cabbage has made a considerable advance in price; they are now quoted at 75c. to \$1.25 per case firmer. Tomatoes have dropped 25c. per crate. Other prices remain firm at last week's quotations. We quote:

| | | |
|--------------------------------------|------|------|
| Californian navel oranges, per box | 3 25 | 4 00 |
| Sorrento | 3 50 | 4 00 |
| Valencias, 714's | 5 50 | 6 00 |
| " 420's, large | 7 00 | 7 00 |
| " 420's, small | 6 00 | 6 00 |
| Pineapples, per crate | 2 75 | 3 00 |
| Grape fruit, per box | 3 00 | 3 00 |
| Bananas, per bunch for ordinary | 1 35 | 1 75 |
| " large bunches | 1 75 | 2 50 |
| Asparagus, per doz. | 0 50 | 0 75 |
| Californian lemons, per box | 2 50 | 3 50 |
| Messina | 2 50 | 3 50 |
| Cabbage, per case | 2 75 | 3 50 |
| New potatoes, Bermuda, per bbl. | 6 00 | 6 50 |
| Cucumbers, Baltimore stock, per doz. | 0 60 | 1 00 |
| Strawberries, per qt. | 0 15 | 0 18 |
| Tomatoes, per crate | 4 00 | 4 25 |
| Canadian apples, in bbls. | 1 75 | 2 50 |
| Bermuda onions, per case | 1 50 | 1 50 |
| Egyptian onions, per 100-lb. sacks | 3 25 | 3 25 |
| Dutch set onions, per lb. | 0 75 | 0 75 |
| " in 100-lb. lots, per lb. | 0 70 | 0 70 |
| Cocoanuts, Porto Rico, per sack | 3 50 | 3 50 |
| Jamaica | 3 00 | 3 00 |

VEGETABLES.

The vegetable market has held firm during the past week. The demand is fairly good in most lines. Mushrooms have dropped 15 to 30c. per lb. Otherwise the market remains at last week's quotations. We quote:

| | | |
|--------------------------------|------|------|
| Cabbage, per doz. | 0 50 | 1 00 |
| Cabbage (red), per doz. | 0 60 | 0 60 |
| Carrots, per bag | 0 60 | 0 60 |
| Parsnips | 0 60 | 0 60 |
| Turnips | 0 60 | 0 60 |
| Onions | 0 75 | 0 75 |
| Beets | 0 50 | 0 60 |
| Lettuce, per doz. | 0 20 | 0 25 |
| Artichokes, per peck | 0 20 | 0 25 |
| Fresh onions, per doz. bunches | 0 10 | 0 10 |
| Rhubarb | 0 25 | 0 25 |
| Radishes, per doz. bunch | 0 25 | 0 30 |
| Mushrooms, per lb. | 0 60 | 0 70 |
| Mint, per doz. bunches | 0 15 | 0 20 |
| Parsley | 0 30 | 0 35 |

FISH.

The demand on the fish market has been fairly good during the week past. Receipts have been quite liberal, especially in mackerel. Consequently mackerel have dropped 5c. each. The other lines remain firm at the quotations of last issue. We quote:

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

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Western Union Code.

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

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WHOLESALE FRUIT and PRODUCE
COMMISSION MERCHANT.

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MALAGA GRAPES, NUTS, ETC.

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

Red Cross Baked Beans

The Port Hope Preserving & Canning Co., the packers of the renowned Red Cross Brand of Baked Beans, have sold out their plant and factory to the Cannery Consolidation and their entire stock of Baked Beans to Hudon, Hebert & Cie.

The new proprietors of the Red Cross Cannery will not likely resume packing Baked Beans at that factory and under that brand for some months, and there is bound to be, in the meantime, a great scarcity, if not a total absence, on the market of that popular product, in consequence of the very small supply now in existence.

We hope, but we have no guarantee, that the pack will in the future be equal to the high standard of quality and will possess that same inimitable peculiarity of the original Red Cross Baked Beans so much appreciated by the consumers, and which have made their well-deserved enviable reputation.

What the future prices will be is another matter for conjecture, but it is reasonable to suppose that lower figures than those of the last years are not very probable, because the cannery have complained of the reduced level of prices on baked beans established by the Port Hope factory and which, until that time, were considered by them cheap enough at \$1.00 for 3 lb. plain.

We believe that, for the time being, we have a Little Monopoly on the most favorite brand of Baked Beans packed in Canada and conceded the best by everybody.

We, however, do not want to take the advantage the position affords us, and not only do we not advance or even maintain former prices, but we reduce them to give our customers and the trade in general an opportunity to benefit in our deal, which is not one of everyday occurrence.

We offer, subject to being unsold when orders are received, the following quantities, which represent the entire stock available of the

ORIGINAL RED CROSS BAKED BEANS.

| | | |
|------------|--------------------|---------------|
| 152 Cases, | 1 lb. Plain | 40c. per doz. |
| 62 Cases | 2 lb. Plain | 65c. per doz. |
| 1606 Cases | 3 lb. Plain | 80c. per doz. |
| 80 Cases | 1 lb. Tomato Sauce | 45c. per doz. |
| 29 Cases | 2 lb. Tomato Sauce | 70c. per doz. |
| 164 Cases | 3 lb. Tomato Sauce | 90c. per doz. |
| 25 Cases | 1 lb. Chili Sauce | 45c. per doz. |
| 112 Cases | 2½ lb. Chili Sauce | 90c. per doz. |

TERMS: Net 30 days, or 1 per cent. 10 days, f. o. b. Montreal.

HUDON, HEBERT & CIE,

WHOLESALE GROCERS AND WINE MERCHANTS

The most liberally managed firm in Canada

MONTREAL

The Canadian Grocer

| | |
|----------------------------|-----------|
| Tomatoes | 1 50 |
| Corn | 0 90 |
| Peas | 0 95 1 20 |
| String beans | 0 80 0 82 |
| Strawberries | 1 35 |
| Succotash | 0 85 |
| Blueberries | 1 10 |
| Raspberries | 1 45 1 60 |
| Gooseberries | 1 45 |
| Pears, 2s | 1 60 1 70 |
| " 3s | 2 10 2 15 |
| Peaches, 2s | 1 65 1 70 |
| " 3s | 2 50 2 75 |
| 3-lb. apples | 0 85 0 90 |
| Gallon apples | 1 75 |
| 2-lb sliced pineapples | 2 20 2 30 |
| Grated pineapples | 2 15 2 20 |
| Singapore whole pineapples | 0 90 |
| Pumpkins, per doz | 1 50 |
| Spinach | 0 95 1 00 |
| Sugar beets | 0 95 1 00 |
| Salmon, pink | 0 92 0 95 |
| " spring | 1 25 |
| " Rivers Inlet red sockeye | 1 30 |
| " Fraser River red sockeye | 1 50 |

FOREIGN DRIED FRUITS.

There has been a quiet trade in dried fruits. In currants the fresh news to hand generally points to firm prices on the coming crop, late cables quoting prompt shipment at 11s. 6d. to 11s. 9d. per cwt. for fine Amalia grades. In Sultana raisins advices hold out the promise of a large crop and relatively low prices. We now quote:

| | |
|----------------------------------|-----------|
| CURRENTS. | |
| Fine Filiatras, per lb. in cases | 0 01 |
| " cleaned | 0 05 |
| " in 1-lb. cartons | 0 06 |
| Finest Vostizias | 0 06 0 07 |
| Amalias | 0 05 0 05 |

| | |
|--------------------------|-----------|
| SULTANA RAISINS. | |
| Sultana raisins, per lb. | 0 09 0 12 |

| | |
|---------------------------|---------------|
| VALENCIA RAISINS. | |
| Finest off-stalk, per lb. | 0 07 0 07 1/2 |
| Selected, per lb. | 0 07 1/2 0 08 |
| Layers | 0 08 0 08 1/2 |

| | |
|---------------------|---------------|
| FIGS. | |
| Comadres, per pound | 1 00 |
| Elenes, per lb. | 0 10 1/2 0 20 |

| | |
|---------------------------|-------------------|
| DATES. | |
| Dates, Holloweys, per lb. | 0 04 1/2 0 04 1/2 |

| | |
|---------------------------------------|----------|
| CALIFORNIAN EVAPORATED FRUITS. | |
| Appricots, per lb. | 0 11 |
| Peaches | 0 09 1/2 |
| Pears | 0 12 |

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

| | |
|------------------------------|-------------------|
| CALIFORNIAN RAISINS. | |
| Local unscalded, per lb. | 0 07 1/2 0 08 |
| " scalded, in 1-lb. packages | 0 09 1/2 0 10 |
| " in 12-oz. packages | 0 08 1/2 0 08 1/2 |

| | |
|--------------------------------------|-------------------|
| PRUNES. | |
| 39-46s | Per lb. Per lb. |
| 49-54s | 0 10 |
| 54-59s | 0 08 1/2 |
| 59-64s | 0 08 |
| 64-69s | 0 07 1/2 |
| 69-74s | 0 07 1/2 |
| 74-79s | 0 07 1/2 |
| 79-84s | 0 06 1/2 |
| 84-89s | 0 06 1/2 |
| 89-94s | 0 06 1/2 |
| 94-99s | 0 06 1/2 |
| Oregon Prunes (Italian style) 49-54s | 0 07 1/2 |
| " 50-54s | 0 07 |
| Oregon prunes (French style) 69-74s | 0 04 1/2 0 04 1/2 |
| " 70-74s | 0 04 1/2 0 04 1/2 |
| " 100-120s | 0 04 0 04 1/2 |

NUTS
There is nothing special to report in regard to these this week. We quote:

| | |
|---|---------------|
| Walnuts, per lb. | 0 12 1/2 0 13 |
| Taragon almonds, per lb. | 0 12 0 13 |
| Shelled walnuts | 0 25 0 26 |
| Shelled almonds | 0 27 |
| Filberts, per lb. | 0 09 1/2 |
| Pecans | 0 15 |
| Brazil nuts, per lb. | 0 11 0 12 |
| Peanuts, roasted, according to the brand, per lb. | 0 07 1/2 0 11 |

GREEN FRUITS.

At this writing the details of the sale of the ss. Jacona's cargo are not yet known and apart from it the local green fruit market has not presented anything particular. We quote:

| | |
|-----------------------------|-----------|
| Bitter oranges, per box | 3 00 |
| California avocals, per box | 3 50 3 75 |
| Valencias, 14s | 5 50 |
| " 42s | 4 75 |
| Valencias, 42s, Jumbo | 6 00 |
| Messina lemons | 2 50 3 00 |
| New Californian lemons | 3 25 |
| Cocconuts, per bag of 100 | 3 25 |
| Bananas, per bunch | 1 25 2 25 |

THE MARKETS

| | |
|--|-----------|
| Canadian apples, in bbls. | 3 50 4 00 |
| Malaga grapes, per keg | 5 50 7 00 |
| Almeria grapes, fancy heavy weights, per keg | 6 50 |
| " " choice | 6 25 |
| " " ordinary, per keg | 5 75 |
| Cranberries, Cape Cod, per bbl. | 15 00 |
| " Nova Scotia | 12 50 |
| Pineapples 24 to the case | 2 65 3 00 |
| Tangerines, 1-boxes | |
| Jamaica grape fruit | |
| Californian grape fruit | 3 75 |
| Strawberries, per box | 0 10 0 18 |

VEGETABLES.

Show no special change, a fair jobbing trade being noted. We quote:

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

FISH.

A fair trade is noted in fish, but the market presents nothing striking. We quote:

| | |
|---|---------------|
| Haddies | 0 06 1/2 0 07 |
| Smoked herring, per box | 0 15 |
| Fresh haddock and cod, per lb. | 0 04 |
| Dore, per lb. | 0 08 |
| Pike | 0 05 |
| Halibut, per lb. | 0 08 |
| Salmon | 0 08 |
| No. 1 Herring, Nova-Scotian, per bbl. | 5 00 5 50 |
| " half bbl. | 2 80 3 00 |
| No. 1 Holland herring, per half bbl. | 6 50 |
| " per keg | 0 95 |
| Holland herring, per keg | 0 70 0 80 |
| No. 1 green codfish, per bbl. | 5 00 |
| No. 1 large green codfish, per bbl. | 5 50 |
| Boneless cod, 1 and 2-lb. blocks, per lb. | 0 06 |
| Loose boneless cod, per lb. in 40-lb. boxes | 0 05 |
| Dried codfish, per 100-lb. bundles | 4 00 |
| 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 1/2 sardines, per 100 | 3 50 3 75 |
| Canned cove oysters, No. 1 size, per doz. | 1 31 |
| Canned cove oysters, No. 2 size, per doz. | 2 25 |

COUNTRY PRODUCE.

EGGS.—The market continues steady and round lots of No. 1 have sold at 12 1/2 to 13c. and No. 2 at 11 1/2 to 12c. A few allowances have had to be made for shrinkage owing to the recent warm weather, but latterly the arrivals have been in better shape. Picklers and exporters are still out of the market, as prices are not right for them. We quote in a jobbing way:

| | |
|-------------|---------------|
| No. 1 stock | 0 13 1/2 0 14 |
| No. 2 | 0 11 1/2 0 12 |

POTATOES.—Firmness has continued in these and higher prices have been realized, as carlots have sold at \$1.15 to \$1.20. Arrivals of late have been inconsiderable, which accounts for the firmness. We now quote:

| | |
|-----------------------|-----------|
| Choice stock, per bag | 1 20 1 25 |
| Ordinary, per bag | 1 10 1 15 |

BEANS.—These continue quiet but steady. We quote:

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

HOPS.—This market retains the dull tone and prices, while they show no quotable change, are easy in their tendency. We quote:

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

HONEY.—Demand has fallen off to very slim proportions indeed. We quote:

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

MAPLE PRODUCTS.—A very moderate movement is noted in this line and prices are quoted as follows:

| | |
|-----------------------------|---------------|
| 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. Continue firm with first pots meeting a ready sale at firm prices. We quote:

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

FLOUR AND GRAIN.

There has been a somewhat firmer feeling on spring patents during the week, but other sorts are unchanged. Ontario millers, also, who were disposed to concede something at last writing, have adopted a firmer attitude all round. We quote:

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

GRAIN.—The cereal markets have shown no change of moment during the week. There has been some export business in peas, rye and buckwheat during the week for cargo lots of afloat, but arrivals continue free. We quote:

| | |
|---------------|---------------|
| Rye, ex store | 0 58 0 58 1/2 |
| Peas | 0 73 0 73 |
| Corn | 0 51 0 51 |
| Buckwheat | 0 46 1/2 0 47 |
| Barley | 0 49 1/2 |
| Oats | 0 37 1/2 |

FEED.—In this market the feature has been the export demand which has led to the turnover of large sales of bran at \$16 per ton. Demand from local and country buyers is also exceedingly active. We quote:

| | |
|-------------------------|-------------|
| Manitoba bran, in bags | 18 00 |
| " shorts | 20 00 |
| Ontario bran, in bulk | 17 50 |
| " shorts | 18 50 |
| Montreal, as to quality | 22 00 28 00 |

BALED HAY.—With high prices ruling at country points the spot market is firm, the prevailing drought leading to a very bullish feeling in regard to values. We quote:

| | |
|----------|-------------|
| No. 1 | 10 00 10 50 |
| No. 2 | 8 50 9 00 |
| Ordinary | 7 00 8 50 |

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"
St. John, N.B., May 26, 1903.

BUSINESS continues good. The holiday disturbed general business somewhat, causing two very busy days, and in many lines making extra demand. Very many of our people have moved to the country for the summer. The feature of the week has been the advance in sugar. Dealers are holding quite full stocks. Markets are generally firm. Flour is rather higher. Cream of tartar is rather higher than for years, and still tending higher. Stocks are small. Rice is very firm at full figures. Hops are higher. Sale here for some time has been very light. The extreme price causes even less sale. Stock here is very small. Nutmegs are also moving up in price.

OIL.—The lower prices in burning oil still hold. This is, however, the quiet time. Lubricating oils are unchanged, sales are large. Prices are perhaps not quite as firm. In paint oil there is no change. Linseeds have been particularly scarce, but large receipts are due. Turpentine has a steady sale. Fish oils are in light supply. It is too early for new goods. Full figures are expected. We quote:

| | |
|----------------------|-------------------|
| American Water White | 0 20 1/2 0 21 1/2 |
| Best Canadian | 0 19 1/2 0 20 1/2 |
| Prime | 0 18 1/2 0 19 1/2 |
| Linseed oil, raw | 0 64 |
| " boiled | 0 67 |
| Turpentine | 0 85 0 86 1/2 |
| Cod Oil | 0 29 0 31 |

creamery is good.

CHEESE.—There have been no offerings of new Manitoba as yet, but new Ontario cheese is due to arrive this week. Stocks are practically cleared up.

EGGS.—The demand has been strong all week and the supplies only moderate, and prices have been advanced 1c., being quoted at 13c. Winnipeg.

NOTES.

Robert Robertson, brother of Professor J. W. Robertson, Dominion Dairy Commissioner, has returned from Nelson, B. C., where he has represented the firm of J. Y. Griffin & Co. for several years, and has taken charge of the dairy department of the firm's business at Winnipeg. It is the intention of J. Y. Griffin & Co. to greatly increase this branch of their business this season, and already plans are well laid to that end. Mr. Robertson is familiar with the ground in Manitoba, having spent a season here before going to British Columbia.

John Coltart has formed a partnership with Mr. Cameron, formerly of The Marshall-Wells Hardware Co., and together they will carry on an extensive commission brokerage business. Mr. Coltart left this week for the Old Country, where he will complete arrangements for several agencies, and Mr. Cameron is now in the east on the same mission. Mr. Coltart was a successful grocer in the city for some years, and recently closed out his two retail stores in order to undertake this new line.

NOVA SCOTIA MARKETS.

Halifax, May 25, 1903.

THE state of business in the whole sale line during the last week has been very satisfactory, and a good volume of business was done. Travelers are sending in sufficient orders to keep the houses moving briskly, and they also report the general conditions of business throughout the province to be fairly satisfactory, with every prospect of continuing so throughout the summer. The spring has been colder and more backward than usual, but a change for the better has taken place during the last few days, so, if the present weather continues, the prospects for a good crop are excellent. With good crops throughout the province the present scarcity of money will disappear and business will be placed on a better footing even than at present.

The retail trade in the city is very satisfactory. Workmen have been busy all winter and work will be abundant through the summer. Labor means everything to the retail trade, and just now the laborer is able to pay his bills promptly and is spending freely. The sales of imported fruits have lately been heavy, many of the customers being of that class who would, under other conditions, consider themselves unable to afford such luxuries. Retailers throughout the country are doing a steady business, but complain of the scarcity of money.

The firmness in many lines of groceries continues unabated. Canned goods, especially peas and corn, are now in considerable demand and stocks are low in the city—in fact, stocks are low everywhere and the prices are abnormally high. Some

other lines of canned goods are also showing firmness, which will no doubt continue until the new season's stock is on the market.

Feeds of all kinds still keep in fair demand, as the season has been too backward for much pasturage up to the present. The grass has started fairly well, but the cold, east winds have been very prevalent and growth is slow. For the same reason hay has firmed up considerably. Considerable quantities are held on the "off chance" that the conditions noted may result in a short hay crop this season. The advance is placed at anywhere from 50c. to \$1 for first quality.

Speaking last week with a prominent farmer in regard to the crop prospects, he said: "Though there has been little rain for some weeks, the weather has been cold and the moisture has not been drawn from the soil as it would have been had we had the usual warm weather and no rain. I do not believe the lack of rain, so far, will have any bad effect on the present season's hay crop. The ground is still cold and damp, which will retard planting other crops, but the grass is looking well."

The local market is well supplied just now with fresh fish. Lobsters, mackerel, trout, salmon, shad, gaspereaux, herring, cod and halibut can be procured every day. Of late the shore fishermen have been taking large quantities of mackerel and fine salmon are being regularly netted within 10 or 15 miles of the entrance to the harbor. The lobster fishermen, especially on the P. E. Island coast, are doing extremely well, in some cases taking more than the canneries can handle.

The ss. Ocamo brought a large quantity of sugar from the West Indies, most of which went forward to Montreal. The schooner Harry arrived from St. Kitts on Saturday with 231 puncheons and 30 barrels of molasses for The Dominion Molasses Co. The Bravo, from Barbados, and the Golden Rule, from St. Kitts, arrived yesterday, also with molasses, but their cargoes are not yet entered at the Custom House.

R. C. H.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., May 23, 1903.

(Special Correspondence.)

THE most attractive business in the wholesale and jobbing circles at the moment is the northern trade. Every wholesale grocer in Vancouver is doing a rushing business filling orders for Dawson and other Yukon points in anticipation of the immediate opening of navigation clear through from White Horse, the end of the White Pass Railway, through to Dawson.

Very latest reports from the north by wire state that the river is all clear and several steamers, which were laid up at the foot of Lake Labarge all winter, are on their way down with cargoes, and that a number of scow loads of merchandise are also on the way. The ice in the lake is getting very soft and is expected to go out any time now. Hence, the haste of northern dealers to have their orders rushed through to White Horse. Every steamer is now taking all she can carry from this port, and of the shipments, a

large percentage is general groceries. It is said that a great deal of goods shipped from here with the intention of getting it through over Labarge on the ice and on scows to follow the ice down the river, failed to make connections, as the lake became impassable for teaming. If that is the case there will be a lively market in Dawson in some lines, and the fortunate ones to get in with goods which are short will reap handsome profits. Therein lies the attractive feature of northern shipments. But there is another side to it, not always so pleasant to realize.

Local British Columbia market conditions are fairly easy at the present time. Business is picking up well and in nearly every locality of the province the same report is given. The best index, the trade done by local travellers, shows that there is a most satisfactory feeling in the trade. Orders are brisk and retailers on the whole prosperous. One assignment, the first in the grocery line of any moment for a long time in Vancouver, is noted this week. The firm of Penwill & Co. were unable to survive that bane of the grocer, long credit. The business is an old-established one, formerly Weeks & Robson, and it appears to have always suffered from too long credits, possibly due to a class of custom which is hard to deal with on credit basis. Mr. Penwill, to add to the difficulties, is at present in the hospital, his father representing him at a preliminary meeting of creditors held this week. The gentleman made the statement that his son's estate would yield 100 cents on the dollar, all that was needed being time to get the money in, now outstanding.

Another line of goods which is being freely imported from California is canned tomatoes, the market here being able to obtain supplies on better net basis than in the east. Nearly every steamer from San Francisco brings in one or two 500-case lots. This week another consignment of Californian dried fruits for Winnipeg arrived per ss. Valencia. For Vancouver there were received 500 cases of canned tomatoes, 450 cases of dried fruits, 100 cases of raisins, 100 cases of canned fruits, 60 cases of malt, 100 kegs of pickles, etc. The cargo steamers from San Francisco arrive every five days.

Fresh fruits are beginning to show some variety. All varieties are yet from California. Strawberries are now liberal in supply. Cherries, Black Tartarian variety, are appearing. Prices to the trade for strawberries are this week \$1.25 to \$1.75; cherries, \$1.75. The season for California navel oranges is over, seedlings, St. Michaels and Valencias taking their place. The crop is large and the quality promises to be as good as the navels, which have been excellent this season. Prices range for St. Michaels and Valencias at \$2.75 to \$3 per case; seedlings, \$2 to \$2.25; fancy, \$2.50; blood oranges, \$3.50 to \$3.75; bananas, Bluefields, \$2.75 to \$3 per bunch; lemons, fancy, \$2.75 to \$3; choice, ditto, \$2.50 to \$2.75. The season of demand for lemons is beginning, but the supply is very liberal. During the past few months prices have been very low.

In the produce markets, creamery butter of good quality is still scarce. Cheese shows reduction in anticipation of the new make.

SELL CLUB COFFEE

A delicious blend of JAVA and MOCHA,

PUT UP IN 1-LB. AND 2-LB. TINS.

It is sure to please your customers.

Manufactured only by _____

S. H. EWING & SONS

96 KING ST., MONTREAL.

Telephone Bell Main 65
Merchants 522.

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 686.

Telephone orders receive prompt attention.



When Spring comes round drink

HIRES
Root Beer

to give you vigor.

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

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

* **Setna & Co., "Chutneys"**

Indian Guava Jelly, Curry Powder.

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

Squirrel, Fox and Tiger.

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

PRICES ON APPLICATION.

SOLE AGENT FOR CANADA.

MONTREAL.

CANADIAN MANUFACTURERS

SHOULD PATRONIZE HOME INDUSTRY AND BUILD UP THE HOME MARKET.

Our Price is Right

Our Product is Right

SO BUY

CRYSTAL GRANULATED SUGAR.

MANUFACTURED BY

THE WALLACEBURG SUGAR CO., Limited,

Ask for Samples.

WALLACEBURG, ONT.

A Modern Cereal Milling Plant

A NOTABLE feature of the industrial development of Canada is shown by the accompanying cut of The American Cereal Company's new mills at Peterborough.

This establishment is giving steady employment to several hundred citizens, girls as well as men. The effect on the town is shown from the fact that in the past two years or so land values have greatly increased.

CANADIAN DIRECTORS.

The decision to establish this mill at Peterborough was the result of a capital

the various departments, as was the representative of "The Canadian Grocer" a few days ago, cannot fail to feel that here milling has been brought to the acme of perfection from every standpoint. The first impression is the substantial material of the building—floors, pillars, everything is of the most substantial construction.

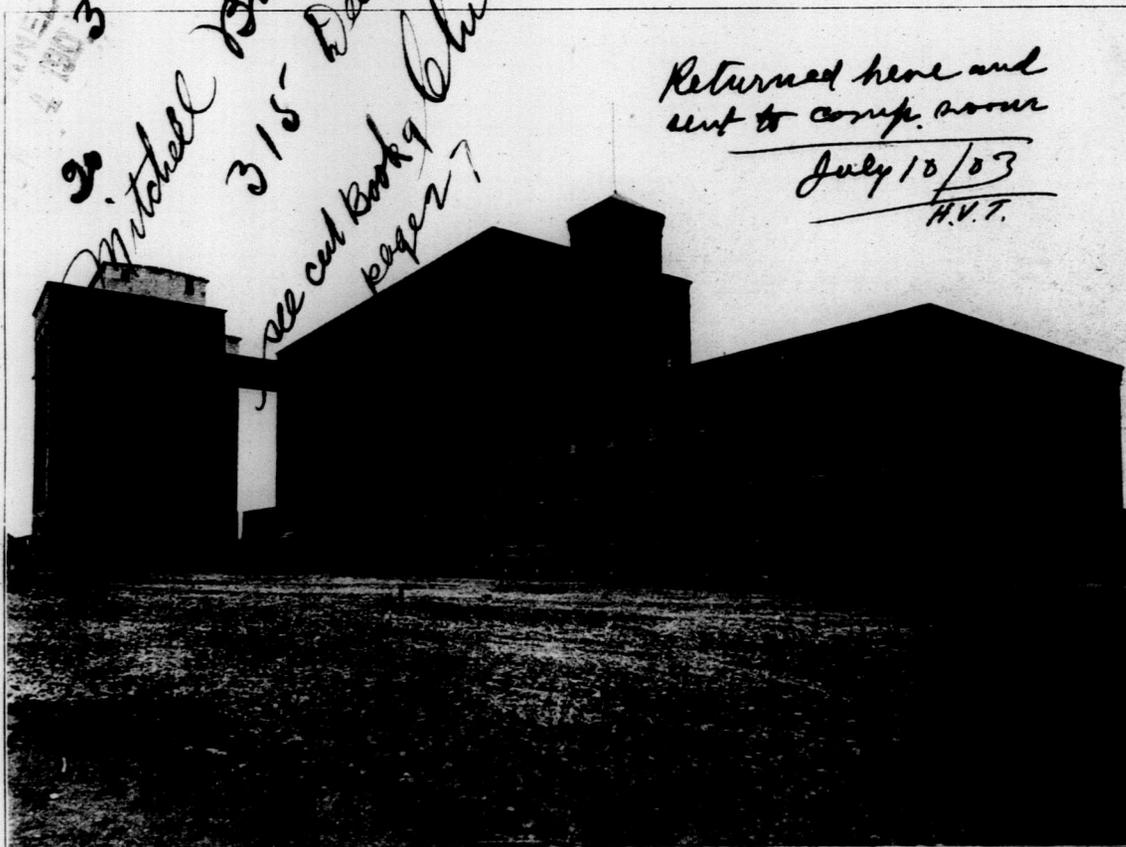
One feature is a sprinkler system of the most improved type for fire protection, covering every yard of floor space. Every doorway is protected by a sliding door shield, which automatically closes in

one or more storage elevators of similar capacity.

The arrangements for receiving and weighing grain are perfect. Scales automatically register the weights. Every morning the scales are tested, the company taking great pride in the accuracy of their weights.

While the representative of "The Canadian Grocer" was in the elevator, a car was placed on the scales, weighed and empties in a few seconds. Power shovels are used in taking the oats from the car.

In the cleaning rooms each single grain



AMERICAN CEREAL CO., PETERBORO—VIEW SHOWING CLEANING HOUSE, MILLS AND WAREHOUSE.

study of the conditions by the directors of The American Cereal Company, among whose directors are some of the most prominent Canadian capitalists, who are largely interested in the company.

Travelling through Peterborough on the Canadian Pacific Railway you can hardly fail to notice on the west bank of the Otonabee Rivee, a few rods from the railroad, the large works of this company,—the red brick mills and iron-clad elevators. Even a passing glance arouses interest because of the magnitude of the plant.

The visitor who is conducted through

case of fire, making each department air tight.

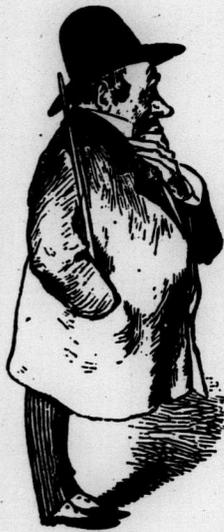
Hatches similar to those used in grain carrying vessels are placed in every part of the works, and are of a construction which would be a credit to any public building. The entire plant is so arranged that from the moment the oats enter the elevator, either from the farmer's wagon or freight car, they steadily progress in one direction.

The elevator is a model of its kind. Its capacity is 500,000 bushels; yet it is known as a "working elevator," and will soon be augmented by the erection of

is cleaned and judged separately by machinery. This machinery leaves nothing to chance. Thin, woody, flat and flavorless oats are thrown out. Next they go to the drying-room, where they are carefully pan-roasted. The patient Quaker pan-roasting is one of the features of this process. Then they go to the mill, and from the mill, hot and fragrant, straight into the packages, which are then shut tight and are hermetically sealed.

A MODERN MILL.

While the examination of the other departments of the plant is interesting,



HIGH QUALITY

Will be remembered long after low price and inferiority are forgotten.

A fact this— isn't it ?

The time has come when the wide-awake, successful grocer looks well to the quality of goods he offers his customers—A valuable connection may be broken by sending out a single article that is not right—The merchant who makes quality his watch-word will surely forge ahead of his neighbor who trusts to low price—and reaps the consequent dissatisfaction of his customers on account of poor quality.

IF THERE'S one point about **IMPERIAL WHITE WINE VINEGAR** that we are proud of it's **QUALITY**—that perfect quality that gives entire satisfaction to the most critical consumer—It sparkles, has a delightful, smooth, lasting flavor, and keeps pickles better than any other vinegar, the packers of high-grade pickles in Canada tell us.

If you do not handle **Imperial** give one of the first-class wholesale grocery firms selling it an order, and see for yourself that we are right in what we say.



One Quality 16 to 32
5 Strengths Cents

Sold by First-Class Wholesale Grocers in Canada.



IMPERIAL VINEGAR AND PICKLING CO.
LIMITED

HAMILTON.

Buy "**IMPERIAL**" VINEGAR and take no chances with your vinegar trade.



THE CANADIAN GROCER.

nowhere else will one see the wonderful development of milling ingenuity as is shown in the mill proper. This is a seven-storey building, 83 x 130. As you travel from floor to floor, you cannot help but feel that there is to-day a science in the modern production of first-class oat products, which the ordinary layman could not fully appreciate, and the old-time miller would have difficulty in understanding; yet the results unquestionably justify the time, thought and expense devoted to the development of such a system.

One could not fail to note the uniform size and quality of the Quaker oats product, the attractive appearance and fine

to a small army of girls, all dressed in neat costumes of white and blue, whose duty it is to put the labels on the packages—a notable feature, that throughout the entire process the product is not touched by hand. The process is so steady and continuous that freshness of product is assured to all users of Quaker oats.

The yearly capacity of these mills is almost as great as the total oat exports from Canada in 1902, and the equipment is being rapidly increased.

WHAT CANADA GAINS BY THE LOCATION OF THIS PLANT.

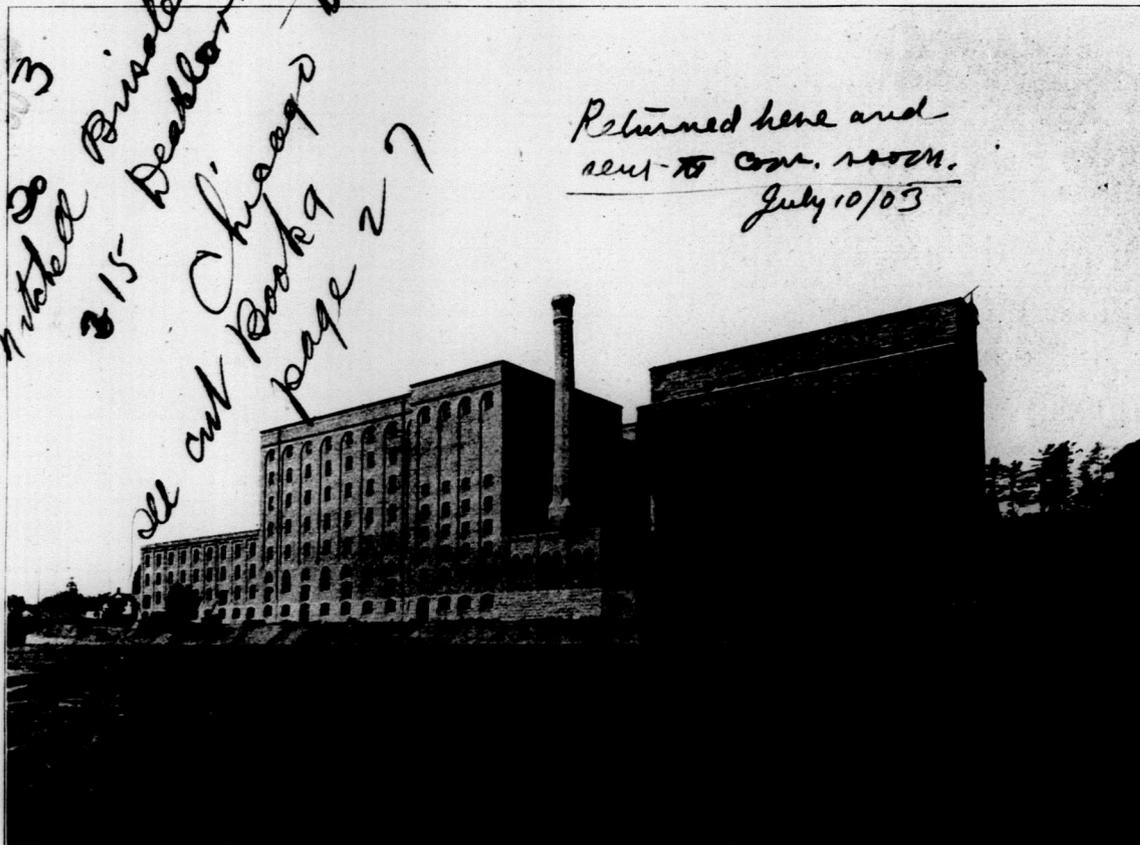
Quaker oats is probably the best known and most widely sold food product in

tendent suggested a visit to the new power dam, now under construction about 300 yards north of the mill. This dam is being built of solid concrete, and will be so substantial that The Grand Trunk Railway Company will use it as their bridge over the Otonabee River. Here, 8,000 horsepower will be developed. As this is more power than will be needed to operate the mills, the company will make an effort to induce other manufacturers to locate at Peterborough and make use of this power.

It requires no prophetic vision to foresee the time when both sides of the Otonabee River at Peterborough will be an industrial centre, which will be a

*3 Mitchell
20 Binns
215 Dearborn
Chicago
see out Book page 27*

Returned here and sent to Com. room. July 10/03



AMERICAN CEREAL CO., PETERBORO—RIVER VIEW, SHOWING ELEVATOR, POWER HOUSE, ETC.

flavor of which have made Quaker oats a popular as well as a household word in America and Europe.

As you move from building to building you are almost startled with the exceptional cleanliness and orderliness that prevails everywhere. Dust has so long been associated with the milling business that one fully expects to see everyone around such an establishment covered with dust. Here dirt and disorder are banished and dust is reduced to a minimum. In no part of the premises is this feature more attractively manifested than in the packing and shipping rooms. Here the oats come fresh from the rolls to automatic weighing and packing machines, then are sent

to the world, and the output of these vast mills is largely to supply the demand for this popular brand in Great Britain. This product, which was, up to the time of the opening of this mill, always made from American grain, is now to be largely made from Canadian grain. This is a matter of great importance, as it means that Canadian grain is to largely replace American grain in supplying the foreign trade with Quaker oats. It is also a distinct advantage to supply the Canadian trade with a Canadian-made product.

A GLIMPSE INTO THE FUTURE.

After we had completed an examination of the milling plant, the superin-

source of material prosperity as well as satisfaction to that city and to Canada generally.

ARMY SUPPLIES.

The South-African authorities are evidently wakening up to the necessity of giving Canada notice of the calling of tenders in sufficient time to make an answer possible. About the middle of May Sir Wilfrid Laurier received a letter from Lieut.-Gen. Lyttleton, commander of the British forces at Pretoria, stating that tenders are being called for the supply of bread, forage and groceries for all stations in the Transvaal and Orange River colonies, for a period of six months, commencing October next, and that these tenders close on June 30.



SOCKEYE SALMON

"Clover Leaf Brand"

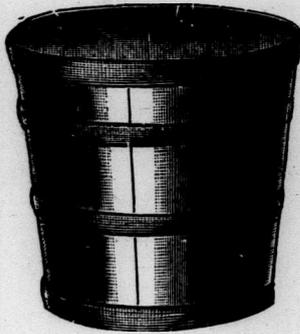
is the finest FRASER RIVER SOCKEYE SALMON packed.

All grocers keep it.

Who Ships
BREAD and
CAKES ?

We Do!

The Nasmith Co., Limited, Toronto.



BUTTER TUBS

Made of the best selected spruce wood. They are easy sellers because worthy all through.

**EASTERN BUTTER TUBS
AND COVERS WITH WOODEN HOOPS.**

We have a good supply on hand and can ship promptly.
Special prices quoted on application.

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

UNITED FACTORIES,

Head Office: TORONTO.

LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

CEREAL ASSOCIATION.

In conversation with a representative of "The Canadian Grocer" in New York, H. P. Miller, of The Strength Food Co., New York, said that for some time the manufacturers of cereal foods had been frightening each other, but finding that there was no money in this, have come to an agreement to work together.

For the purpose of hitting on some plan a meeting of 40 companies, engaged in the manufacture of cereal foods, was held in Battle Creek, Mich. Mr. Miller said that it was an important meeting and that there was talk of consolidation among the manufacturers.

W. S. Powers, of The Grape Sugar Flakes Company, Battle Creek, was appointed chairman of the meeting, and M. C. Moore, editor of Cereals, Milwaukee, acted as temporary secretary.

Among those who spoke on the subject were Congressman Gardner, Albion; E. C. Green, Jackson; C. E. Dickinson, Lockport; C. J. De Roo, Holland, Mich.; R. M. Davis, St. Joseph, Mo.; M. V. Barker, F. H. Mott, H. Q. Kneeland, and other firms of Battle Creek.

It was finally decided to leave the work of forming the organization in the hands of a committee appointed by the chairman.

The officers chosen were as follows: President—H. P. Miller, Strength Food Co., New York City.

First Vice President—W. S. Powers, Grape Sugar Cereal Co., Battle Creek.

Second Vice President—E. C. Greene, Crystal Food Co., Jackson, Mich.

Third Vice President—Peter W. Decker, National Pure Food Co., Grand Rapids.

Recording Secretary—J. H. Kennedy, Neutrita Food Co., Battle Creek.

Corresponding Secretary—M. C. Moore, Battle Creek.

Treasurer—W. H. Hamilton, Real Food Co., Battle Creek.

Executive Committee—P. H. George, Hammond Food Co., Bay City, Mich.; E. C. Greene, Crystal Food Co., Jackson, Mich.; C. W. Althouse, Oxford Pure Food Co., Detroit, Mich.; W. S. Powers, Grape Sugar Cereal Co., Battle Creek; J. H. Kennedy, Neutrita Food Co., Battle Creek, Mich.

AN ECONOMICAL YOUTH.

W. W. YOUNG, who had listened to some remarks on economy, told of a boy who carried the sentiment to excess. "I saw the lad in front of a grocery store in a little town," said he. "He had a big green pepper in his hand and the tears were rolling down his cheeks. The green pepper showed the imprints of his teeth. I asked him what was the matter and he said: 'It burns.' 'Why are you eating it then?' I asked, and he blubbered out: 'Well, I thought it was an apple when I bought it. I guess it ain't any apple, but I paid 2c. for it and I have to eat it any way.'"

**Are you selling your share
of Canned Meats?**

Give your customers **Clark's**, they make the come-again customers. Quality and style of package the very best—every tin guaranteed.

60 Varieties to choose from.

LEES & LANGLEY'S



Worcestershire Sauce

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

LEES & LANGLEY, 53 Colborne St., TORONTO.

PHONE MAIN No. 1975.

EPPS'S

**GRATEFUL.
COMFORTING.**

IN 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 greatest seller of the day

**The Capstan Brand of English Worcestershire Sauce,
Equal to any sauce in the world.**

It gives the retailer a big profit and the satisfaction of pleasing his customers.

Sold by all Wholesale Grocers.

**The Capstan Manufacturing Co.,
TORONTO, ONTARIO, CANADA.**



Flett's
Pickle Advantage.
 Taking advantage of the best is your duty if you're in business to make money.
FLETT'S PICKLES
 are recognized as the maximum of quality.
 ..
ROSE & LAFLAMME
 Agents, — MONTREAL.
 MHS



"The Line of Least Resistance."

In physics we are taught that water flows along the line of least resistance. The dealer should "sell along the line of least resistance"—i.e., the most satisfactory goods.

Paterson's Camp Coffee Essence

invariably pleases your customer.

ROSE & LAFLAMME, Agents,

MONTREAL.

GRIMBLE'S PURE MALT



Brewery:
London, England.

VINEGAR

Agent: Mr. I. S. WOTHERSPON, Board of Trade Bldgs., MONTREAL.

You are not up-to-date without Canada's latest and best production.

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

Tip-Top Soap Chips is Canada's perfect cleanser, gives universal satisfaction.

Telephone Main 1618.

AN ENTERPRISING FIRM.

ONE of the most important industries of Bowmanville, Ont., is the evaporating plant of Finkle & Ackerman, manufacturers of evaporated apples and vegetables, and dealers in sundried apples, barrelled apples and potatoes. Their plant is claimed to be the finest and best equipped in Canada.

Mr. Finkle was one of the first to go into the evaporating apple business in Canada, and is, therefore, well acquainted with the industry in all its details. Mr. Ackerman is also an experienced man in the business, having been with R. J. Graham, Belleville, for ten years. He still retains his connections with that firm.

SCHEDULE FOR AN UP-TO-DATE NEW YORKER.

- 8.00 A.M. Jump out of bed.
- 8.01. Bath and shave.
- 8.08. Dressed.
- 8.10. Bound downstairs to breakfast.
- 8.15. Bolt breakfast and read headlines. Say "yes" and "no" to wife 4 or 5 times.
- 8.21. Sprint to Elevated.
- 8.25. Wait one minute for train, and swear at delay.
- 8.50. Rush into office. Dock three clerks for being 3 minutes behind.
- 9.00 to 12.30. Do a great business. Telephone 8 times, write 100 letters; see 10 men.
- 12.31. Hurry to restaurant.
- 12.36. After waiting nearly 50 seconds to get waited on, cram down a sandwich, a piece of pie, and a cup of hot coffee. Time wasted in doing so, 1 minute and 30 seconds.
- 12.42. Back at office.
- 12.50 to 6.00. More business. Telephone 12 times, see 18 men, answer 4 telegrams, and write 150 more letters.
- 6.15. Rush to Elevated to get Express. See it coming in distance and jump up 4 steps at a time. Last man in.
- 6.45. Run upstairs to room. Strip off business clothes in 3 minutes. Pull on evening clothes in 3 minutes more.
- 6.52. Fume because dinner is 2 minutes late.
- 6.54. One hour at dinner. Awful bore. Fidget all the time. Guests.
- 7.53. Smoke.
- 8.00. Theatre. Leave wife at second act to go to club.
- 9.40. Hearts at Club.
- 10.15. Hearts too slow. Change to Bridge.
- 12.00. Home and meet wife on stairs. Kiss her good night and jump into bed. Dead to the world.—N. Y. Life.

SPECIAL

30,000 lbs. **MARACAIBO COFFEE** (good quality) 13½ cents roasted.
40,000 lbs. **PRIVATE ESTATE JAVA** (fancy) 23 cents roasted.

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

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

MILFORD SIPES & CO.,
COFFEE BROKERS,
48 Shelby St., Detroit, Mich.
Selling Agents for above.



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.

Figure it Out



and see if it wouldn't pay you to have your Printing and Advertising done by a Specialist in an up-to-date city office. Style and finish, that's it.

Special 1,000 Bond Statements, \$2.00;
Extra quality Billheads, 1,000, \$1.50; Envelopes, 1,000, \$1.00 up.

WEESE & CO., 54 Yonge Street, - Toronto.

HOUSEHOLD AMMONIA.

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

HARVEY'S Dry Powdered Ammonia, 1½ lb. packets, put up in 1, 2 and 3 doz. cases—a strong well-made article at a low price.

JOHN G. HARVEY,

Mfg. Chemist.

TODMORDEN

CANNED GOODS

ALL : KINDS : WANTED

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

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

HIGHEST REFERENCES

Alex. S. Duffus, Jr.,

27 LEADENHALL ST.,
LONDON, E. C., : : ENGLAND.

Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.



FORCE IS NOT REQUIRED

to induce a second purchase of **Quaker Ceylon Tea.**

(The Tea which is Sealed in Ceylon).

We have yet to hear of a dissatisfied purchaser.

Black or Green - Pounds or Halves.

J. A. Mathewson & Co.,

MONTREAL.

AGENTS FOR CANADA AND NEWFOUNDLAND

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

BUY
Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWINE

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

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

40 HIGHEST AWARDS
In Europe and America
Walter Baker & Co. Ltd.



The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.

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

THE 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.

CANNED GOODS

will be in great demand for the next few months. We have a liberal supply of standard brands to dispose of at interesting prices, comprising **Corn, Peas, Tomatoes, Pumpkins, Beans, Salmon, Fruits, etc.**

TAP FIGS. We have about a thousand Mats to offer at a reduced price.

JAPAN AND CEYLON GREEN TEAS at 18½ to 19cts., good style and cup quality, samples submitted upon application.

Our Motto is "Small Profits and Quick Returns."

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Geolph, Ont.

A WISE MAN ONCE SAID

"It is better to be sure of a few facts than to know a great many things that are not true."



FIRST FLOOR CABINET.

To an ordinary mortal that statement savors of good sense. There are a few facts about oil tanks of which we are absolutely sure. We refer more particularly to....

BOWSER

3 Measure Self Measuring

OIL TANKS

Which we believe are

THE BEST OIL TANKS UPON EARTH.

The reason for our faith is that we know how and of what they are built. We know the patience, and care, and skill, and honesty that is built into every one of them. We know their accuracy of measurement. We know their value from the standpoint of economy of oil and of time, and labor. We know they are cheap at the price we get for them. In fact we know all about them and we would like you to know. The best years of our lives have gone into the labor of bringing Bowser Tanks to their present state of mechanical perfection. The labor has been ours—the result is yours. We build them not for ourselves, but for you. All we ask of you is a chance to demonstrate their worth and adaptability to your needs. This will cost you nothing.

WRITE FOR CATALOGUE "B."

S. F. BOWSER & CO.

Factory, FORT WAYNE, INDIANA.

65 Front St. East, TORONTO.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

CIGAR MANUFACTURERS IN CONVENTION.

THERE was a large attendance at the opening of the annual meeting of the Dominion Cigar Manufacturers' Association held on Victoria day in the council chamber of the Board of Trade, Toronto. Among the members present were: Maurice E. Davis, Montreal; J. Bruce Payne, Granby, Andrew Wilson, Toronto; M. Hirsch, Montreal; George Kelly, London; Joseph Tasse, Montreal; H. J. Dyer, London; M. Simon, Montreal; H. Line, London; John McNee, London; H. Douglas, London; John Moses, Toronto; A. H. Brener, London; W. Ward, London; Ed. Youngheart, Montreal; George McGowan, Kingston; T. J. Fair, Brantford; George Milligan, Toronto; S. H. Green, Montreal. The chair was taken by Maurice E. Davis, of S. Davis & Sons, Montreal, and H. Gagnier, Toronto, acted as secretary.

The chairman in his opening address went fully into several matters of interest to the convention, and his whole address was of a most interesting and business-like character. The excessive excise duty was dwelt upon at length, and the importance of endeavoring to secure legislation tending towards its modification was strongly urged upon the members. The remarks of Mr. Davis as to the flourishing state of the cigar industry were of a very pleasing nature.

At the conclusion of the chairman's address, the officers' reports were read, and the remainder of the morning was spent in a general discussion by the members of matters of general interest pertaining to the trade.

At the afternoon session interesting papers on topics of trade interest, written by J. Hirsch, Montreal; J. Bruce Payne, Granby, and J. M. Fortier, Montreal, were read to the meeting, and this was followed by a general talk on matters referred to by them and on other subjects affecting the industry generally.

The banquet held in the ball-room of the King Edward in the evening was a very pleasant and sociable affair. Every one present was in the best of humor, and everything passed off in a most enjoyable manner.

On Tuesday morning the convention held a short session. M. E. Davis was elected chairman of the Dominion Board, and H. Gagnier to his old position as secretary.

A Cut in Salaries.

In the belief that the tobacco yield was much below previous estimates, The Louisville Tobacco Warehouse Co. has discharged quite a number of employes, and has cut all salaries above \$75 per month. The cut is 10 per cent. on salaries ranging from \$75 to \$100; 15 per cent. on \$100 to \$150, and 20 per cent. on salaries above \$150. President Barnard submitted to the 20 per cent. cut, and as most of the officers and employes are stockholders they accepted the reduced pay with good grace, hopeful that a fair dividend will be earned on the common stock.

Early Foes of Tobacco.

The celebrated "Counterblaste to Tobacco," written by King James I. of England, describes smoking as a "custom loathsome to the eye, hateful to the nose, harmful to the brain, dangerous to the lungs, and in the black, stinking fume thereof, nearest resembling the hor-

rible Stygian smoke of the pit that is bottomless." In 1604 this monarch endeavored by means of heavy imposts to abolish its use in England, and in 1619 he commanded that no planter in Virginia should cultivate more than 100 lb. It is said that some persons spent as much as \$2,500 a year in the purchasing of tobacco in those days.

In 1624 Pope Urban VII. published a decree of excommunication against all who took snuff in the church. Ten years later smoking was forbidden in Russia under pain of having the nose cut off. In 1653 the council of the canton of Appenzell, Switzerland, cited smokers before

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses
CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
 OLD VIRGINIA.

CIGARETTES . . .
 HIGH ADMIRAL

SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR
LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.



**Here
It
Is!**

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

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

Payne's Cigars.

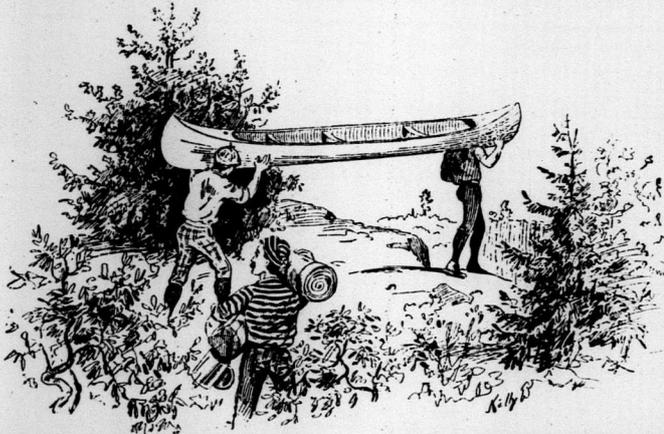
J. BRUCE PAYNE, MFR.,
Granby, Que.

Your patrons need not postpone
their smoke for the open air if
you sell

**Harold H
Kim or
La Fama**

"Aroma appreciated everywhere."

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



SUMMER OUTINGS

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

Tuckett's Marguerite Cigars

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

Tuckett Cigar Company, Limited, Hamilton.



OUR "CORONATION."

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

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

Dominion Show Case Co.
53 Richmond St. East, TORONTO.

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

T. J. HORROCKS, 6 WELLINGTON STREET EAST, **Toronto**
HORROCKS, the only wholesale tobacconist outside the trust. **Back him up.**

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

J. M. FORTIER, Limited

Manufacturers and Exporters of

Cigars, Cigarettes and Cut Tobacco

Offices:
1980-1982 Notre Dame St.

Factories
and Warehouses:
151 to 161 St. Maurice St.

DEALERS IN

Imported and Domestic Leaf Tobacco
and Cigar Manufacturers' Supplies,

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

Cigars.

MONTREAL,
CANADA.

SOLD ON MERIT:

CHEWING

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

SMOKING

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

STRICTLY UNION MADE.

McALPIN CONSUMERS TOBACCO CO., Limited, - TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.



S.H. Cigars and Pipes

Are the Leaders.

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.

them, whom they punished, ordering all inkeepers to inform against such as were found smoking in their houses.

Pope Innocent XII. in 1690 excommunicated all those who were found taking snuff or tobacco in the church of St. Peter at Rome.

The Tobacco Department in Grocery Stores.

TOBACCO has been sold in grocery stores from time immemorial, and it has now come to be considered one of a groceryman's staple lines of goods.

In large cities where there is so much specializing done, perhaps the grocer cannot run a tobacco department in his store with the success his brother in the towns and rural districts can; still, if he gives it a very prominent position in his business for a time until it gains a good foothold, there is no doubt but that he might make a pecuniary success of the line.

However, in the towns and villages the tobacco consumer goes to the grocery store for his tobacco as naturally as he would go to the doctor for medicine.

"What matters it if they do naturally come to us for tobacco?" says a rural grocer, "What material good does their buying our tobacco do us? There is no money in it." Such are the sentiments of a good many rural grocers.

It is quite true that tobacco is sold upon a very small margin of profit, but the grocer who thinks that nothing can be made in the tobacco department is very much in error. Of course, if a gro-

TOBACCOS AND CIGARS

cer limits his stock to a few lines of smoking and chewing tobacco he will not make a fortune out of it. But is it necessary to so limit the stock? Not at all! In so doing the grocer makes a mistake. There is a little larger profit in cigars than there is in tobacco, and there is a much larger profit in pipes than in either. Then why not add those two lines to the stock?

Where a person would come for tobacco he would come for cigars, and more especially for pipes.

If the grocer would expend a little energy and invest a little money, a very successful department might be made of tobacco, and the things which pertain thereunto.

It is to be noted that the grocers who complain that tobacco does not pay generally have their tobacco department limited to one shelf in an out-of-the-way position, occupied by a couple of caddies of smoking tobacco, and perhaps the same number of chewing. Who could expect to reap much pecuniary benefit from such a department?

To make the department a success it should be a department, not a shelf. A small upright showcase, in which is a nice display of pipes, and another, not necessarily very large either, displaying some of the most popular brands of cigars, together with the shelf, placed behind the showcases, containing all the different brands of tobacco, would constitute a suitable tobacco department. It would be well to have it near the door.

This would not require much of a money outlay, and it would add very materially in making the department a success.

A person comes in for a plug of tobacco, sees the pipes, takes a fancy to one, buys it. The grocer has the profit on the pipe as well as on the plug of tobacco; whereas if the pipe showcase had been absent, the person would have gone out with only his plug of tobacco. In the same way cigars would be sold.

But the profit alone from the department is not the only thing a grocer should consider. By having that tobacco department there very many more people are dropping into the grocer's store than otherwise would, and therein lies the grocer's chance. It is up to him when he gets a tobacco purchaser in to get him interested in something besides tobacco; that is, get him buying groceries. In fact, the tobacco department may be made to serve the grocery trade. It can and has been done successfully. Do not be afraid to try it.

A Tobacco Firm.

Pitts, Wigle & Co., packers of assorted Canadian leaf and cigar tobaccos, have erected a new building, three storeys high with a basement on the site of the building formerly occupied by The Erie Tobacco Co., which was destroyed by fire last year. The new building contains over 6,000 square feet of floor space.

One of the great advantages of the site is that it is in the very centre of the great tobacco-growing district of Western Ontario.

The firm have on hand a large quantity of special varieties of leaf for smoking, grown for their branch of the trade.

In addition to supplying manufacturers with cigar tobaccos, the firm will be able to supply dealers who may wish to handle the raw leaf.

The
Canadian Grocer

A Bit of History.

A common statement in the average school histories is that smoking was introduced into England by Sir Walter Raleigh. That is not so. Virginia tobacco may have made its debut in court circles under his espionage, but, as for smoking, that was an old story. The favorite "smoke" was the dried leaves of coltsfoot. In the "History of Plants," by Dodoens, translated by Lyte in 1578, runs the following quaint passage: "The perfume of the dried leaves of coltsfoot laid upon quick coals taken into the mouth of a funnel helped such as are troubled with the shortness of wind and fetch their breath thick and often."

Notes of the Tobacco Trade.

G. H. Nicholson, formerly of Hamilton, is now with the Havana Cigar Company.

Julius Shack, of New York, visited Toronto during the early part of this week.

Jack Hamilton, the well-known cigar traveller of Montreal, was in Toronto on Saturday last.

Murphy & McKillop are opening a fine tobacco store on Cordova street, Vancouver.

T. J. Horrocks, of Toronto, reports a heavy demand from the grocery trade for his "Ronto" cigar.

The W. H. Steele Co., Toronto, report a very satisfactory demand in pipes and cigars during the past month, and certainly the busy appearance of their warehouse indicates a prosperous condition of business.

The McAlpin Consumers Tobacco Company are erecting a number of handsome dwellings adjacent to their factory in Toronto, which they intend tenancing with their employes at a moderate rental.

Charles Baillie, tobacconist, of St. John, N.B., recently received from J. Rattray & Co., of Montreal, a pipe of exquisite workmanship, the bowl of which is a splendid likeness of himself carved from the very finest meerschaum. It was carved in Vienna, and the artist executed a most faithful likeness.

A Chicago paper says: A conference of European tobacco dealers interested in the fight of the independents against the combine is to be held in Berlin early this summer. Albert Breitung, owner of five stores in Chicago, has been appointed representative of America and will leave soon for Germany.

Another representative of the Cigar Dealers' Association is to be sent to Canada in answer to the request made by the recently formed Cigar Dealers' Association of Montreal. The Canadians want instructions in the methods used by the independents in their fight in the United States.

Country Produce and the Retail Merchant

HAVE the retailers in the towns and villages lost their grip on the country produce trade? Twelve years ago, the writer, then a young lad, was employed with a general merchant in an Eastern Ontario town. Part of my duties consisted in helping to unload and weigh grain, butter, dressed hogs and poultry, which were held in the warehouse for shipment to centres at the opportune time.

This merchant had built up an extensive connection with the farmers of his locality and got a big share of the best butter and eggs brought into the town, paying the farmers for their produce with groceries and dry goods. His grocery department was popular in the town largely because the customers could depend entirely on such lines as butter, eggs, honey and maple syrup bought from him.

There were in the town at that time at least three other merchants who had the same sort of connection with the neighboring producers. To-day, in the town referred to, there is but one merchant buying grain in any quantities; the farmers, instead of making butter, are sending milk to the local creameries; eggs are gathered by a resident of the town, who acts as agent for one of the large commission houses, and has no connection with any of the local dealers; hogs are shipped from the town on their legs rather than as dressed pork. It is true that several of the local dealers pay good prices for eggs and butter for local consumption, but I doubt if there is one merchant in the town who does any business worth speaking of with any of the exporting produce houses.

The conditions which prevailed in this town in all probability are true of many others, yet there still are many towns in Ontario where the produce business is still largely controlled by two or three of the local retailers. It is but stating a truism to note that it is to the interest of grocers and general merchants to control as much as possible the trade in their town of produce from the neighboring farms.

THE LOCAL EGG TRADE.

The fact that the export egg trade is now done principally with Great Britain necessitates that eggs be handled in the most expeditious and careful manner. The old-time method of waiting till the farmers bring them into town, and then keeping them in storage for a week or so before shipping, is no longer possible. In some instances it may be possible to

prevail upon farmers to bring in their eggs every week or oftener, the small, convenient 6-dozen egg carrier having made it much easier for them to bring them to town in good shape. Yet, it is a fact, that where a shrewd collector visits the farmers of the locality the majority of the latter will give him their eggs. Now, the question arises, would it not be better for some enterprising retailer to put out a man to cover his district during the season? This man, in addition to collecting eggs, could be authorized to buy other produce and to take, and in some cases deliver, orders. In any case, as it has paid and is still paying collectors in many districts, it would pay in others where it has not yet been tried, and it would be better for the retailer to take the step than to let some outsider step in and capture the business. Of course, this takes capital, but it is a fair assumption that in every town in the older sections of Canada there are retail grocers and general merchants who have accumulated enough extra capital to devote a share of it to this.

HANDLING DAIRY BUTTER.

Now, as to butter, it is the fact that, although creameries have sprung up in almost every section of Ontario and in many sections of the other provinces, there is still a large quantity of dairy butter made. This should be handled entirely through the medium of the local retailers. They have the double advantage of having a local demand for a big share of it and of being able to build up their business in groceries by buying it. In connection with this it is worth pointing out that for years many retailers have made the inexcusable mistake of holding butter during the winter months in their warehouse in the hope of an advance in price until it had lost any quality it may ever have had, and was fit not even for cooking purposes, and was hardly acceptable for the manufacture of axle grease. The retail dealer, who wants to build up a good connection in the cities for his butter must be strict in his judging of quality, must be careful in his method of storage, and must, above all other things, send it to market before it loses its freshness. By a neglect of these rules or of these essentials, many retailers have come to the conclusion that there is no money in butter, and only buy it to accommodate customers who make it. Other retailers, who have paid attention to these matters, have found that in addition to the local status and advantage which their good sup-

ply of butter and other lines gives them, they are able to sell their product in the cities either for home consumption or for foreign trade at a satisfactory profit.

MAPLE SYRUP AND HONEY.

It has been a surprising fact to many city people that many merchants whose business is situated in the centre of a good maple syrup district have not made more use of the opportunity which is undoubtedly presented to them by their situation and by the fact that the syrup is produced by such a large number of people. In some centres one live merchant or another has made contracts for the delivery of the output of some of the best sugar bushes in his neighborhood, and has followed this up by securing cans, labelling them attractively, and selling the product under his own name or some private trade mark. By taking great pains to ensure the greatest possible uniformity and purity, a good connection has been established, and in a few years a profitable business has been created. The same is true of honey, which is frequently produced in small quantities by hundreds of people in one locality. Many of these have not the time or the opportunity to study the market as thoroughly as some of the local merchants might, so the latter would not find it a difficult matter to control the production of their district. It is unnecessary to add that there is money in such control.

CANADIAN GOODS IN JAPAN.

Hon. Sydney Fisher, Minister of Agriculture, and Canada's representative at the Japan Exhibition, returned recently. He looks upon Canada's exhibit as a decided success, especially in the flour line.

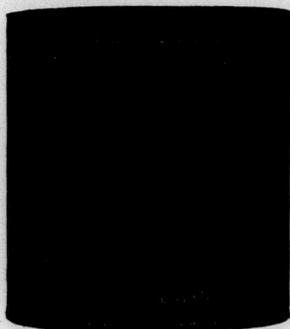
Mr. Fisher says that Japan shows a decided leaning towards Canada and her goods, but he thinks that discriminating against the Japanese people would have a very ill effect on trade between Canada and Japan.

Speaking in respect to the probabilities for Canadian trade with Japan, he said that all Canadian manufacturers had to do was to exploit the market. Flour dealers, he says, have simply to get alive and take advantage of this opening which has been made for them, and they will find an open market for any amount.

"We have decidedly made an opening for our people, if they will only arise to the occasion and go after the trade," said Mr. Fisher, in an interview with The Montreal Herald. "If they do not, then they have themselves to blame."

Established 1845

Established 1845



1 and 2-lb. Tins.

COFFEE

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

SPICES

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

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

A Nice Pickle.

FIVE GALLON PAILS MIXED, at \$2.25.
ROWAT'S 40-oz. MIXED, - 2.40.
FLETT'S 40-oz. ASSORTED, - 2.40.

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

P.S.—Boulter's Sifted June Peas, One Dollar.

STENCILS BRANDS

A great many people think that "any old thing will do for a Stencil" but this is a mistake. When you are in want of stencil brands for barrels, boxes, bags, or addresses, send to us and see the difference.

Hamilton Stamp & Stencil Works, Hamilton, Ont.

TRUCKS

for Warehouse
and Factory.



Save You Money
Do Men's Work
Draw no Salary

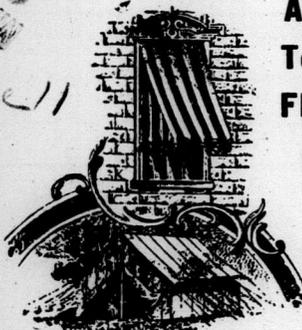
Our Trucks are guaranteed satisfactory.
Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

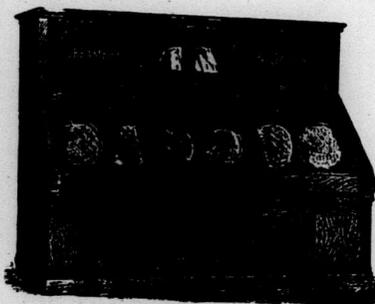
BUY OF THE MANUFACTURERS...



Awnings
Tents
Flags and
Covers

WRITE
FOR
QUOTA-
TIONS.

RAYMOND BROS., Windsor, Ont.



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.

Dried Apples

We are buyers of bright, dry quarters and pay highest market price.

The W. A. Gibb Co.

7 Market St., Hamilton



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.

A VISIT TO A TEA GARDEN.

By an Expert.

As we have so many advertisements in our columns with reference to tea, it may be of interest to many of our readers to hear a little about the manufacture of tea in general and Lipton's tea in particular.

The writer had the pleasure of visiting during his travels the little island of Ceylon, upon which, for 50 weeks out of the 52, the hot tropical sun shines almost incessantly and where, in the low country, the tropical foliage, consisting of palm trees and tree ferns, is most beautiful, but the climate is most trying to the American traveller. Leaving, however, Colombo, which is the capital of Ceylon, we travel by railroad about 80 miles right into the heart of the mountain region, and there we alight at a railroad station 16 miles from Sir Thomas Lipton's delightful tea gardens, upon which are employed no less than 15,000 coolies. The name of this estate is called the Dambatenne Tea Gardens, which consist of a great number of tea estates, each under the supervision of a British tea planter.

Arriving on the tea gardens for the first time, one is struck very forcibly by the inquisitiveness of the natives, especially the little children, who, clothed in the "latest spring fashions adopted by nature," wonder what peculiar individual the "big white master" is that is visiting their gardens. These coolies are very docile and hardworking. Their skins are very shiny and black in appearance, and the men, though very strong and wiry, are excessively thin. The tea pluckers consist of men, women and children, children as young as 8 years of age earning their daily bread, or, I should say, their daily curry and rice.

We watch the leaf being carefully picked by these expert tea pluckers and follow it to the factory, where the tea is brought to be cured for shipment all over the world. We stood at the factory and saw some hundreds of men, women and children with baskets on their backs bringing in the leaf they had plucked during the afternoon, each basket of leaf weighing from 6 to 8 lb. The tea is received by the European superintendent, who has it weighed and sent up to the second floor, where the tea withers and becomes pliable prior to being put into the machine rollers to be bruised and rolled into the shape that we see it in when it arrives in this country.

It is a most interesting sight, and, through the courtesy of Sir Thomas Lipton, we were shown the tea being rolled

and then sorted, and afterwards put on to "fermenting tables" and finally put into the sorocco and dried. The tea was then sifted into the different grades, suitable to the different countries, and put into tea boxes.

Throughout the entire manufacture Lipton's teas are untouched by hand, and even in the packing we saw boxes standing on platforms which were quivering and shaking so that the tea as it was thrown into these boxes settled down and was tightly packed without any unnatural pressure and risk of breaking the leaf. The boxes containing the tea were then put into bullock wagons, and three days afterwards, when we reached the railroad station, we saw these bullocks being unwillingly driven up the hill to the railroad goods receiving depot.

Amongst the many things that were seen and learned on the estate there was one I promised Sir Thomas Lipton's superintendent I would not forget, and that was the four following simple rules for making good tea :

- I. Buy Lipton's tea.
- II. Put one teaspoonful for each person into a dry, warm earthenware teapot.
- III. Put cold water into a dry, empty kettle.
- IV. Pour the water on the tea immediately the water boils (do not let it overboil), and allow the tea to brew for five minutes, and you will have the perfection of tea.

Should the tea not be required to be consumed at the end of the five minutes, pour off into an empty teapot and fresh boiled water can be added to the original teapot, when more tea can be brewed.

Lipton's teas have been proved to be economical, pure and popular. Over one million packages are consumed weekly. It is claimed that every minute of the day someone in different parts of the world is drinking Lipton's tea.

H.H.D., New York.

AN ADVERTISEMENT COPIED.

While in British Columbia Mr. J. D. Roberts, the advertising manager of The Blue Ribbon Tea Co., drew up an advertisement for his firm, to be posted on sign-boards and in grocers' windows and headed, "A Baby Lost." The advertisement attracted a great deal of attention and has been used extensively in Eastern Canada as well as on the Coast. Recently, to his surprise, he found that one of the tobacco manufacturing firms had copied the advertisement in question to advertise chewing tobacco. Naturally, Mr. Roberts feels that it is a compliment to the particular advertisement of his firm, but at the same time he thinks that it would have been more just if the tobacco firm had devised an advertisement

of their own instead of imitating the one prepared by himself for The Blue Ribbon Tea Company.

AIDS TO RETAILING.

Poor advertising !

What a load is too often thrown on his shoulders.

Let us study some of the aids that retail advertising should possess :

1. Window displays.
2. Interior displays.
3. Plenty of goods, with values exactly as advertised.
4. Plenty of price tickets which obviate unnecessary questioning.
5. A cheerful, well lighted, and well ventilated store.
6. Intelligent, business-like, and courteous employes.
7. Prompt deliveries.
8. Ample capital and the ability on the part of those who control it to use it rightly.

There you have the principal aids to advertising.

Let us consider these eight advertising assistants and how to employ them to the best advantage.—Profitable Advertising.

TRADING STAMPS IN ST. HENRI.

Montreal and Quebec are not the only cities which are taking advantage of the recent provincial law giving to municipalities the power to deal with the trading stamps system. The Council of St. Henri have introduced the by-law to interdict the use of the stamps, and referred the matter to a general committee. The law applies only in cases where the coupons, stamps, etc., are redeemed by a third party. A merchant may get out his own trading stamps, cash receipts, coupons, or whatever he wishes to call them, and redeem them himself if he desires.

CALIFORNIA CANNED FRUITS.

In connection with the coming pack of California canned fruits it is expected, says N. Y. Journal of Commerce, that owing to the higher cost of cans, sugar, solder, labor and boxes, the opening prices will be higher than was the case last year, with a probability that values will be on about the same basis as those of 1901. According to late advices the outlook is for a lighter pack of canned cherries, as quite a heavy business in the raw material has been done by packers of maraschino cherries.

RECIPE FOR PICKLING EGGS.

A subscriber to "The Grocer" is anxious to secure a recipe for pickling eggs. Can any of our readers supply us with a good recipe. If so, will they kindly address the editor of "The Canadian Grocer," Toronto.

Blue Ribbon Ceylon Tea

is absolutely the best "hill grown" Ceylon tea to be obtained. Advise your customers about the "Red Label" kind when they want a luxury at a moderate price.

G. F. & J. GALT - TORONTO - WINNIPEG - VANCOUVER.



"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form - 50 years' reputation.

Export Agents:

Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

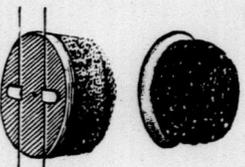
ASK FOR IT AND SEE THAT OUR BRAND
IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



Birds' Food and Medicine.



This is the time of year birds need a little extra attention. You can sell **Brock's Bird Seed**, in every package of which is a free **Birds' Treat**, which will help the feathered songsters greatly.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO.

COX'S GELATINE ALWAYS TRUST-WORTHY
Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. J hn, N B, and Montreal.

Taylor & Pringle Co., Limited, Owen Sound
Manufacturers of
**QUEEN QUALITY PICKLES, BULK PICKLES,
PURE TOMATO CATSUPS.**
Our goods have a reputation. MADE IN CANADA.

FOR STORE USE

It is necessary to have good, strong, substantial wrapping paper. We keep this in mind in the manufacture of our brown and manilla and the result is that it is known far and wide as a very reliable paper.

FULL COUNT. FULL WEIGHT.

Canada Paper Co., Limited
TORONTO and MONTREAL.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.
HAMILTON and WINNIPEG.

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.

Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:



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.

WELFORD BROS.,
LONDON, ONT.
MANUFACTURERS OF

Brooms AND Whisks
ROPE, LEATHER AND WEB Halters

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction. Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List.**

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

TEA.

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

TRADE OUR MARK
AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST
OUR TRADE MARK

A COMPARISON

TRASH A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

This is caused by the cheap chemicals which the manufacturer used.

The "Wasp-Waist"



Cheap chemical.

QUALITY A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark **A** on. It guarantees you **A** the best that is made and will satisfy your customers.

The Auer Light Mantle



Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.
 Write us if you are interested.
AUER LIGHT CO., MONTREAL.

WASHING SODA

that turns out of the package **CLEAR, DRY** and **CLEAN.**

BAKING SODA

that shows **WHITE, FREE** and **PURE**

are what Grocers insist upon, and that is why **BRUNNER, MOND & CO.'S BRAND** has always kept

FOREMOST PLACE

Winn & Holland

MONTREAL Sole Agents for Canada

The American Coffee Co.
 IMPORTERS AND JOBBERS,
TORONTO.
 Special Blends: "GOLDEN EAGLE," "MANHATTAN," "MONTREY."
 Correspondence Solicited.

THE PEOPLE OF JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON

"GLEANER"

might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
 Oakville, Ont.

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

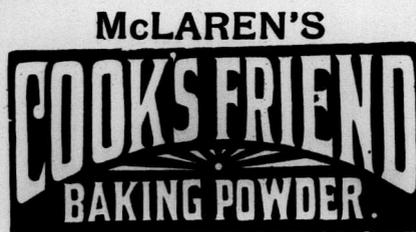
Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
 Telephone Main 1255.
 10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.



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



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

JOHN DWIGHT & CO., MANUFACTURERS.



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

SOUTHWELL'S JAMS.

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

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGE TS.

403 St. Paul St., MONTREAL.

Current Market Quotations for Proprietary Articles

May 28, 1903.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

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

W. H. GILLARD & CO.

| IMPERIAL BAKING POWDER. | | | Per doz. |
|-------------------------|-----------|--|----------|
| Cases | Sizes | | |
| 4 doz. | 10c. | | \$9 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 1/2-lb. | | 10 50 |
| 1 doz. | 2-lb. | | 10 40 |
| 1/2 and 1 doz. | 5-lb. | | 19 50 |

| MAGIC BAKING POWDER. | | | Per doz. |
|----------------------|-----------|--|-----------------|
| Cases | Sizes | | |
| 4 doz. | 5c. | | \$9 40 |
| 4 " | 4-oz. | | 0 70 |
| 4 " | 6 " | | 0 75 |
| 4 " | 8 " | | 0 95 |
| 4 " | 12 " | | 1 40 |
| 2 " | 12 " | | 1 45 |
| 4 " | 16 " | | 1 65 |
| 2 " | 16 " | | 1 70 |
| 1 " | 2 1/2-lb. | | 4 10 |
| 2 " | 5 " | | 7 30 |
| 1 " | 6 " | | 7 30 |
| 1 " | 12-oz. | | Per case \$4 55 |
| 1 " | 16 " | | |

| JERSEY CREAM BAKING POWDER. | | Per doz. |
|-----------------------------|--|----------|
| size, 5 doz. in case | | \$0 40 |
| " 4 " | | 0 75 |
| " 3 " | | 1 25 |
| " 2 " | | 2 25 |



| OCEAN MILLS. | | Per doz. |
|---|--|----------|
| Ocean Baking Powder, 1 lb., 4 doz. in a case | | \$ 45 |
| Ocean Baking Powder, 1 lb., 5 doz. in a case | | 90 |
| Ocean Baking Powder, 1 lb., 3 doz. in a case | | 1 25 |
| Ocean Borax, 1-lb. packages, 4 doz. in a case | | 40 |
| Ocean Cornstarch, 40 pks. in a case | | 78 |
| Freight paid, 5 p.c. 30 days. | | |

| Blacking. | | Per gross |
|-------------------|--|-----------|
| HENRI JONAS & CO. | | |
| Jonas | | \$9 00 |
| Fronents | | 7 50 |
| Military dressing | | 24 00 |

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

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

| Boeckh's Corn Brooms. | | Per doz. net. |
|------------------------------|--|---------------|
| UNITED FACTORIES, LIMITED. | | |
| Bamboo Handles, A, 4 strings | | \$4 35 |
| " " " " B, 4 " | | 4 10 |
| " " " " C, 3 " | | 3 85 |
| " " " " D, 3 " | | 3 60 |
| " " " " F, 3 " | | 3 35 |
| " " " " G, 3 " | | 3 10 |
| " " " " I, 3 " | | 2 85 |

| Biscuits. | | Per doz. |
|----------------------------|--|----------|
| CARR & CO., LIMITED | | |
| Frank Magor & Co., Agents. | | |
| Cafe Noir | | \$0 15 |
| Ensign | | 0 12 1/2 |
| Metropolitan, mixed | | 0 09 |

| Canned Goods. | | Per doz. |
|-----------------------|--|------------|
| HENRI JONAS & CO. | | |
| Mushrooms, Rionel | | \$15 50 |
| 1st choice Duthell | | 18 50 |
| Lenoir | | 19 50 |
| extra Lenoir | | 22 00 |
| Per case, 100 tins. | | |
| French Peas, Delory's | | |
| Moyen's No. 2 | | \$9 00 |
| " No. 1 | | 10 50 |
| 4 Fins | | 12 50 |
| 5 Fins | | 14 00 |
| Tres fins | | 15 00 |
| Extra fins | | 16 50 |
| Sur extra fins | | 18 00 |
| French Sardines— | | |
| 1 Rolland | | 9 50 10 00 |
| 1 Delory | | 10 50 |
| 1 Club Alps | | 2 50 |

| Cereals. | | Per doz. |
|---------------------------------------|--|----------|
| 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. | | Per doz. |
|--|--|-----------------|
| 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's and 1/4's | | per lb. \$0 40 |
| " " 6's | | 0 42 |

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

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

| Cocoa— | | Per doz. |
|--------------------------------------|--|----------|
| Concentrated, 1/2's, 1 doz. in box | | 2 40 |
| " " 1-lb. " " | | 4 50 |
| " " 1-lb. " " | | 8 25 |
| Homoeopathic, 1/2's, 14-lb. boxes | | |
| " " 1/2's, 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. | | Per lb. |
|--|--|-----------|
| R. S. McIndoe, Agent, Toronto. | | |
| Mott's Broma | | \$0 30 |
| Mott's Prepared Cocoa, 1/2's and 1/4-boxes | | 0 28 |
| Mott's Breakfast Cocoa, 1/2's in boxes | | 0 40 |
| Mott's No. 1 Chocolate | | 0 30 |
| Mott's Breakfast Chocolate | | 0 28 |
| Mott's Caracas Chocolate | | 0 40 |
| Mott's Diamond Chocolate | | 0 23 |
| Mott's Navy Chocolate, 1/2's 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. | | Per doz. |
|--|--|----------|
| Frank Magor & Co., Agents. | | |
| Cocoa essence, 3-oz. packages | | \$1 65 |
| Mexican Chocolate, 1/2 and 1-lb. pkgs. | | 0 40 |
| Rock Chocolate, loose | | 0 40 |
| " " 1-lb. tins | | 0 42 |
| Nibs, 11-lb. tins | | 0 35 1/2 |

| WALTER BAKER & CO., LIMITED. | | 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 |

FRESHNESS DIFFERENCE.

Quaker patience does things thoroughly. Careful in the choosing of the grain—slow in the manufacture. But when packages are sealed no time is lost. It is packages into cases—cases into cars—and the cars away, the same day, for all parts of the country. Quaker Oats sells so fast that the dealer's stock is fresh. This means much for purity. No other food comes from the mill to your table so fast and fresh as **QUAKER OATS—best for freshness.**

PACKING DIFFERENCE.

Hot and fragrant from the rolls, Quaker Oats go right into the package—shut tight, sealed safe—hermetically. The Quaker carton costs about half as much again as the box that gives the pasteboard flavor to most cereals. After spending so much care on the quality and purity of Quaker Oats, we could not let our work be spoiled for the sake of cheap packing. The costly Quaker packing makes another difference in **QUAKER OATS—best packing.**

FLAVOR DIFFERENCE.

Pan-roasting is where most millers save time. Their oats are rush-milled—for the profit's sake. Quaker Oats are milled with patience—for the quality's sake. But slow and costly as it is, there is profit in it—profit of quality, not the profit of cheapness. The patient Quaker pan-roasting brings out the nut oil of the oats and toasts it to that rich, "different" flavor, by which you know **QUAKER OATS—best roasted.**

MILLING DIFFERENCE.

After we buy the best, each grain is cleaned and judged separately by machinery. The machine leaves nothing to chance. Thin, woody, flat and flavorless, are thrown out. Here is a difference of time, care and thoroughness. The groat that is good enough to pass this test is indeed different from other grain. It begins to have a right to the name of **QUAKER OATS—best of the best.**

GRAIN DIFFERENCE.

The Quaker quality of grain is not easy to find. To supply the needs of the Quaker mills we must search the country far and wide. We watch where the good oats grow. For even as it grows the difference begins. Sun may shrivel—or too much rain spoil the crop. But where the crop is best, we are there to choose the best of the best. There is that much difference in the Quaker grain—before it starts from the Mill. This is only the first difference in **QUAKER OATS—best grain.**

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That customer wants Quaker Oats.

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Difference in the Plate

From the field to your breakfast table, the story of Quaker Oats is a story of being different.

And there in your plate, —hot, tempting, satisfying, —you have every difference that could make your breakfast better.

All the Quaker care and skill and patience have been used to make your breakfast pure and wholesome.

Make the most of it. Cook it right, as directed on the package.

Quaker OATS

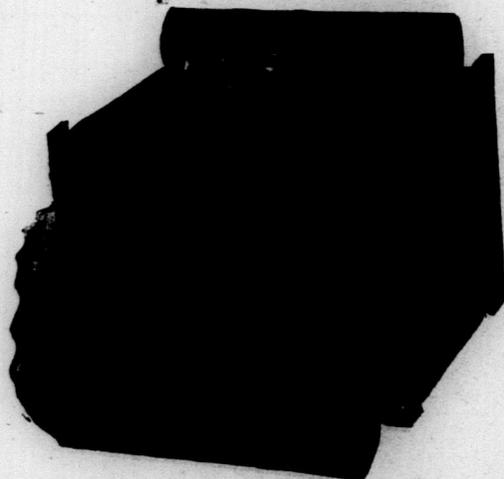
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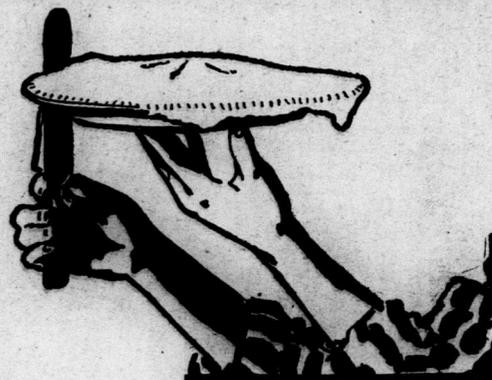


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