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# THE CANADIAN GROCER

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

OL XVIII.

MONTREAL AND TORONTO, JUNE 17, 1904.

NO. 25.



Laundry Blue should be perfectly soluble.  
Laundry Blue should not streak the linen.

## Keen's Oxford Blue

is well known as the Delight of the Laundry,  
and answers all requirements.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

## This is Pineapple Wafer

The  
New  
Biscuit



with  
Subtle  
Flavor.

GOOD FOR THE PICNIC TRADE.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

THE W. H. WILSON

HIGH-GRADE VINEGAR

EVAPORATED MILK

**THE GROCERS' ENGINEER**

Patent Automatic Tea Killing Machine

Tea, Coffee, Cocoa, Fruit, Etc.

Gas-Heated Boilers—Electric, Gas and Oil

Coke, Wood, Etc., Burners

Grinding Mills, Plate or Roller

Air Propellers

Patent Fruit Washers

Grain Elevators and Conveyors

5015 STREET, LONDON, ENGLAND



**THE ANGEL**

Gas Lamp

Are you interested in having  
the best of your gas lamp?  
Are you interested in having  
the best of your gas lamp?  
Are you interested in having  
the best of your gas lamp?  
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the best of your gas lamp?

**NATIONAL LIGORICE CO.**

ADOLPHE E. SMIYE  
HENRY BOULEY

**YOUNG & SMYLE'S**  
O.P.M.  
STICK LIGORICE

Successors to  
YOUNG & SMYLE  
BROOKLYN, N.Y.

S. V. & P. BOUDIER  
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DOMINION LIGORICE & NOVELTY CO.  
TORONTO, CAN.

Y. & S. BOUDIER, and H. & P. BOULEY of THE NEW YORK LIGORICE CO.,  
LIGORICE, have LIGORICE, and a full line of LIGORICE, LIGORICE,  
including the celebrated soft LIGORICE, LIGORICE, LIGORICE,  
Company's brand as follows: THE LIGORICE LIGORICE  
THE LIGORICE LIGORICE, THE LIGORICE LIGORICE

OFFICE—106 JOHN ST.  
106-116 John St.  
227-237 Plymouth St.,  
Brooklyn, N.Y.

Illustrated Catalogue on request

# Wasting Your Energies?

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

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

## "Griffin" Brand Dried Fruits.

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

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

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

## "Thistle" Brand Canned Fish.

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

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

---

ARTHUR P. TIPPET & CO., AGENTS,

Montreal.

Toronto.

# COOKING IS MADE EASY IN THE SUMMER

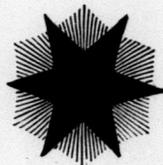
by the use of "Halifax" and "Acadia"  
Brands of Prepared Codfish, or

## HALIFAX FISH CAKES

Do you tell your customers about them?

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

TRADE



MARK

# DATE

# WINE

# VINEGAR

IS

## Perfection Itself.

The Only Date Wine Vinegar in the World.

EXPORT MANAGER:

### Mr. FRANZ GOOSSENS, JUNIOR,

BRUSSELS, Belgium.

WANTED—Purchasing Agent for Canada.

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



# "COW'S HEAD" Brand Condensed Swiss Milk

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

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

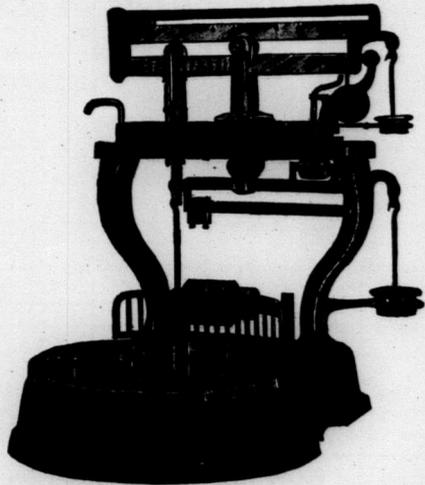
AGENTS.

**C. E. COLSON & SON, - Montreal.**

## THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



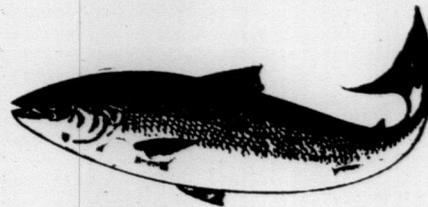
**The Computing Scale Co.  
of Canada, Limited**

164 King Street West, Toronto, Canada.

Manufacturers of...

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

## SOCKEYE SALMON



**"Sovereign" and "Lynx"  
Brands**

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



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

# MATCHES

BEST and CHEAPEST on the market.

**The Walkerville Match Co.**

LIMITED

WALKERVILLE, ONT.

# -Japan Teas

require no booming,  
they speak for  
themselves.

There isn't a merchant  
in this great land of Canada  
that does not know that

for **Purity,**  
**Cleanliness,**  
**Flavor,**  
**Delicacy** and  
**Healthfulness**

there are no teas

so desirable, so satisfactory and so profitable to  
handle as

## JAPAN TEAS.

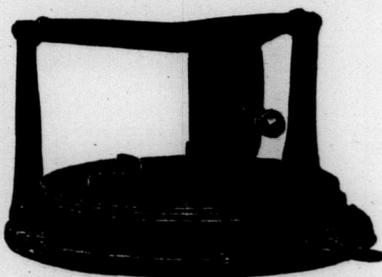
# SMOKE and ASHES.

Such is the condition in which the great conflagration of April 19th. left our Toronto stock of Corks. But our Montreal stock is complete, and no delay was experienced in filling orders. A NEW stock is now in our new Toronto warehouse, 59 and 61 Front St. E.

## S. H. EWING & SONS,

HEAD OFFICE: 96-104 King St., Montreal,  
Bell Tel., Main 65. Merchants 522.

BRANCH: 59-61 Front St. E., Toronto.  
Phone Main 1961.



We have recently taken up the manufacture and sale of the

## Templeton Cheese Knife

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

**KEEPS CHEESE FRESH  
SAVES FROM WASTE**

**EASY TO OPERATE  
PLEASES EVERY CUSTOMER**

Sold on easy terms.

Write us for particulars.

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

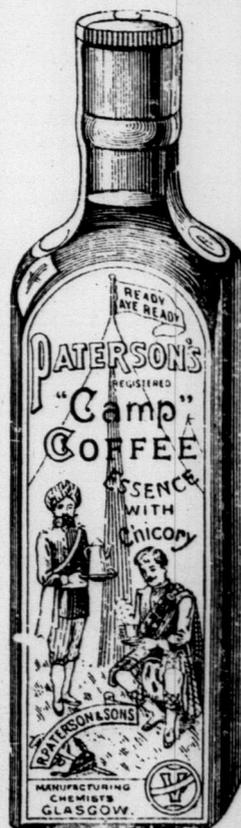
## Imperial Brand Maple Syrup

is a paying article  
to handle



Its quality  
never varies,  
always of the highest.

ROSE & LAFLAMME, Agents, MONTREAL.



## Experience and Common Sense

form the combination that  
enjoys a monopoly of suc-  
cess. Grocers who always  
keep well stocked with

## PATERSON'S CAMP COFFEE ESSENCE

show these qualities and so  
enjoy success—easy isn't it?

ROSE & LAFLAMME,  
Agents, Montreal.

# Facts About Ceylon



Ebony and Satin-Wood, the Cocoanut Palm and the Areca-Nut Palm are among the most prominent of the natural products of the island. Tobacco, Rice, Cinnamon and other spices are also produced in abundance.

But Tea is the great article of commerce. No spot in the world equals Ceylon for Tea-cultivation. It is not to be wondered at that Ceylon Teas are rapidly replacing those of other countries.

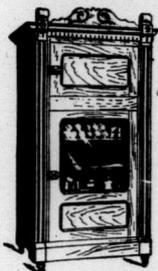


Ceylon Teas come in Black or Green

June 17, 1904

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

## REFRIGERATORS.



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

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

### Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513.

54 Noble St., TORONTO.



## IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WILL KNOW

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

### They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.



### IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

## THE CANADIAN GROCER

### TEA.

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

"COMMISSIONER,"

CANADIAN GROCER,

88 Fleet Street E.C. London, Eng.

## COX'S INSTANT POWDERED GELATINE

### A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labor.

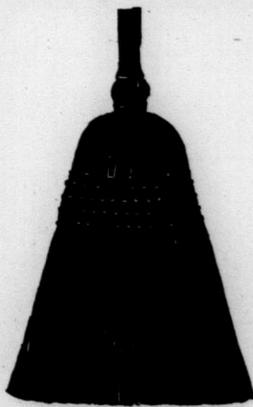
### Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

Agents for Canada—

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

## Every Housewife...



knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The Waterloo Broom and Brush Co.,

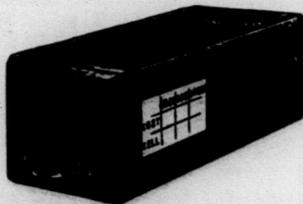
WATERLOO, ONT.

...THE...

## Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory: Pickering, Ontario

## BURLINGTON CANNING CO., Limited.

Burlington, Ont.

We are sellers of

QUALITY

Gallon Apples.

FIRST

Spies,

PUMPKIN, CATSUP, PORK and BEANS in all forms.

Baldwins, Greenings.

The best are the cheapest.

Why not have the best?

WRITE FOR QUOTATIONS.

## "Royal" Salad Dressing

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

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

New Yorkers know good stuff. Made only by

## The Horton-Cato Mfg. Co.,

DETROIT, MICH., - WINDSOR, ONT.

When You Want

# SALT

For Any Purpose

Write \_\_\_\_\_

## Verret, Stewart & Co.

Montreal.

# AURORA CORN SYRUP

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

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

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

Freight paid on 5-case lots.

Price subject to change without notice.

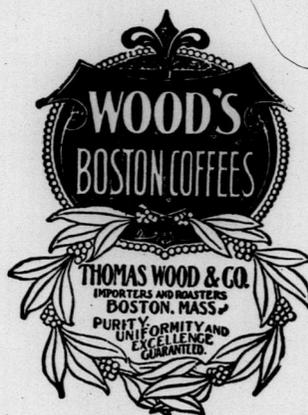
Ask our travellers about our Pure Maple Syrup.



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

**HAMILTON.**

Branch CANADA GROCERS LIMITED.



## Expiring Patents.

Immense fortunes are made out of some of the most important inventions, like typewriters, bicycles, automobiles, etc., before the patents have expired.

At their expiration comes the real tug of war. Intrinsic worth then counts. The fittest are bound to survive.

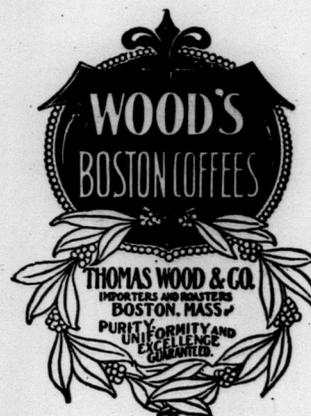
It is not because **WOOD'S COFFEES** are trade-mark goods they surpass competitors. It is because they are the true thing; they have the high quality; they have the worth.

In fact, they are the perfection of Coffees, and endure. "That's why."

Canadian Factory and Salesroom,

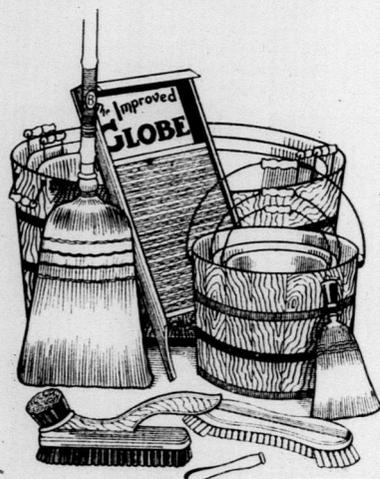
No. 428 St. Paul St.,

**MONTREAL.**



# PUSHING ALONG

Good goods are the strong lever which starts the business ball and keeps it rolling. Wise dealers realize this and stock the best.



**BOECKH'S** Household Brushes and Brooms and

**CANE'S** Pails, Tubs, Washboards and Clothespins

Made for particular people by particular people.

**UNITED FACTORIES,**

LIMITED.

Head Office: **TORONTO, Ont.**

LONDON BRANCH: 71 Dundas St.

OPERATING:

Boeckh's Toronto Factories

Bryan's London Factories.

Cane's Newmarket Factories.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

## ORANGE CULTURE IN CALIFORNIA

By Allan Sutherland in Booklovers' Magazine.

HERE are now three well-developed centres of orange-culture in the United States—Florida, Louisiana, and California. The orange was doubtless introduced into this country by the Spanish explorers, as large groves of wild trees, of the bitter variety, were discovered at a later period in what is now Florida. That state was long our most important orange-producing centre, its fruit being of superior excellence to that imported because it could be left to ripen on the trees and then shipped to northern markets without serious loss from decay.

But in no country of the world has the cultivation of the orange developed more rapidly or more successfully than in sunny California, the land of strange contradictions—of eternal snows on its lofty mountain peaks, of endless Summer in its sheltered valleys. Nearly a hundred thousand acres are devoted to orange culture; and with Nature at her best, and rarely giving less than three hundred sunny days to every year, the groves seldom fail to yield an abundant crop. Here, within sight of snow-capped mountains, oranges and many other fruits of sub-tropical regions grow to almost ideal perfection.

California's first orange trees were planted in the famous old Mission Gardens, over a century ago, by the Franciscan Fathers, when the Missions were beginning their attempt to civilize and Christianize the native Indians. These orchards were for private use only, and but little attention was paid to extending their cultivation. No one dreamed that in the coming years oranges would be among the chief sources of wealth and employment in this wonderful "Golden State" by the far western sea; and it was not until as late as 1880 that their cultivation was begun on a large scale, with the view of profitable financial returns.

The trees are grown chiefly from seed, and the seedlings are usually planted in March and April, although some planters prefer a later season. To produce special varieties of oranges it is necessary that the young seedlings be grafted or budded, and this is usually done in the Spring. The general method is to plant the seed of the orange and then bud the young trees while they are still in the nursery, when

they are about two years old, at which time they have attained a height of about two feet. Of course, select varieties are used in the budding. When the young bud has grown to become a part of the plant, the upper part of the tree is cut off, and the graft or budded shoot is straightened up and kept in this upright position by being tied to a stake close beside the original trunk. This shoot gradually develops into the full-grown tree. The tree thus grafted is transported to the field from the nursery when about four years old. It then grows rapidly, and being, as a rule, strong and vigorous, is not likely to die through transplanting.

In planting the trees it is necessary to consider carefully symmetry of appearance, economy of space, and convenience for the subsequent cultivation of the soil. There are several systems of arranging the trees, but the plan known as the square is the one most generally adopted. By this system, at the usual distance of twenty feet apart, one hundred and twenty trees are planted to the acre; prize navels and Mediterranean sweets are usually planted twenty-four feet apart, giving seventy-six trees to the acre.

Ordinarily, the orange tree, a beautiful evergreen, reaches a height of from twenty-five to thirty feet. It is of remarkably graceful proportions, the trunk being straight and the branches symmetrical. The blossoms are of a delicate white color and deliciously fragrant, giving sweet promise of the luscious fruitage concealed in their hidden depths.

The tree is remarkable for its longevity. In Cordova, Spain, there is a grove said to be not less than seven centuries old; and these ancient trees, although hollow and knotted, are still covered with blossoms and fruitage. The orange tree is very vigorous, and is remarkably prolific. It is stated that as many as twenty thousand oranges have been picked from a single tree in the Azores in one season; while at least half that number have been gathered from one in Florida. It is recorded that two magnificent old trees in Seville, Spain, have yielded above thirty thousand each in a single season; and at Nice is a tree, fifty feet in height and three feet in diameter, which produces six thousand oranges. As a rule, how-

ever, trees bear from five hundred to two thousand oranges annually.

The tree is very uniform in its bearing, there being no off years. The blossom and fruit are rarely hurt save as the result of unexpected frost, the orange-grower's most dreaded enemy. This danger, while serious, seldom threatens more than a few nights a season, and is usually met by the use of coal fires in wire baskets— from twenty to fifty to an acre. By this method the temperature is raised several degrees and the fruit is saved. The roofing of orchards is also resorted to as a protection from frost and from heat.

The sweetest and best oranges are grown on southern exposures. It is often necessary to protect the orchards from the strong prevailing winds, and this is frequently done by planting what are known as wind-breaks, consisting of alternate pepper and eucalyptus trees, set some ten or twelve feet apart. These trees, being rapid growers, soon give ample protection. The Monterey cypress is used for the same purpose.

The "King of California Oranges" is the title given the Washington Navel. This is California's pride, and is the ruling favorite in the markets of the world. It is large and seedless and in its origin represents one of Nature's many freaks. While it was unknown to this country prior to 1870, yet it was grown in Brazil at least as far back as 1662. Some thirty-four years ago twelve trees, propagated by the process of budding, were sent by a wide-awake American consul in Bahia, Brazil, to our Government hothouses in Washington, D. C., and there carefully nurtured. Some of these are still alive and bearing fruit. These were used as stock from which to propagate by budding, and trees thus budded were sent to different parts of the country in order that experiments might be made with them. Two of these budded trees were taken to California in 1873, and when they reached the bearing age their fruit surpassed all expectations. This fine orange first attracted general attention at a fair held in Riverside in 1897, and it at once became a prime favorite. Its propagation was rapid, and to-day many thousands of acres are devoted to its cultivation. The tree is a semi-dwarf, the blossom is double, and the fruit delici-



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

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

**MORSE BROS., Proprietors, Canton, Mass.**

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

ous. It gets its dual name from the fact that it was first cultivated in this country in Washington, and because of the peculiar navel-like form which distinguishes it.

Although orange culture is carried on in many of the lower uplands of California, yet, as a commercial industry, it is almost entirely confined to a district popularly designated in California as "The Thermal Belt."

It lies stretched along the foot-hills of the Sierra Nevada Mountains, and from San Diego on the south to Tehama and Butte Counties, in the Upper Sacramento Valley, on the north, a distance of over seven hundred miles, and varying in width from three to thirty miles. It is claimed that in this belt there are a million and a half acres which are adapted to the cultivation of citrus fruits on a paying basis. The altitude ranges from 300 to 1,800 feet above sea-level. The mean Summer temperature of this belt is somewhat higher in the northern portion than in the southern, but the mean Winter temperature is higher in the southern than in the northern portion. The mean temperature for the year does not vary more than four degrees throughout the whole belt. According to the weather bureau, the extremes of temperature in this belt are from 60 to 68 degrees. Some idea can be formed of this delightful and uniform climate when it is remembered that on our thermometers 56 degrees are marked "temperate," and 76 degrees are marked "Summer heat." In California, the variation in the thermal belt is eight degrees, and Summer heat is unknown; in the east the variation is above a hundred, with great extremes of heat and cold. For the most part, the thermal belt follows the foot-hills, and the grower of oranges must consider the elevation, study the position of the soil, guard against frosty spots, secure protection from

heavy winds, and provide for systematic and sufficient irrigation.

Five years ago nearly the whole product came from one section. Of the 5,882,000 boxes produced in 1899, a total of 5,573,000 were grown in the five counties of Los Angeles, Orange, San Bernardino, Riverside, and San Diego. At present, however, the proportion is not so large, owing to increased development in other sections of the state.

Orange groves, in full bearing, frequently yield handsome returns on the investments made. A crop of five acres recently sold for \$1,575 on the trees. Some orchards yield as much as \$1,800 per acre; but this, of course, is exceptional. Ordinarily, a carefully cultivated orchard of ten acres ought to yield a sure annual profit of from \$1,200 to \$2,000. In full bearing, the average orchard yields about \$150 per acre. Good orange land may be bought from \$50 to \$150 per acre. Groves, including all the water rights and privileges, have sold as high as \$2,500 per acre, but this rarely happens. The industry is a constantly growing one. About \$50,600,000 capital is invested in California groves. Records of the state's product show that the shipments in 1888 were less than one million boxes; in 1897 they had reached four and one-third; in 1902, a little more than eight; and in 1903, eleven and a half million boxes.

This year thirty thousand carloads of oranges have been shipped out of the state, enough to pay a handsome dividend. Growers are looking hopefully to the construction of the Panama Canal, which they think will reduce one-third the present freight rate of ninety cents a box which the railroads charge on New York shipments.

In California irrigation and cultivation are closely associated; indeed, without irrigation cultivation in some portions of the state would be not only a serious problem but altogether an

impossibility. A million and a half acres are being benefited through its instrumentality. In San Bernardino County irrigation was commenced a century ago by the Franciscan Fathers at the San Gabriel Mission, by the digging of a ditch for the purpose of conveying water through their lands. This ancient water-course is still in active operation. A half century later a party of Mormons commenced the construction of ditches for the purpose of irrigation, and demonstrated their practical utility by the production of bountiful crops. It was soon discovered that the system was a complete safeguard against the disasters of a dry season. Fruit growers were quick to learn the immense value of this artificial method of watering the soil, and orange culture owes quite as much to the splendid system of irrigation now in operation as it does to the marvelous climate. The water is procured from artesian and other wells, from mountain streams, from artificial lakes made by damming up the water-courses on the higher slopes, and from other sources. It is conducted wherever needed by pipes, ditches, and canals. There are hundreds of miles of these main arteries, and thousands of miles of lateral and individual pipe lines branching from them. Some of the water is brought from the high Sierras, and is used not only to irrigate the soil but also to supply towns and villages with water for domestic purposes. There are also a number of subterranean water-courses, the supply from which seems to be inexhaustible. Through this system, in many valleys and along many uplands, flourishing orchards are making glad the eye and heart of man, where only a few years ago were arid stretches of dreary desolation.

Of the several methods of irrigating orange groves, the simplest and the one generally used is the furrow system, in which a number of furrows are plowed

# RICE

Our **Empire** Carolina fancy head rice in sacks, 100 1-lb bags; no wrapping, no tying, no waste.

Do you wrap up salt? No! Then why rice?

**A nice 10c. line.**

We also have Java, Japan, Patna, Rangoon, and other Rices.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.**

THE ORIGINAL QUICK SHIPPERS.

The leading tobacco of the world is

## TADDY'S

## Premier

## Navy and

## Orbit Cut

All civilized smokers on the three continents, who enjoy a good cool smoke, back up this strong assertion by smoking

# TADDY'S OLD ENGLISH TOBACCO

Are you selling this brand? If not, write for prices and be in the swim.

WHOLESALE AGENTS:

## James Turner & Co., Hamilton

# "HOT SCOTCH"

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

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

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

—SOLE AGENTS—

**BALFOUR & CO., Hamilton, Canada.**

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

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

The only place to buy "Tartan" goods—

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

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

LONG DISTANCE ONLY, 596.

# TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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

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



## MacLaren's Imperial

is almost a necessity  
in every summer cottage  
or camp.

Your customers will be  
sorry if you let them go away  
without a supply of it.

**Don't fail to mention it to them.**

**A. F. MacLAREN IMPERIAL CHEESE CO.,**  
Manufacturers and Agents, LIMITED

**51 COLBORNE ST., TORONTO.**

between the rows of trees, the first one being a few feet distant from the trunk, and through these the water flows until the ground is thoroughly saturated. It is necessary to keep the ground under cultivation to prevent the growth of weeds, and also that the soil may freely admit the water. The development of orange culture through the process of irrigation is a triumph of modern horticulture.

The fruit is gathered by persons standing on the ground and on ladders. As a rule, trees are rarely stripped at once; the fruit is usually gathered as it ripens. It is necessary to handle oranges with the utmost care to avoid bruising, and this makes the packing for shipment one of the fine arts of the business. The oranges are assorted by machinery, and those of the same size are packed together. So carefully and compactly is this done that there is very little risk of their becoming bruised in transmission from grower to consumer. This work gives employment to many hundreds; and, with the exception of seeing the vast orchards transformed into living beauty by their snowy blossoms or luscious fruitage, nothing is more interesting than witnessing a busy hive of humanity preparing the oranges for shipment.

There are many perplexing problems which the orange grower has to face: whether to plant early or late, to prune high or low, what fertilizer to use, what method of irrigation to follow, and how to guard against frost and heat, insects, and natural diseases of the trees. Orange culture pays, but it pays at the expense of the most careful, painstaking attention and unremitting labor. Even in sun-kissed California man's brain is needed to assist Nature in making her supremest effort.

The Imperial Extract Co., Toronto, have moved their premises from 54 Colborne street, to 22 Church street.

# PEACHES

Choice Evaporated in Bags.

Price Attractive.

## THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO

### Business Changes

#### ONTARIO.

THE stock and plant of R. C. McKay, confectioner, Hamilton, was advertised for sale by auction June 13.

D. Fraser, general merchant, Vernon, is dead.

A. Brad, grocer, Toronto, has sold out to A. Slean.

Fred Cox, grocer, Hamilton, has removed to Toronto.

G. M. Kerby, grocer, Sarnia, has sold out to C. Milligan.

H. F. Lee, grocer, Toronto, has sold out to E. R. C. Clarkson.

W. Baker, tobacconist, Kingston, has sold out to J. S. Yeomans.

G. A. Thompson, grocer, Kingston, has sold out to P. G. Wilmot.

Mrs. C. Bilow, grocer, Sarnia, has sold out to H. B. Stevenson.

Sibbald & Co., grocers, Toronto, have sold out to J. H. Wesley.

T. B. Heard, grocer, Toronto, has sold out to A. E. Manning.

The general store of J. W. Bean, Galetta, has been destroyed by fire.

A. Albin, general merchant, Glen Robertson, has assigned to W. A. Cole.

A. B. Weatherup, grocer, New Liskeard, has opened a branch at Haileybury.

J. Thompson, flour and feed merchant, Hamilton, has sold out to O'Rourke & Hayes.

D. C. Leckie, general merchant, Combermere, has assigned to J. H. Reeves.

C. H. Schleacow, grocer and liquor dealer, Ottawa, has compromised at 60c on the dollar.

M. Stephens, confectioner, St. Thomas, has sold her confectionery business to H. M. Anderson.

A meeting of the creditors of H. F. Lee, baker and grocer, Toronto, was held on the 14th inst.

J. F. E. Berry, of the firm of J. F. E. Berry & Co., druggists and tobacconists, Port Arthur, is dead.

The stock of P. J. Stuart, dealer in groceries, crockery and seeds, Palmerston, has been advertised for sale by auction.

The estate of J. Dillon, general merchant, Kingston, is being wound up. The assets aggregate \$9,000, and the liabilities about \$5,000.

D. E. Clarke, grocer, baker and dealer in flour, feed, etc., Trenton, has assigned to Geo. F. Hope. A meeting of the creditors was announced for the 15th inst.

#### QUEBEC.

F. Cook, general merchant, New Carlisle, is dead.

Samuel Fugere, grocer, Tang Du Nord, is dead.

N. McPhail, general merchant, Grand Entry, is dead.

Lefort & Frere, grocers, Montreal, have registered.

Chagnon & Pigeon, grocers, Montreal, have registered.

J. E. Stearns, general merchant, New Carlisle, is dead.

F. X. Beaudoin, provision merchant, Quebec, has registered.

The assets of Ulric Phoenix, grocer, Windsor Mills, were sold.

Boucher & Fils, grocers, Montreal (St. Cunegonde), have registered.

L. Paquette, general merchant, Ripon, has sold out to W. Joubert.

Moise Amiot, grocer and provision dealer, Montreal, has registered.

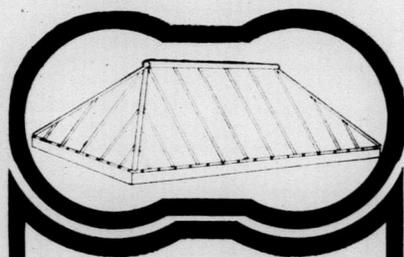


## Upton's

Pure Fruit  
Jams, Jellies and  
Orange  
Marmalade

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

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



### Metallic Skylights

The acme of Skylight perfection!  
We make them from hollow bars of Copper or Galvanized Steel—in styles and sizes to suit all kinds of roofs.

They are very strong, and unaffected by cold or heat, as there is neither contraction nor expansion—and, if glazed with our fire-proof wired glass, they are absolutely fire-proof.

**METALLIC ROOFING CO.,**  
Limited,  
Wholesale Manufacturers,  
TORONTO, CANADA.

### Merchants Who Buy Hides

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

**CARROLL S. PAGE, - HYDE PARK, VT.**

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

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

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

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

**GUN SHOP and MODEL SHOP,**  
Warren White Sulphur Springs,

Totten P. O. Virginia.

"I Want Brock's."

### Poor Business

to sell poor bird seed.

Ours is right.

SAMPLES SENT

**NICHOLSON & BROCK, - TORONTO**

The Montreal Dressed Meat Company, Montreal, has been incorporated.

Quintal & Desmarais, general merchants, St. Nazaire, have registered.

Arsenault Bros., general merchants, Tang Du Nord, have dissolved partnership.

H. Rondeau, grocer, etc., St. Norbert, has assigned to Chartrand & Turgeon.

The assets of Monette Frere, grocer and liquor dealer, Montreal, are to be sold.

Bigonnesse & Seguin, general merchants, Labelle, have assigned to H. Lamarre.

The assets of E. E. St. John & Co., grocers, Hull, have been sold at 35c on the dollar.

F. Gareau, general merchant, Rigaud, is offering his creditors 35c on the dollar.

The assets of Ed. Villeneuve, general merchant, Jonquieres, are advertised for sale on the 17th inst.

Compagnie La d'Importation Directe, wholesale and retail dealers in teas, coffees, etc., Montreal, have assigned.

J. Fisher & Co., general merchants, Jonquieres, have assigned to V. E. Paradis, who is appointed provisional guardian.

The assets of T. Boudreau, general merchant, St. Francois Des Salle (Chicoutimi Co.), were advertised for sale on the 14th inst.

The business of B. Carriere, grocer, hardware dealer, etc., Hull, will in future be carried on under the firm name of Carriere & Son.

#### NEW BRUNSWICK.

Gandy & Allison, dealers in salt, etc., St. John, have suffered damage by fire; loss fully covered by insurance.

#### NOVA SCOTIA.

Co-partnership for M. Jones and G. R. McPherson, general merchants, Springhill, has been registered to do business under the style of Wm. McPherson & Sons.

#### MANITOBA AND N.W.T.

Scott Bros., general merchants, Carleton Place, have sold out.

Sipes & Coventry, general merchants, Drinkwater, have been burned out.

Rollins & Bissett, general merchants, Macoun, have dissolved partnership.

H. Pickering, general merchant, Wilcox, has sold out to L. D. Sparling.

John Gibson, general merchant, Craik, has sold out to Berg & Lawson.

T. P. Malone, general merchant, Penhold, has sold out to Wilson Bros.

Walsh & Tadman, general merchants, Yorkton, will be succeeded by L. Walsh.

A. Cameron, general merchant, Bonaventure, has advertised his business for sale.

The Indian Head Wine & Liquor Co., Indian Head, will be succeeded by the Standard Liquor & Trading Co.

#### BRITISH COLUMBIA.

J. R. Hull & Co., dealers in meats, etc., Kamloops, will be succeeded by P. Burns & Co.

### CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion. Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

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

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

#### SITUATIONS WANTED.

**GROCERY CLERK**—Nine years' experience; desires position in West either in store or on road. Best references. Box 142, CANADIAN GROCER, Toronto. (25)

**SITUATION** wanted in City Toronto by first-class grocery salesman. Five years' experience; age 21; good scholar and quick at work. Apply, stating wages, Box 143, CANADIAN GROCER, Toronto. (25)

#### SITUATION VACANT.

**WANTED**—At once—head miller—man who understands Universal bolter; mill machinery new. Apply, stating experience, age, wages expected, references, to A. F. Dickson, Atwood. f

#### FOR SALE.

**FOR SALE**—Good paying General Store Business, County Simcoe; stock and fixtures about \$9,000; well bought; turnover \$20,000; postoffice worth \$300.00 in connection; small opposition; private reasons for selling; stock reduced to suit purchaser; snap for quick deal. Don't inquire unless you mean business. Address, Box 140, CANADIAN GROCER, Toronto. (25)



#### PENITENTIARY SUPPLIES.

**SEALED TENDERS** addressed "Inspectors of Penitentiaries, Ottawa," and endorsed "Tenders for Supplies," will be received until Friday, 24th June, inclusive, from parties desirous of contracting for supplies, for the fiscal year 1904-1905, for the following institutions, namely:—

- Kingston Penitentiary.
- St. Vincent de Paul Penitentiary.
- Dorchester Penitentiary.
- Manitoba Penitentiary.
- British Columbia Penitentiary.
- Regina Jail.
- Prince Albert Jail.

Separate tenders will be received for each of the following classes of supplies:—

1. Flour (Canadian Strong Baker's).
2. Beef and Mutton (fresh).
3. Forage.
4. Coal (anthracite and bituminous).
5. Cordwood.
6. Groceries.
7. Coal oil (in barrels).
8. Dry Goods.
9. Drugs and Medicines.
10. Leather and Findings.
11. Hardware, Tinware, Paints, &c.
12. Lumber.

Details of information as to form of contract, together with forms of tender, will be furnished on application to the Warden of the various institutions. All supplies are subject to the approval of the Warden or Jailor.

All tenders submitted must specify clearly the institution, or institutions, which it is proposed to supply, and must bear the endorsement of at least two responsible sureties.

Papers inserting this notice without authority from the King's Printer will not be paid therefor.

**DOUGLAS STEWART,**  
**GEO. W. DAWSON,**  
Inspectors of Penitentiaries.

Department of Justice,  
Ottawa, May 31, 1904.

(25)

# Window and Interior Displays

Timely Hints  
and Suggestions

### This Week's Illustration.

**T**HE window shown in the cut is one recently used by John Robertson & Son, Montreal, whose window space is always arranged with an eye to the business it may bring.

Nothing elaborate was attempted in this arrangement, but the very simplicity, combined with the inherent conveniences of this window for display purposes in size and shape, was enough to give it a value. Neat symmetrical

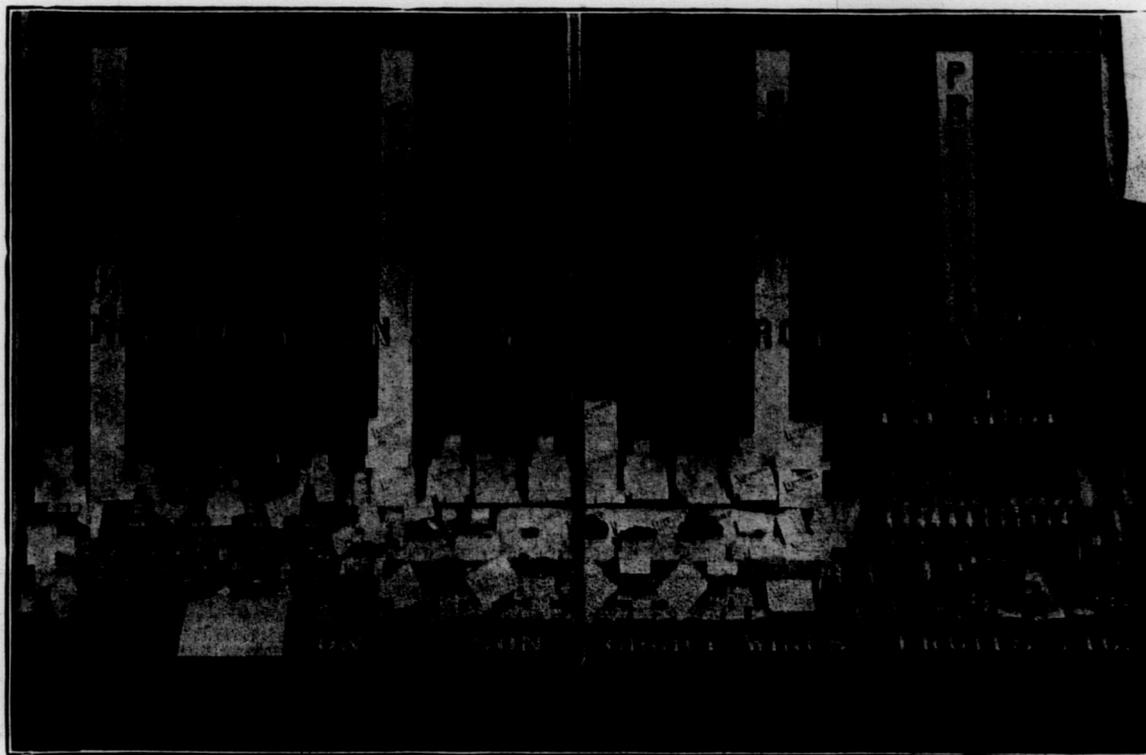
a distinct manner. Packages in the centre are outlined with bottled goods at the sides.

### Tiles in Meat Shops.

United States Consul H. W. Harris, Mannheim, Germany, says that Americans visiting Mannheim frequently comment on the attractive meat shops to be seen there. This attractiveness is secured largely by the use of ornamental tiles for floors, walls, and even ceilings and counters.

tiles, with panels of flowers and other designs. The counter, which runs along two sides of the room, is of the same ivory-colored material, ornamented in gold. It presents a rich, handsome appearance. Even the bookholders, scales and gas fixtures are tiled. The general effect of the room is suggestive, above all, of cleanliness.

A few meat and fish shops in Canada are fitted out in this way, and the effect is all that could be desired. They



Shown by John Robertson & Son, Montreal.

displays of this kind form an agreeable variety to the glaring attempts made by some window dressers in their efforts to outdo a competitor or attract attention.

At the back of this window are four strips of white material, each of which contains a word of "Lipton's Pure Food Products," and the goods shown are supposed to consist of these lines. Enough banking is done towards the back to show up the various articles in

The tiles on the walls are similar to those used in bathrooms in the United States. They are generally of light shades, arranged in patterns of artistic design. The floors are also laid with tiles of different colors. These tiles, however, are unglazed and are heavier and of cheaper quality than those on the walls.

In one of the most attractive of these stores, the walls are of ivory-colored

are easy to keep clean, attractive looking and of no expense once the tiling is installed.

### THE GROWING TIME.

J. Bromley & Sons, extractors and refiners, Leeds, England, have purchased twelve acres of the "Haigh Park estate," situated about three miles south of Leeds, and will erect thereon entirely new works for the manufacture of their various specialties.

# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## Canadian Butter in England.

**J** B. JACKSON, Canadian commercial agent for Leeds and Hull, Eng., writing on the subject of butter, says:

"The creameries of Canada should correspond with this office, as a large quantity of their butter could be placed in this district, and it would facilitate this trade if they would write direct and give quantities per month they are prepared to take orders from here for, together with the names of brands, if any.

"Farmers' butter—A large firm in Newcastle, doing a large business in farmers' butter from Canada, are very much dissatisfied with last year's result, owing to its irregular quality and excessive salt. They say: 'These butters are used, the best of them, for a cheap counter butter, the remainder for confectionery purposes. And they meet in competition on this market with the Siberian, a much more uniform butter in both quality and package.'

"Siberian butter.—The Siberian butter is packed in either 56-lb. boxes or in Danish casks, principally the latter, and this package suits this market much better than the little 28 or 56-lb. tubs which the Canadian farmers use. Some of the farmers put no less than from one to three pounds of salt on the top of the tub, which is quite unnecessary, and it very often gets damp and discolored. One lot especially, we bought for fresh made butter in the best butter district of Western Ontario, sent it straight to the Toronto cold storage, brought it over in cold chambers, and when it arrived it was stale and off flavor.

"Just such occurrences as the above destroy our Canadian butter trade. The farmers must exercise more care in the making, packing and salting of their butter and must use different packages, either 56-lb. boxes or 112-lb. casks, not tubs.

"The Canadian creamery butter is not uniformly as good as the Danish; it is softer, and has not the same grain. The Danish creamery butter is more like Al

farm-made butter, with a beautiful grain and excellent natural color."

## The Butter Industry in Australia.

Although the expert season for butter is still three months from its conclusion, the shipments from Australia to the United Kingdom already constitute a record. In a normal season butter is being exported in July, but this season the shipments did not start till the end of September. By the end of June next, when the shipping season closes, the exports to the United Kingdom will probably have exceeded a total of 20,000 tons. Victoria still remains the premier butter-producing state. Of the 18,000 tons exported this season to Great Britain, Victoria has contributed 10,000 or five-ninths of the total quantity. Dairy experts reckon that a total of 12,000 tons, or very near it, will be reached before the end of the season by this state.

## Bacon in Glass Jars.

Glass for packing fish and meats, while not replacing tin, is coming into prominence. So far as attractiveness is concerned, the advantage lies with glass. In Canada, the use of glass jars for packing meats has been begun by the Dominion Packing Co., Charlottetown, P.E.I., the first firm, it is said, to begin their use in this country. The cost is little more than that of tin, while a glass package undoubtedly enhances the selling qualities of a commodity. The Dominion Packing Co. are putting up in 1 lb. glass jars their "Beechnut" brand of sliced bacon and sliced beef. These meats are prepared under the same formula as that of the most famous of the American packers, and are guaranteed to be equal to anything prepared on the continent. Indeed, the Dominion Packing Co. claim their product to be superior to anything put out in the United States, since Canadian bacon is better than American bacon. The grocery trade should find in this new line a first-class Summer seller.

## Brantford Cheese Board.

At the recent annual meeting of the Brantford Cheese Board the following management was elected for the ensu-

ing year: President, H. Eagle, Attercliffe; vice-president, E. S. Barber, Vanessa; secretary, Geo. Hatley, Brantford. The other two members of the board elected were J. Lenn of York, and E. D. Durham of South Durham.

## French Butter.

**W** RITING in his annual report on the trade of Cherbourg, France, Mr. Consul Loftus says: "The butter trade is perhaps one of the most important of the surrounding country, and all the butter made throughout the neighborhood is exported to the United Kingdom through Cherbourg. The butter is sent all over the south of England, and I have noticed the identical cases, just as they are sent out of the country, at Southampton, London, and the environs of London, such as Kew and Brentford, plainly showing that its quality is known and its circulation large. The butter is very well packed, and is of good quality, being sold in three grades and prices in the trade, and is dispatched nightly by the South-Western packet-boat, arriving in trains which come down to the quay side, alongside the actual boat, and being placed straight on board on arrival. The trade has, nevertheless, been feeling the effects of the competition of other butter producing countries such as Denmark, Russia, New Zealand, etc. The customs returns of the amount exported from Cherbourg to the United Kingdom during the year 1901 showed that some 15,780 tons were dispatched, whilst in 1902 the returns showed 18,890 tons, and in 1903 the export rose still more to the total of 20,236 tons, showing an increase of 1,346 tons in all, so that it may be concluded that the trade is holding its place in the market still."

## Canadian Produce Company.

The Canadian Produce Co., capital \$1,000,000, has been floated in London, England. The company has a strong board of Canadian directors. W. R. Nursey, managing director, sailed for Canada on May 28, to organize the purchasing department, the branch office of which will be located in Canada.

## A New Cheese Box.

Considerable interest was taken in a new cheese box which covered some cheese from Perth, Ont., that arrived in Montreal Monday morning. It was a unique thing made of wood and tin, and was patented by Publow & McArthur, of Perth, Ont. The name given to it is the "Wood and Tin Ventilated Cheese Box."

# The Dominion Packing Company

LIMITED.

Telegraphic Address,  
"DOMINO,"  
Charlottetown.

*Charlottetown, P.E.I. Canada*

Codes Used  
A.B.C.  
LIEBERS  
PRIVATE.

## GLASS JARS

FOR

Sliced Bacon Sliced Beef

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

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

Special discount to bona fide Wholesale Grocers.

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

## BEECHNUT



BRAND

## Hot Weather Meats.

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

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

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

# LONG CLEAR BACON.

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

Write us for Special Prices.

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

# MATTHEWS'

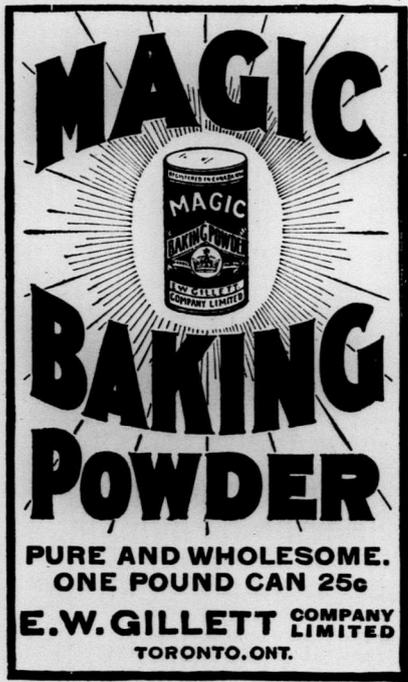
## Cooked and Jellied Meats

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

The George Matthews Co., Limited

ESTABLISHED 1868.

Peterborough Hull Brantford



**MAGIC**  
**BAKING**  
**POWDER**

PURE AND WHOLESOME.  
 ONE POUND CAN 25c

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

We are buyers of 

**Poultry,**  
**Butter**  
 AND **Eggs.**

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

**The J. A. McLean Produce Co., Limited**  
 73-75-77 Colborne Street  
 Telephone Main 2491.  **Toronto.**

PROVISION AND DAIRY MARKETS.

Toronto.

**Provisions**—An extended period of dullness seems to have struck the cured meat market, and the majority of dealers assert that this Spring has seen a much smaller business than last year. The continued cool weather allows the use of fresh meats longer than usual. Just as soon as warm weather comes the demand will greatly increase, as people must use bacon and hams. Lard is 1-8c weaker. The feature of the meat market is an advance in beef of 1 to 1 1-2c. This has been caused by the scarcity of cattle, and the strong export demand. Such cattle as are obtainable are being bought up for export trade. As is always the case when beef is dear and scarce, the market is very brisk. Our quotations are:

Long clear bacon, per lb.	\$ 0 08	\$0 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Roll bacon, per lb.	0 09½	0 10
Small hams, per lb.	0 12½	0 13
Medium hams, per lb.	0 12½	0 13
Large hams, per lb.	0 11	0 11½
Shoulder hams, per lb.	0 09	0 09½
Backs, per lb.	0 13½	0 14
Heavy mess pork, per bbl.	16 50	17 00
Short out, per bbl.	18 00	18 50
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 07½	0 07½
" tubs "	0 07½	0 07½
" pails "	0 07½	0 08
" compounds, per lb.	0 07½	0 07½
Plate beef, per 200-lb. bbl.	11 00	11 00
Beef, hind quarters	9 50	11 00
" front quarters	5 50	6 75
" choice carcasses	7 50	8 75
" medium	7 00	8 00
" common	7 50	7 50
Mutton	7 00	9 00
Lamb, yearling	10 50	11 00
" spring	14 50	14 50
Veal	6 00	8 50

**Butter**—There is now excellent grass and butter is being freely offered. The greater part of it is coming in tubs, and rolls have almost disappeared. Large quantities are available, but stocks put forward by merchants are somewhat smaller than last week. The quantity in sight is not smaller, but many merchants are holding large quantities, hoping for better prices. If this is so, it is probable that they will not be satisfied, as there is no promise of higher prices as far as can be seen at present. The level is so low, however, that it is natural they would expect an advance. It is difficult to tell how the market will go. There is an excellent grass crop, and from all appearances there will be an extra large supply of butter for a considerable time to come.

Creamery prints.	0 17	0 18
" solids, fresh	0 16	0 17
Dairy rolls, large	0 11	0 13
" prints	0 13	0 15
" in tubs	0 12	0 13

**Cheese**—There has been a reaction on the boards from last week's slump, and cheese has been sold as high as 8 5-16c. This price is unduly high, and there is sure to be a drop before long. It is difficult to see just what is keeping new cheese around that figure, as the export price does not support it. Of course, with board prices higher, there is a stronger tone in dealers' prices. New cheese has been quoted as high as 9 1-4c, with twins at 9 3-8c, but these prices are 1-8c to 1-4c too high for the average. There are still a few old twins for sale at about 11c, but they are practi-

cally gone, and stocks of old cheese are rapidly growing less. Reports of the boards for the past week are as follows:

Board.	Boxes.	Pri e
Ingersoll	587	(none sold) 0 08
Campbellford	1,780	0 08
Woodstock	2,985	(none sold) 0 07½
Peterboro	*6,250	(quarter sold) 0 08
Stirling	1,040	0 07½
Brockville	2,997	0 08
Madoc	1,330	0 07½
Kingston	*1,102	(none sold) 0 07½
Tweed	830	0 07½
Winchester	1,583	(half sold) 0 08
Yankleek Hill	1,834	0 08
Barrie	175	0 08
Perth	2,375	0 08
Pictou	*1,730	0 08 1-16
Iroquois	2,139	0 08 1-16
Listowel	1,764	(none sold) 0 08
Napanee	2,080	0 08½
Ottawa	1,903	(few sold) 0 07½
Bellefleur	4,100	0 08 3-16
London	1,142	(few sold) 0 07½
Alexandria	1,275	0 08½

Listowel cheese sold privately at 8 1-4c. It was on the Saturday boards that the price rose so suddenly. We quote:

Cheese, large, old.	Per lb.	0 10½
" new	0 08½	0 09
" twins	0 09	0 09½

Montreal.

**Provisions**—A notable advance took place last week in live hogs, when the market rose 15c per hundred lbs. Supplies have been fairly good, for which the demand was keen from packers, sales being made at from \$5.50 to \$5.75 per 100 lbs. In sympathy with this, there was a stronger feeling in the market for fresh killed abattoir dressed stock, and prices went up 10c to 25c per 100 lbs., with sales at \$7.50 to \$7.75. The supply of live hogs was very small on Monday, and the demand remained very good, prices ruling firm at \$5.50 per 100 lbs., fed and watered. The advance was also maintained in fresh killed stock. The movement of lard was also fair, and hams and bacon were quite active, with good demand. We quote:

Canadian short cut mess pork	\$17 50	\$18 00
American short cut clear	16 50	17 00
American fat back	17 50	17 50
Bacon, per lb.	0 12½	0 13
Hams	0 11	0 13
Extra plate beef, per bbl.	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	0 07½	0 07½
Carloads, less	0 00½	0 00½
20-lb. tin pails, tierce basis	0 00½	0 00½
Half-bbls., over tierce	0 00½	0 00½
50-lb. tubs	0 00½	0 00½
20-lb. wood pails	0 00½	0 00½
10-lb. tins	0 00½	0 00½
5-lb. tins	0 00½	0 00½
3-lb. tins	0 01	0 01

Wood net, tin gross weight—	Wood Tin.
Pure lard, pails	1 57
" tubs	0 07½
" cases (6 10-lb. tins)	0 08
" cases (12 5-lb. tins)	0 08½
" cases (24 3-lb. tins)	0 08½

**Butter**—The butter market is very quiet, though the price was considerably stronger on Monday, 500 packages selling at 17 1-4c. Traders were not very desirous of doing much business. Some quantities of Quebec creamery sold at 17 1-4c, but for townships butter a higher price would have to be paid. Spot prices, however, in these goods were nominal.

**Cheese**—A firm tone has held the cheese market steadily, and some of the irregularities of last week have

FOR SALE.

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

Can be done in Canada.

and done better, cleaner, cheaper—namely, the making of Macaroni. Canadian-Made Macaroni is

Napoli Macaroni

Can be retailed profitably at 10c. per lb. package.

Get it from your Wholesaler.

NAPOLI MACARONI CO.,

Hayter and Teraulay Sts.,

TORONTO, CANADA

THE PADS THAT PAY

Wilson's Fly Pads  
Pay the retailer 100 per cent.  
The Most Destructive Fly Killers Known.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.  
Hamilton and Winnipeg.

## The Canadian Vinegar Company

### HIGH-GRADE VINEGARS

Under Excise Supervision  
Reputed the best on the market.

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

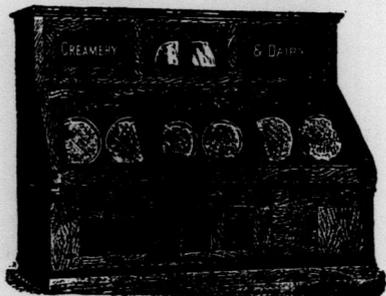
**MONTREAL.**

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

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

### HARDWARE AND METAL

Montreal Toronto Winnipeg



**REFRIGERATORS** Useful to every one. 46 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

**C. P. FABIEN,**

Merchant and Manufacturer.

167 to 171 N. Dame St., **Montreal, Can.**

Write for Illustrated Catalogue.

### MAPLE LEAF



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

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

Small's Maple Cream bids fair to become world famous—Ottawa Evening Journal.

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



MAY BE HAD THROUGH ALL WHOLESALE GROCERS.  
PUT UP BY

**CANADA MAPLE EXCHANGE**

**DUNHAM, QUE. Head Office: MONTREAL.**  
SEND FOR PRICE LIST.

disappeared. Shippers claim that they are uncertain about what is being paid at country points. At the wharf on Monday morning, however, 5,000 boxes were offered and sold at 8c to 8 1-8c, with 8c the ruling figure. For Quebecs 8 1-8c was the range for trading between dealers. Townships ruled at 8 1-4c, and Ontarios 8 3-8c to 8 1-2c.

From the Old Country the reports are still unsatisfactory, and some of the letters published in the Old Country trade papers are not very flattering to Montreal cheese dealers. One letter referred to cheese importers in London as "riggers" of the market, and used the term "coadjutors in Montreal." These two classes of dealers will know best if the cap fits them, for the contributor of the letter said, that they were to be blamed for depleting the London stocks of cheese, by using cellars and cold storage accommodations. Inquiry amongst large exporters in Montreal did not give very satisfactory information as to this action, but this letter may be used for what it is worth, inasmuch as it gave, on the authority of a big London newspaper, a word of opportune warning, which it was thought might keep the uninitiated from taking any part in doing what he called rigging the market. He claimed that only a fortnight ago the market for cheese was extremely weak, with a heavy and surplus load of 100,000 boxes, and some boxes of the best quality of goods which were to offer at round about 38s, with no buyers. Suddenly it was reported that the whole stock was cleared out, and there was not a box available. Coincidentally the Canadian markets, which had slumped to 34s, advanced. This writer claimed that certain Montreal parties were helping the Londoners in some speculation. He advised all cautious people to avoid inviting trade by depending upon such transformation, and to be indifferent to all quotations except authoritative ones, sticking in safety to the natural season price for June cheese of 38s.

### Cheese and Butter Exports.

The total exports of cheese since May 1, 1904, amounted to 200,180 boxes. Of this quantity, 157,125 boxes were local, and 43,055 through shipment. For the corresponding week of 1903 the figures were 288,051 boxes, and for 1902, 244,450. For the week ending June 14, the exports were 48,682 boxes. Of this, 40,883 was local cheese and 7,799 through. The corresponding week of 1903, the total shipments were 76,072 boxes, and for 1904, 54,230 boxes. It will, therefore, be noticed that while this season's shipments were considerably less than last year, the local exports were only a little less than 2,000 boxes, which is not so discouraging as at the first outlook.

**Butter**—The total butter exports for the week ending June 14, amounted to 11,680 packages. Of this quantity, 10,402 packages were local export, and the balance through. For the corresponding week of 1903 the exports amounted to 9,551 packages.

### Winnipeg.

**Lard**—The market is easier, and prices have declined a little. Our quotations are as follows:

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

**Cured Meats**—The market in cured meats continues firm, with quotations as follows:

Hams, per lb .....	0 13 1/2
Shoulders, per lb .....	0 09 1/2
Picnic hams per lb .....	0 09
Breakfast bellies, per lb .....	0 13 1/2
Breakfast backs, per lb .....	0 11 1/2
Large spice rolls, per lb .....	0 10 1/2
Long dry clear, per lb .....	0 09

**Cheese**—New cheese is now beginning to make its appearance, and is being quoted at 8c to 8 1-2c a lb.

**Butter**—The demand for butter continues good, and stock is a little easier. There is some dairy on the market, but the supply is very limited. We quote the following prices:

Creamery, per lb .....	0 22
Dairy, per lb .....	0 19

### St. John, N.B.

**Provisions**—While there continues to be but a very light sale, values in barreled goods seem firmer, particularly in pork. In smoked meats there is but limited sale; prices are unchanged. Pure lard continues to be offered at extremely low prices; there are full stocks held here, and sales are not very freely made. In refined lard demand has been light, prices rule too close to pure lard. In fresh meats, this is rather a slack season. In beef, there is no change in price. Veal is held quite firm; mutton is dull, but having but little sale. It is still early for lamb, and full prices are asked. Pork is low, and there is but limited sale.

Meas pork, per bbl .....	\$16 00	\$17 00
Clear pork " .....	17 00	19 00
Plate beef " .....	12 60	14 00
Meas beef " .....	10 00	12 00
Domestic beef, per lb .....	0 06	0 07
Western beef " .....	0 08	0 09
Mutton " .....	0 08	0 09
Veal " .....	0 08	0 09
Lamb, each .....	3 00	3 50
Pork " .....	0 06 1/2	0 07 1/2
Hams " .....	0 12	0 14
Rolls " .....	0 10	0 11
Lard, pure, tubs " .....	0 08 1/2	0 09
" pails " .....	0 09	0 09 1/2
Refined lard, tubs .....	0 08 1/2	0 08 1/2
" pails .....	0 08 1/2	0 09

**Butter**—The market is fully stocked, and except for very best quality, demand is light. Low prices rule.

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

**Eggs**—Stock comes to hand slowly. The rather higher prices quoted last week are still held. There is a fair demand.

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

**Cheese**—The market is now being supplied by local manufacturers. Prices are fairly firm, and rather higher than earlier in the season.

Cheese, per lb .....	0 10	0 11
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# TEAS

DID YOU ever consider the advantages of buying your TEAS from us ?

IT WILL PAY YOU—as we can give better values than any other house in the trade.

Because—

WHY?—

Our buying facilities are unequalled. Our cost of doing business is less than that of exclusively tea houses, and we give you the advantage of this in LOWER PRICES.

## OUR REPUTATION IN TEAS

WAS MADE MANY YEARS AGO, and is jealously guarded and maintained to the present day.

THE  
BEST  
VALUES

WE ARE TO-DAY THE ACKNOWLEDGED LEADERS IN THE TEA TRADE.

in package teas are our brands:

WE CAN ALWAYS SHOW EXCEPTIONAL VALUES IN

"KOLONA," PURE CEYLON

**Ceylons, Indians, Japans, Y. Hysons**

"GOLD MEDAL," CEYLON

If you have any particular teas to match, send us your samples, as we carry unequalled stocks of high grade teas in

"MAY-TECKS," PURE INDIAN

ASSAMS, DARJEELINGS, KANGRAS, OOLONGS, SCENTED CAPERS, SCENTED ORANGE PEKOES.

A POST CARD—WILL BRING OUR SAMPLES AND QUOTATIONS ON ANY LINE.

THE **EBY, BLAIN CO.,**  
LIMITED

WHOLESALE GROCERS  
AND  
TEA AND COFFEE IMPORTERS,  
**TORONTO CAN.**

### Gleaned from the Travelers

E. Farewell, of Orillia, Ont., formerly with J. Dunn, grocer and confectioner of that town, has started business there for himself, and his many friends bespeak for him an extensive trade.

R. H. Benson & Co., general merchants, Markdale, Ont., are about to erect a large store and warehouse in Dundalk, and have called for tenders for the same.

Mr. Mayland, one of the head travelers of the firm of John Sloan & Co., wholesale grocers, Toronto, has arrived at the house after a most successful week's business. The firm are complimenting him on the large amount of business secured by him during the week.

J. E. Richards, of Dundalk, Ont., has one of the finest stores in the northern district, which is beautifully decorated with goods of all kinds, belonging to the grocery line. Business with him has been excellent of late.

E. Berwick & Co., general merchants, Shelburne, Ont. report trade there as improving rapidly, notwithstanding the disagreeable weather, which has made trade very backward during the past Spring.

The retail grocery trade of Owen Sound held their annual picnic on Thursday of this week. The outing was a grand success, largely owing to the efforts of W. A. McLean, C. W. Fox, and W. A. Grier, Mayor of Owen Sound.

### NEW COMMISSION FIRM.

M. McArthur, retail grocer, 419 Yonge street, Toronto, has sold out to Hugh Gunn, and entered on a partnership in a firm to be styled McArthur & Ewan. They will succeed King, Darrell & Walker Co., wholesale commission and produce merchants, Colborne street east, Toronto.

### HINTS TO BUYERS.

Laporte, Martin & Cie.'s ad. in this issue should be of interest to buyers of canned goods who have not placed their orders.

L. Chaput, Fils & Cie., Montreal, have received per schooner N. J. Taylor the first cargo of new Barbadoes molasses arrived this year. The schooner left Barbadoes May 7th, arriving in Montreal 13th June.

H. P. Eckardt & Co., Toronto, are offering special value in Japan rice.

Baltimore berries at White & Co.'s Toronto auction sales Saturday last brought as high as 20c.

Heinz' Evaporated Horse Radish is a good line for the warm weather. It will not spoil. The trade may pro-

cure the same from H. P. Eckardt & Co., Toronto.

1,000 boxes Brusson's French alimentary pastes in store with L. Chaput, Fils & Cie., who are Canadian agents for this firm.

H. P. Eckardt & Co., Toronto, report a good business doing in Barbadoes sugar, put up in barrels.

### B.C. WHOLESALE GROCERS' EXCHANGE.

The following officers have been elected in the B. C. Wholesale Grocers' Exchange: President, R. Kelly, Vancouver; vice-president, C. F. Todd, Victoria; treasurer, P. Wollaston, Victoria; secretary, F. Elworthy, Victoria; assistant secretary, W. D. Ross, Vancouver; directors for Vancouver, W. Braid, P. Chapman and E. A. Baker; directors for Victoria, P. Wollaston, S. Leiser and S. J. Pitts:

R. Kelly, of Vancouver, and P. Wollaston, Victoria, will represent the exchange at the annual meeting of the Dominion Wholesale Grocers' Guild, which meets in Winnipeg in July.

### MARITIME BOARD OF TRADE.

The Maritime Board of Trade will hold its annual convention this year in Moncton, N.B., in August. The Moncton board are already making great preparations for the meeting, and with the combined efforts of all the boards it is certain to be a signal success. It is expected that every board in the Maritime Provinces will be represented at the convention.

	<b>Association News.</b>	
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**Federation Meeting at Montreal.**

A special meeting of the Federated Retailers' Association was held on Wednesday evening, June 8th, at the Monument National, Mr. J. G. Watson presiding. There was a good attendance of the various members of the different associations comprising the federation. Mr. J. A. Beaudry, the secretary, delivered an interesting speech regarding the rules to be adopted in the federation. Ald. Lapointe made a statement as to the development of the trading stamp war, which the grocers had undertaken at the city hall. He stated that a definite law would shortly be drafted and enforced, which would do away with trading stamps altogether. A long discussion took place as to the early closing movement. The majority of the delegates present were in favor of closing two nights a week. It was afterwards decided that the federation would address officially the city council, asking them to take into their consideration the question of early closing. The meeting then adjourned.

**Canadian Wholesale Grocers.**

At the annual meeting of the Canadian Wholesale Grocers' Association, held in Montreal, June 9, the following officers were elected for the ensuing year: Hon. president, H. H. Lyman, Montreal; president, D. W. Roli, Winnipeg; vice-presidents, A. B. Evans, Montreal; C. A. Twiling, Hamilton; S. McDiarmid, St. John, N.B.; secretary, J. Mattinson, London; treasurer, W. S. Elliott, Toronto; executive, A. Lyman, Montreal; C. D. McHay, W. D. Elliott, Toronto; C. A. Twiling, Hamilton; J. Mattinson, London.

**DATE WINE VINEGAR.**

**O**F late years the distilling of inferior and fake vinegars has been carried on to a greater extent than ever before, owing to the fact that those diseases, to which, unfortunately, the vine is so subject, have considerably diminished the production of wine, and the true wine-vinegar has become almost unobtainable.

About 1885 a process was discovered in Belgium, and examined by the controller-general of vinegars, in Brussels, which allowed of excellent natural vinegars being obtained from wine produced by the date-palm. As a result of careful research, carried out by the most experienced men, the juice, which had been pressed from the dates, was left to ferment, and produced an excellently flavored wine, which the process of distillation, following all the rules of science, gave to the vinegar a taste hitherto unequalled.

This vinegar is of a fine, golden-yellow hue, and retains its nice, clear appearance in all climates. To a scent, which is highly agreeable to the senses, it adds a delicacy which has earned for it a preference over all others. These wines are known under the name of "Vinaigres l'Etoile" (Star Vinegars), and have been the object of the most careful examination and analyses on the part of the leading chemists, whose reports have been most eloquent. G. Bruylants, professor of physiological chemistry at the University of Louvain, and member of the Academy Royal of Medicine; Y. Vuysteke, professor of zymotechnics at the University of Louvain, and Henri Berger, professor of industrial chemistry at the University of Brussels, have all stated that every harmful germ has been destroyed in the date-vinegar, thanks to a secret process, discovered by the chemists. They say that those vinegars which have been obtained from date-wine are among the most healthful, and should be ranked amongst the best of wine-vinegars, of which, however, very few are to be found nowadays.

The results, too, have been most noticeable. The output, small at first, has very quickly assumed formidable proportions. Imports of vinegar into Belgium have become almost nil, and on the other hand, the enormous quantities of date-wine vinegar exported to almost all the countries of the European continent, India, China, Japan, Batavia, the Transvaal, etc., have very quickly made the superiority of date vinegar recognized everywhere, and large sales have followed. A purchasing agent for Canada is required, as will be noticed in the advertisement of M. Franz Goossens, jr., the export manager, in this issue of Grocer.

**PERSONAL MENTION.**

Major P. L. Mason, of the Queen's Own Rifles, Toronto, left on Tuesday for two weeks' camp at Niagara.

Mr. J. B. Wright, representing G. Waltney-Bunkley Peanut Co., Smithfield, Va., was in Montreal this week.

Mr. F. E. Perry, Quebec representative of Comfort Soap, was a visitor to their Montreal branch this week. He reported business good.

Mr. Miller, manager B. T. Babbitt, New York, paid a flying visit to Montreal last Saturday, and was met in the offices of their Canadian agent, Mr. W. H. Dunn.

Mr. M. Corrigan, Lucknow, Ont., has sold his grocery business to Mr. R. Moody, also of Lucknow. Mr. Moody took possession June 11, and intends removing his confectionery business from his other store, and run both businesses in the one store.

Mr. A. H. Brittain, Montreal representative of Black Bros. & Co., Halifax, was this week in the unpleasant situation of being shipwrecked on board the steamer Canada near Sorel, P.Q. He was congratulated not only upon his

escape, but for bravery in calmly aiding others.

Mr. W. M. Fielding has joined the traveling staff of S. H. Ewing & Sons, Montreal, covering the territory on the main line of the G. T. R. west of Montreal, and C. P. R. and Ottawa Valley District. Mr. Fielding was for many years with the F. F. Dalley Co., Ltd., Hamilton, and succeeds Mr. John Wark, who is taking a well-earned holiday.

Mr. C. L. Marshall, who for the past thirteen years has been identified with Warren Bros., wholesale grocers, Toronto, in the capacity of buyer and sample-room manager, has severed his connection with this firm and gone over to the Western Brokerage Co., Toronto. He is in charge of the purchasing department, which has just been started. His place with Warren Bros. has been taken by O. W. Rinker.

Two enterprising young Canadians have recently opened a new liquor agency in the Board of Trade Building, Montreal. They are: Messrs. Jas. M. Cunningham and H. J. Strain. Mr. Cunningham has made a name for himself as a liquor salesman, having been identified with the trade for a quarter of a century. Mr. Strain is also well known in the business community as a man of capability and standing. Among the principal agencies they have secured, the most notable is Birch's "Black Bottle" Scotch Whisky.

Mr. G. Gieben, of Rotterdam, Holland, managing director of the Kiederlen Distilleries in Holland, is visiting Montreal. He has been the guest of Mr. S. B. Townsend, of S. B. Townsend & Co., St. Sacramento street. He had the unpleasant experience of being one of the passengers on the R. & O. steamer Canada, which was sunk in a collision on Lake St. Peter last Sunday morning. Mr. Townsend, who is a leading wholesale wine and liquor merchant of the city, had a very narrow escape also. Both himself and Mr. Gieben were congratulated by a large number of friends on their fortunate escape.

Mr. Geo. E. Drummond, president of the Montreal Board of Trade, and of the Canadian Manufacturers' Association, returned home Saturday last on the Allan ss. Bavarian. Mr. Drummond has spent three months' vacation, partly in France and Switzerland, and partly in Great Britain. He stated that Canada was on the tongue of the Old World; in fact, he used the expression, that Canada was the hope of the Old World, and the pride of the new. He complimented Lord Strathcona for his inestimable services as High Commissioner. He had much also to say about the prominence of the Chamberlain preferential issue. He believed that the policy of Mr. Chamberlain would ultimately triumph; in fact, he said that if it did not triumph at the next general election, it would only be a matter of time. Mr. Drummond is looking very well indeed, and seemed very sanguine as to the rare possibilities of Canadian trade in the Old World.

# The Grocers' Search for a Tea

that would win and retain perennial favor has resulted in thousands of instances in their becoming enthusiastic distributors of

## Blue Ribbon Ceylon Tea

The RED LABEL at Forty Cents equals most Fifty Cent Teas.

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

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

**\$50.00**

Agents for Salada Tea.

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

**PROVOST & ALLARD, Wholesale Grocers, OTTAWA.**

During the summer, when Picnics, Excursions, Fishing and Tourist Parties are in full swing, every grocer will find it profitable to suggest

**Borden's "EAGLE BRAND" Condensed Milk, and  
Borden's "PEERLESS BRAND" Evaporated Cream**

Quality the Best, Price no Dearer than Inferior Goods—Think this Over!

SELLING AGENTS IN CANADA:

**WILLIAM H. DUNN, MONTREAL**

Erb & Rankin  
Halifax, N.S.

Scott, Bathgate & Co.  
Winnipeg, Man

W. S. Clawson & Co.  
St. John, N.B.

Shallcross, Macaulay & Co.  
Victoria and Vancouver, B.C.

# FREIGHTS AND CHARTERS

**A** GENERAL dullness is reported in freights all over the Dominion. Little chartering is taking place of steamers, and the usual colony of schooners which visited Montreal in former years is not present. However, word comes from Halifax and St. John that shortly a large number of British schooners are due at these ports, some of which are coming from New York, and others from different Atlantic ports, bringing peculiar cargoes, and looking for new cargoes for the United King-

FOR JUNE SHIPMENT.

	Heavy Grain quotations.	Oats.
Liverpool.....	6d.	9d.
London.....	7½d	9d.
Glasgow.....	7½ to 9d.	9d.
Avonmouth.....	1/	1/
Manchester.....	91.	.....
Hamburg.....	1/	.....
Antwerp.....	1/	.....
Leith.....	14½	.....
Dublin.....	17½	1/3
Belfast.....	16	1/4½
Cardiff.....	1/3	.....
Rotterdam.....	1/3	.....

Genevieve, 124 tons, \$1; Donzella, 119 tons; Selborne, 110 tons; scr Hartney, W., 270 tons, N. Y. to Yarmouth, 90c; Br. str. Bawtry, 1,512 tons from St. John, N. B., to west coast of England with deals, p. t. June; Br. scr. Clayola, 123 tons, and Viola, 124 tons, from N. Y. to St. John, N. B., with brimstone, \$1.75; scr. Anne L. Henderson, 353 tons, from Norfolk to Halifax, with creosoted material, lump sum; Russian barque, Imperator, 349 tons, from Richibucto to United Kingdom, with deals.

## BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.	Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to Lond'n
Flour, starch, split peas and oatmeal, in bags..	2240 lb. 5c.	7c.	6c.	9c.	12/6	10/	11/3	13/6	5/	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake.....	" 5c.	6c.	5c.	9c.	.....	10/	11/3	.....	.....	.....	10/	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	" 5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	.....	10/	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces ..	" 5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages ..	" 5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Bacon and boxed meats.....	" 5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned meats and fish.....	" 5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Cheese in boxes. Condensed milk.....	" 20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	30/	30/	.....	30/	.....
Cheese in crocks in cases.....	" 25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	35/	35/	.....	35/	.....
Butter, in cases and kegs.....	" 25/	30/	30/	30/	25/	30/	30/	25/	25/	.....	35/	35/	.....	35/	.....
Seeds, timothy and clover, in bags.....	" 10/	15/	12/6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags.....	" ..	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles ..	" 15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales ..	" 20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica....	" 7/6	10/	10/	12/6	12/6	.....	.....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares.....	" 8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	13/9	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple....	" 8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	.....	15c.	13/9	.....	13/9	.....
Weight (coarse) ..	" 7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings.....	" 7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	12/6	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags.....	" 6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	15/	15/	.....	15/	.....
Measurement (coarse).....	40 cb. ft. 8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine) ..	" 20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc.....	" 8/9	10/6	.....	12/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc.....	" 10/	13/1½	.....	12/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc ..	" 10/	10/6	.....	12/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels.....	" ..	.....	.....	.....	.....	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour ..	Barrel	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes.....	40 cb. ft. 15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt ..	each 10/	10/	10/	10/	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.....
Grain, in shipper's bags ..	Quart'r	.....	.....	.....	3/	.....	.....	3/	.....	.....	.....	.....	.....	.....	.....

When ocean charges are collectable at port of destination, rates exchanged on basis of \$4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of \$4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

dom. A considerable amount of lumber has been shipped to the River Plate from Canadian ports, and lumber is still being taken as cargo by some regular line steamers. The tramps have therefore been forced out this season so far. From western points the grain rates are exceedingly low, and in some places are high on other products, so that no freight is being offered. Cheese men in small towns, notably Brockville, have banded together to ask the C. P. R. and G. T. R. to Montreal, for lower

freights on cheese. The rates from this point are still 2½c higher than they were last year at the same period.

### Charters:

Br. str. Hilda 649 tons, New York to Halifax, p. t.; scr. Sebago, New York to Halifax, 254 tons, \$1.10; W. T. Green scr., 217 tons, from N. Y. to St. John, N. B., 90c; Br. sch. W. H. Waters, from New York to Halifax, 120 tons, 90c; also the following schooners, for a similar charter: New York to Halifax,

### HAY PROSPECTS EXCELLENT.

Gratifying reports have come from the various grass-growing sections of Ontario as to the prospects for the 1904 hay crop. A couple of weeks ago farmers were not very cheerful, but abundant rain and absence of frost have given the grass a splendid start, and at the present time the outlook is one of the best in years. The only discordant note comes from the low lying sections of Essex and Lambton, where the crop does not promise well; elsewhere the yield is expected to be enormous.

# BRAINS

## ENERGY, INTEGRITY and SALESMANSHIP.

Practical proof of the possession of these qualities given to any manufacturer desiring to place their line upon the market.

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Curtice Bros. Co., Rochester, N.Y., Blue Label Specialties.

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S. D. Stamos, Patras, Greece, Currants.

Dominion Canning Company, Limited, Toronto, Canned Goods.

Napa Valley Packing Co., San Francisco, California Fruits.

Swift & Co., Chicago, Ill., Soap Specialties.

A. B. Field & Co., San Francisco, California, Products.

Hills Bros. Co., New York City, Importers Foreign Fruits.

J. M. Douglas & Co., Montreal, "Blueol."

Kendall Mfg. Co., Providence, Rhode Island, "Soapine."

Runkell Bros., New York, Chocolate Coatings, etc.

Potter & Wrightington, Boston, Mass., Table Specialties.

Alex. Duffus, Jr., London, England, Cocoa Beans, etc.

Schall Packing Co., "Pineapple."

**Dominion Brokerage Co., 24 Scott Street, Toronto.**

Is there any other way to mercantile success than by satisfying customers?

Is there any other way to satisfy customers than by giving them Chase & Sanborn's brands?

No! and there isn't likely to be.

# Chase & Sanborn

The Importers, Montreal.



GREIG'S

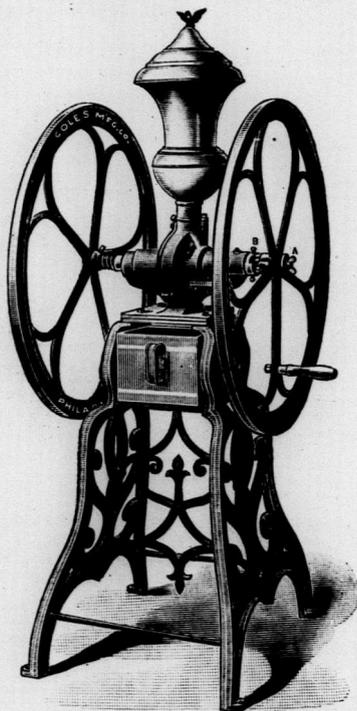


## White Swan Flaked Wheat

The flakiest flakes  
and finest flavor of  
any Canadian wheat

Pre-eminently THE HOT WEATHER CEREAL.  
100-lb. barrels. Quotations cheerfully given.

The Robert Greig Co., Limited  
White Swan Mills  
Toronto



No. 17. List Price, \$40.00.

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TODHUNTER, MITCHELL & CO., Toronto.  
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**Coles Manufacturing Co.**  
PHILADELPHIA, PENNA.

## Goles Coffee Mills

None better for Granulating or  
Pulverizing.

Our mills will Pulverize with-  
out 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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Olives are carefully sorted when being picked,  
packed and shipped—go through about the same process  
of "culling" as our home-grown fruits.

And are valued in about the same way—the culls  
are put in one class and sold cheaply, while the perfect  
fruit is classed by itself and sold at higher prices.

Your trade in this line depends on the quality you  
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Our olives are grown in the most famous orchards  
in Spain, gathered at perfect maturity, carefully selected  
as to quality and size and imported by us directly from  
Seville.

We assort them ourselves and put them up  
in clear, gracefully shaped bottles—their appetising  
appearance sells them and their appetite-producing  
qualities bring your customers back for more.

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LIMITED

London, Canada.

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Pure Gold Mfg. Co., Toronto.
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Horrocks, T. J., Toronto.  
McAlpin Consumers Tobacco Co., Toronto.  
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Turner, James, & Co., Hamilton.
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Greig, Robt., Co., Toronto.
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Canadian Swiss Trading Co., Montreal.  
Cowan Co., Toronto.  
Dutch Chemical Works, Amsterdam, Holland.  
Epps, James, Co., London, Eng.  
Mott, John P., & Co., Halifax, N.S.  
VanHouten's—J. L. Watt & Scott, Toronto
- Commission Merchants & Brokers.**  
Dawson Commission Co., Toronto.  
Dingle & Stewart, Winnipeg.  
Dominion Brokerage Co., Toronto.
- Dunn, Wm. H., Montreal and Toronto.  
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Lambe, W. G. A., & Co., Toronto.  
Millman, W. H., & Sons, Toronto.  
Nicholson & Bain, Winnipeg.  
Nicholson, Bain & Johnston, Calgary.  
Price, Chambers & Co., Winnipeg Man.  
Ratray, D., & Sons, Montreal.  
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Ryan, Wm., Co., Toronto.  
Watt, J. L., & Scott, Toronto.  
Wilson Commission Co., Brandon, Man.
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- Concentrated Lye.**  
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Colson, C. E. & Son, Montreal.  
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- Corks.**  
Ewing, S. H., & Sons, Montreal.
- Crockery and Glassware.**  
Gowans, Kent & Co., Toronto.
- Dairy Produce and Provisions.**  
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Fearman, F. W. Co., Hamilton.  
Matthews, Geo. Co., Brantford, Hull, Peterboro'.  
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McLean, J. A., Produce Co., Toronto.  
Park, Blackwell Co., Toronto.
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Bradstreet Co.
- Fish.**  
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Finkle & Ackerman, Bowmanville, Ont.  
Fraser, J. D., Leamington, Ont.  
Gibb, W. A., & Co., Hamilton.  
Hilborn & McLachlan, Leamington, Ont.  
Husband Bros. & Co., Toronto.  
McDougall & Lemon, Owen Sound, Ont.  
McWilliam & Everist, Toronto.  
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Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.
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- Grain, Flours and Cereals.**  
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Frontenac Cereal Co., Toronto.  
Greig, Robt., Toronto.  
McCann, Wm., & Co., Toronto.
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Davidson & Hay, Toronto.  
Eckardt, H. P., & Co., Toronto.  
Eby, Blain Co., Toronto.  
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Hudson, Hebert & Cie, Montreal.  
Kinneer, T., & Co., Toronto.  
Laporte, Martin & Cie, Montreal.  
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"Ozo" Co., Montreal.  
Provost & Allard, Ottawa, Ont.  
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- Infants' Foods.**  
Keen, Robinson & Co., London, Eng.
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- Jams, Jellies, Etc.**  
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Walkerville Match Co., Walkerville, Ont.
- Mince Meat**  
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Capstan Mfg. Co., Toronto.  
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Davidson & Hay, Toronto.  
Downey, W. P., Montreal.  
Eby, Blain & Co., Toronto.  
Flett's—Rose & Lafamme, Montreal.  
Gorman, Eckardt & Co., London, Ont.  
Horton-Cato Mfg. Co., Windsor, Ont.  
Lytle, T. A., Co., Toronto.  
"Ozo" Co., Montreal.  
Patterson's—Rose & Lafamme, Montreal.  
Snowdon, Forbes & Co., Montreal.  
Taylor & Pringle, Owen Sound.
- Polishes—Metal.**  
Oakey, John, & Sons, Montreal.
- Polishes—Stove.**  
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- Pottery.**  
Foster Pottery Co., Hamilton, Ont.
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Eureka Refrigerator Co., Toronto.  
Fabien, C. P., Montreal.
- Salt.**  
Canadian Salt Co., Windsor, Ont.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.
- Shelf Boxes.**  
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Duncan Company, Montreal.  
Metropolitan Soap Co., Toronto.
- Sodas—All Kinds.**  
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- Starch.**  
Brantford Starch Works, Brantford.  
Edwardsburg Starch Co., Cardinal, Ont.  
St. Lawrence Starch Co., Port Credit.
- Steel Shingles.**  
Metallic Roofing Co., Toronto.
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Castle, F. J., Co., Ottawa.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Imperial Maple Syrup—Rose & Lafamme, Montreal.
- Summer Beverages.**  
Batger's—Rose & Lafamme, Montreal.  
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Simson Bros. Co., Halifax.
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Balfour & Co., Hamilton.  
Blue Ribbon Tea Co., Toronto.  
Ceylon Tea Traders' Ass'n.  
Chase & Sanborn, Montreal.  
"Commissioner" Tea, London, England.  
Dutch Chemical Works, Amsterdam, Holland.  
Eby, Blain Co., Toronto.  
Ewing, S. H. & A. S., Montreal.  
Gillard, W. H., & Co., Hamilton.  
Japan Tea Traders' Ass'n.  
Kinneer, T., & Co., Toronto.  
"Ozo" Co., Montreal.  
Provost & Allard, Ottawa.  
Rutherford, Jas., & Co., Montreal.  
Salada Tea Co., Montreal and Toronto.  
Wood, Thos., & Co., Montreal.
- Vinegars.**  
Canadian Vinegar Co., Montreal.  
Goossens, Franz, Brussels, Belgium.  
Hill, Evans & Co., Worcester, Eng.  
"Ozo" Co., Montreal.  
Wilson, W. H., Co., Tillsonburg.
- Washing Compound.**  
Keen's—Frank Magor & Co., Montreal.  
Reckitt's—Gilmour Bros., Montreal.
- Wines, Liquors, etc.**  
Beland, B. O., Montreal.
- Woodenware.**  
Woods, Walter, & Co., Hamilton.
- Wrapping Paper, Etc.**  
Canada Paper Co., Toronto.  
United Factories, Toronto.
- Yeast.**  
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# “Where the Honey is

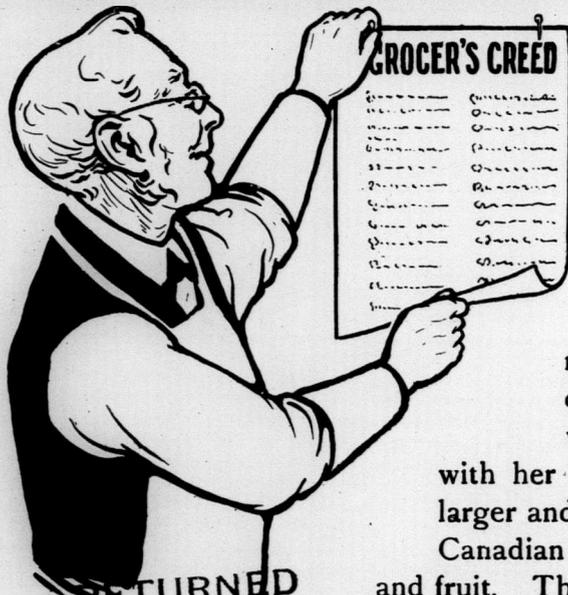
there are the bees.”

You won't find the successful grocer trying to extract profits from second-class goods. He doesn't waste his time, energy and money for the purpose of building up his competitor's business. In the long run, quality wins where quantity fails—*quality is remembered long after price is forgotten.*

Windsor Salt is the Salt of highest quality and hence sold by grocers of high reputation. It is pure, white, dry, crystalline—it is the Salt that doesn't cake. “Where the honey is, there are the bees”—you can trust the high-class grocer *to find out just where the honey is.*

## Windsor Salt

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



## Pin Your Faith To Quality.

Quality is the fundamental principle of good storekeeping.

It costs no more in the transportation, takes no more room on your shelves, and its selling ability is double that of a poor article, taking less time to sell, which means less help. Your customer is satisfied with her purchase, your best advertisement, and the profit is larger and sure.

Canadian soil furnishes a wonderful growth of fine vegetables and fruit. The best of these are taken by experienced hands in the largest and best equipped factory of its kind in Canada and made into OZO Brands. The result is quality.

RETURNED  
JUN 23 1904  
entirely  
55

# THE OZO CO., Limited

## MONTREAL.



President:

JOHN BAYNE MACLEAN,

Montreal.

**The MacLean Publishing Co.  
Limited**

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

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**METHODS FOR EXPANDING CAN-  
ADIAN TRADE.**

THE Government have been doing a useful work of late years in appointing commercial agents at the various important centres of the world's commerce, but singularly enough they have always failed to make any connection with the prime market of the world, namely, London itself.

So apparent has the neglect of this great distributing centre been, that there is an active agitation now on foot in the Manufacturers' Association, looking toward the appointment by that association itself of an agent of its own, amenable to its laws and regulations, and paid for by themselves. This is following the suggestion made in these columns some weeks ago.

We do not see why one should conflict with the other. The Government agent could never be the free, untrammelled man that the association's agent would necessarily be, and yet in many ways the Government agent could do

work which the association's agent could not possibly attempt, by reason, mainly, of his official position.

That the Manufacturers' Association will no doubt proceed with their plan is undeniable, because they generally do what they set out to do, but we do hope that when they act they will see that it will be necessary that their agent shall be a representative of Canadian manufacturers in general, and not only those who may belong to the association, numerous though they are.

The main difficulty about a movement of this kind is how to finance it. The average business man will positively delight in spending money in furthering his own personal interests, but get a crowd of them together, all able to do almost anything financially, and they will become over cautions at a few dollars almost to the humorous point. The whole thing is a question of co-operation, and for a very small amount per member a first-class educating and inspiring display of Canadian manufactures could be made in London, and considerable business developed thereby.

And it must not be forgotten that the cheese man, and the butter man and the apple packer and numerous other people of this kind, are just as truly Canadian manufacturers as the producers of iron and wood and other things. Let us look at this in a broadminded way, and drop our tendency to localism and small trade. We have everything in this country to do things largely, and as we build now, so will the trade of the future expand.

**THE FUTURE OF SUGAR.**

TRADE in sugar has recently assumed an interesting aspect.

At present the situation is extremely animated, inasmuch as sugar has stepped from a period of depression into one of activity. For this there are special reasons. One is undoubtedly the falling off of the Cuban crop for this year of about 200,000 tons, which alone will tend to invite free purchases of continental beet sugar in the Fall; in

fact, orders for extensive shipments have been placed already. It is only fair to believe that by draining the European markets to cover up the deficiencies in the Cuban crop, impetus will be given to the upward tendency in the price of sugar. Then, it may be remembered that large stocks of old season's beet sugar, both raw and refined, were left over in store unsold, when the bounties were abolished. These have been disposed of by skillful manipulation. They are therefore much reduced, and thus the chance of their being an incubus on the trade, as they were last season, has been erased. There is a general feeling that the fruit crop may be heavy this year, which means that large quantities of sugar will be required for the manufacture of jams and preserves. In fact, it is a long time since the consumption of sugar has been so stimulated by such a peculiar combination of circumstances.

There is another feature of great interest, and that is, Java sugar. For several years Java sugar has not been imported to the United States, and this season promises to see a large quantity of it utilized there. Interest in the Old Country market will be aroused directly, inasmuch as Java was always a source of supply for the Old Country. Buyers in turn will be interested in this change. For instance, America will require considerable importations in order to cover the deficit in the Cuban crop. Supposing that the crop should be even less than is anticipated, there is a probability of buyers and refiners turning their attention to the West Indies. In addition, Canadian refiners feel even now that they are compelled to use West India sugar, and a large tonnage of imports is known to have been registered for Canada. This at once adds force to the strength of the whole sugar position. Local refiners in Canada are naturally interested in the strength of the statistical position of sugar. It is generally believed that sugar will still be higher, but it would be well to ac-

cept advices as to expectations with the proverbial grain of salt, especially in view of a total drop of 10c in Canadian refined within the last ten days. Great caution should be exercised in buying sugar, owing to the uncertainty of the market. Sugar is certainly a vital issue, no matter how you may look at it. The Cuban crop was estimated at 1,200,000 tons originally; the latest estimate brings it down to 1,000,000 tons. On the other hand, the consumption of sugar on the continent has increased in a most extraordinary manner. All these facts point to the actual and possible future of sugar as one of strength.

#### CONSOLIDATION OF MARITIME BOARDS OF TRADE.

THE Maritime Board of Trade, which will shortly enter upon its second decade, has attained a position of substantial influence fully justifying its formation. While our fellow citizens in the Atlantic provinces fully concede the paramount importance of developing our western heritage to the fullest extent, they are thoroughly alive to the urgent necessity of conserving the interests of the eastern end of the Dominion, without which the integral existence of Canada would be greatly retarded. The deliberations of this body have been carried on at its nine annual gatherings with a vim and determination that augurs a bright future for its continued progress. The resources of the Atlantic provinces are so varied as to require sustained effort year by year to develop the expansion of which they are capable.

The questions incident to this development have been threshed out with commendable activity by the officials and members of the Maritime Board, which, as stated in President Haszard's report of August, 1903, now comprises no less than 33 affiliated boards with an enrolment of over 2,000 members. Among the leading questions on its agenda paper, the fast Atlantic service has been one persistently urged at each successive meeting.

President Haszard tersely pointed out at its last discussion the anomaly of a

detour of hundreds of miles in reaching Canada via the United States in comparison with nearer Canadian home ports. This humiliating recourse to distant foreign ports for ocean mail purposes will always prove a factor of consequence in causing further legislation on the part of our Newfoundland neighbors to the end of rounding out our territory by the long desired union.

While ocean transportation, shipbuilding and the harvests of the sea have absorbed requisite attention, the Board has dealt thoroughly and exhaustively with agriculture, improved stock breeding, fruit farming, mining and manufacturing, in all their branches, also steadily promoting railway development throughout the length and breadth of the sea-girt provinces. A subject which bears every indication of proving one of engrossing interest at the coming annual meeting in August next, was informally discussed at Charlottetown on a notice of motion, viz.: Legislative union of the Maritime Provinces.

Sooner or later this question, fraught with significance to the future of the Atlantic provinces is certain to come within the range of action. The advantages to be derived from a concentration of maritime effort, especially with the addition of Newfoundland and the diminution of expense by the curtailment of useless and cumbersome petty legislatures, are so manifest as to insure successful accomplishment when the proper course of action is earnestly advocated.

#### FAULTY COLD STORAGE.

SOME of the large exporters of butter, cheese, and other products are interested in complaints which have been made regarding certain steamships sailing from Montreal, to the effect that their cold storage plants are faulty. The discovery of this deficiency was made by certain returns having been laid before the House of Commons at the instance of Mr. E. D. Smith, of South Wentworth, Ont. The requirements demanded by the Minister of Agriculture are that butter should be carried at 20 Fahr. A little instrument called the thermograph has revealed the fact that in quite a number of cases these tem-

peratures were exceeded on certain steamships. The temperatures reported varied from 32 degrees up to 50 degrees. One steamer was reported to have carried apples at a temperature of 66 to 45 degrees.

Such violation of the law is not only a great loss of quality to the goods themselves, but as a matter of principle it endangers the reputation of all Canadian goods of this class. Certain prominent steamship people wish to be exonerated specifically from the charge, but the charge is general. It is believed by the authorities that it will not occur again. With the condition of things so strongly in need of betterment as far as ocean trade is concerned, it has been generally deplored by shippers that such an easily remedied difficulty should have cropped up at this time.

#### FRUIT TERMINALS AND TRANSPORTATION.

IN last week's issue of The Grocer appeared an editorial on "Fruit Terminals and Transportation" in which exception was taken to the inadequate fruit terminals provided Toronto fruit dealers by the various railroads entering Toronto, in addition to the poor facilities provided by these same railroads for the quick transportation of perishable fruit and produce.

In the interval, we believe that the parties on whom the burden of the blame lies have been informed of the stand we took in the matter, and as a result of this thousand-and-first protest, a marked improvement in the service provided the public has already been shown. For instance, one firm reports a gain of several hours in a shipment of perishable goods from the United States. The Grocer hopes still greater things may follow, and to that end expects on its own account to look further into the conditions of fruit terminals and transportation as they exist at other important terminal points in Canada.

#### THE PRICE OF COAL OIL.

Because the duty on coal oil has been lowered, it does not follow that retailers should immediately reduce their price. Consumers may clamor for a

reduction, but the demand for cheaper coal oil under the circumstances is unreasonable. The dealer must first secure his profits on stock purchased under the old conditions. That is his right, and the public should be led to see it in that light.

#### FEATURES OF THE NEW TARIFF.

THE changes immediately affecting the Canadian grocery trade in the new Fielding tariff, reference to which was made in last week's issue, are:

(1) The continuance of the surtax of 10 per cent. on all German goods.

(2) The abolition of the duty of 1½c per gallon on British West Indian molasses.

(3) An increase in the customs' preference on china and earthenware manufactured in Great Britain of 5 per cent., making the duty 15 per cent., whereas it was formerly 20 per cent.

(4) A provision to prevent dumping of foreign goods on the Canadian market. "Whenever it shall appear to the Canadian customs' authorities that the export or actual selling price to the Canadian importer of any imported dutiable article, of a class produced in Canada, is less than the fair market value as determined according to the basis of value for duty provided in the Customs' Act in respect of imported goods subject to an ad valorem duty, such article shall, in addition to the duty otherwise established, be subject to a special duty of customs equal to the difference between such fair market value and said selling price; provided, however, that the special customs' duty shall not exceed one-half of the customs' duty otherwise established in respect of the article except that on certain articles the special customs' duty shall not exceed 15 per cent. ad valorem."

A representative of The Grocer interviewed a number of the leading Toronto wholesalers and elicited the following opinions from them on the changes in the tariff:

#### Col. J. I. Davidson, of the Western Brokerage Co.,

speaks favorably of the new tariff as being in the interest of the business man, although the grocery trade cannot be said to have been affected by it largely. The abolition of the duty on British West Indian molasses is perhaps the most significant item. Although the molasses question does not mean so much in Ontario as in the lower provinces of Canada, there is no question but that the removal of the duty will tend to increase the consumption of

British West Indian molasses. It may become still more significant if West Indian is brought down near enough to a parity with New Orleans to supplant the latter, as seems not improbable, and certainly not impossible.

The clause which aims to effectually prevent the dumping of foreign goods on the Canadian market is also commendable. The main difficulty in the situation is to get at a proper valuation of foreign goods sent in to slump our market. The excellent system of Canadian agencies established abroad, which keep in close touch with foreign trade conditions seems, however, to offset this effectively.

#### Mr. Eby, of the Eby, Blain Co.,

is doubtful if the abolition of the duty on West Indian molasses will have any



The late Jacob Wilson, representative of The Indian and Ceylon Tea Co., Toronto.

immediate appreciable effect on the Canadian grocery trade, since a comparatively small quantity is consumed in this market. The tendency, however, is in the right direction. Mr. Eby thinks the principle a good one which is involved in the clause imposing a surtax on foreign goods dumped in this country, thus bringing the price up to the level of the price ruling in the foreign market. At the same time, it will be very difficult to get at a proper valuation of unlisted goods, and there is no question but the seller will assess his wares at as low a valuation as possible.

Mr. McLean, of Gowans, Kent & Co., is of the opinion that the change in the

tariff, by which the duty on china, pottery and earthenware imported from Great Britain is reduced from 20 to 15 per cent. is in the right direction, tending to discriminate against Germany, in favor of Great Britain. As a matter of fact, as high a percentage as 75 or 80 of china staples used in Canada are of British manufacture; they easily outclass German goods, and are superior to china of French manufacture. English china has a lasting quality, which in the long run is bound to count in its favor, and now that the new Fielding tariff has made importations from Great Britain easier, we may expect to see the British manufacturer supplant the German altogether.

[These interviews will be continued in next week's issue of The Grocer.]

#### THE LATE JACOB WILSON.

THE Grocer regrets to record in this week's issue the death of Jacob Wilson, the Toronto representative of the Indian and Ceylon Tea Co., which occurred on Monday, June 6.

Mr. Wilson was born at Coburg, Ont., in the fifties, and resided there and at Belleville up to and even after the time when he entered on his business career in Montreal, about 1869. Here he was first associated with the firm of Sinclair, Jack & Co., with whom he retained his connection until he became a partner in the firm of Tees, Costigan & Wilson, which succeeded Sinclair, Jack & Co. The business of this firm was afterwards conducted under the firm name of Tees, Wilson & Co., in the early nineties. Mr. Wilson severed his connection with this firm to become the Toronto representative of the Indian and Ceylon Tea Co., with which business he was identified up to the time of his death.

Mr. Wilson was a most estimable gentleman, and undoubtedly one of the most popular Toronto brokers on the street, his amiability and sterling character having won him a firm place in the respect and good-will of the business men of Toronto. During his career as a commercial traveler, no man on the road was more popular than "Jake" Wilson. His friends extend from Montreal to Sarnia, and as far west as Winnipeg, every one of whom sincerely regret his demise.

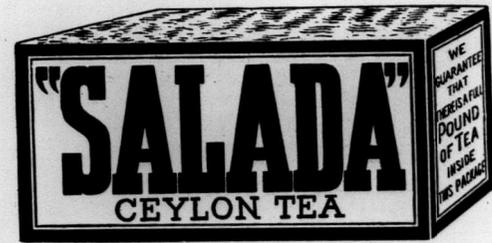
## We Do Not Pretend To Be Gifted With Second Sight

But we do claim to have facilities to base sound conclusions upon that are denied many others.

In the matter of "SALADA" Natural Ceylon Greens, for instance, with our large, varied and constantly expanding connection, we have been able to test these against Japans in the most thorough manner, the result being a continual flow of repeat orders that puts contra-argument out of court.

If you have any Japan Tea trade left, put "SALADA" Natural Green in competition with it; we know what the result will be, but would like you to experience it also.

Wholesale Terms from "SALADA" Tea Co., Toronto and Montreal.



Creates  
Continuous  
Custom



## "Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

PACKED BY

J. H. Todd & Sons, - Victoria, B.C.



Dainty Summer desserts are made with

## Brantford Prepared Corn Starch.

The kind of desserts your customers want for the warm Summer days. If you let your customers know that you have Brantford Prepared Corn Starch in stock it will sell quickly.

The recipes on the carton give a dainty variety.

**THE BRANTFORD STARCH WORKS,**  
BRANTFORD, CANADA. LIMITED.



# How About Your Canned

Our offer as under will interest you—it is an exceptional one. Look over the list—nothing to lose. We guarantee the pack, quality and **delivery**. Refer to this offer! J these brands—you can have them. Write promptly.

## TOMATOES.

Log Cabin,	Aylmer,
Simcoe,	Bowlby,
Lakeport,	Boulter,
Delhi,	Victoria,
Little Chief, (Gallons.)	

## PEAS.

Log Cabin,	Sweet Wrinkle.
"	Early June.
"	Little Gem (best.)
Aylmer,	Standard.
"	Early June.
Little Chief,	Champion.
"	Marrowfat.
"	Sifted June.
"	Extra Faultless (finest grade.)
Boulter,	Sweet Wrinkle.
"	Early June.
"	Special Sifted June (best.)
Delhi	Marrowfat.
"	Sweet Wrinkle.
"	Early June (best.)
Simcoe	English Garden.
"	Early June
"	Extra Sifted (finest.)

## CORN.

Aylmer,	Boulter,
Victoria,	Delhi,
Log Cabin,	Little Chief,
Lakeport,	Simcoe,
Simcoe, (Gallons, on cob.)	

## SUCCOTASH.

Log Cabin, 2s.

## STRING BEANS.

Little Chief,	Refugee.
"	" Wax.
Log Cabin,	Refugee.
"	" Wax
Victoria	"

## BAKED BEANS.

Red Cross	} Plain, in Tomato Sauce. In Chili Sauce. 3 sizes, 1s, 2s and 3s.
Log Cabin	
Little Chief	

## PUMPKINS.

Little Chief, 3s.

## ASPARAGUS.

Simcoe, tips, 2s.

**SALMON**

Victoria,

Horse Shoe,

O-Wee-Kay-No,

WRITE EA

# LAPORTE, MAR

Wholesale Grocers, Wine and Spirit Me

# ed Goods For This Year ?

ook over the list—it will interest you. You have everything to gain by buying **now**, and to this offer! Just look at the packers—they are the best! Some of your customers want

### SPINACH.

Simcoe, 2s.  
" 3s.

### CHERRIES.

Bowlby, Red Pitted, 2s.  
" White Pitted, 2s.

### STRAWBERRIES.

Simcoe, Heavy Syrup, 2s.  
Delhi, " " 2s.  
Bowlby, " " 2s.  
" Standard, Gallons.  
Log Cabin, Heavy Syrup, 2s.

### RASPBERRIES.

Simcoe, Heavy Syrup, 2s.  
Delhi, " " 2s.  
Bowlby, " " 2s.  
" Standard, Gallons.  
Log Cabin, Heavy Syrup, 2s.

### APPLES.

Bowlby Standard, 3s.  
" " Gallons.  
Simcoe " 3s.  
" " Gallons.

### LAWTONBERRIES.

Bowlby, Heavy Syrup, 2s.

### GOOSEBERRIES.

Bowlby, Heavy Syrup, 2s.

### PINEAPPLES.

Simcoe, Sliced, Standard, 2s.  
" Grated, 2s.  
" Whole, 3s.

### PEACHES.

Simcoe, Yellow, 2s.  
" " 3s.  
Bowlby, " 2s.  
" " 3s.  
Delhi, " 2s.  
" " 3s.

### PEARS.

Bowlby, Bartlett, 2s.  
" " 3s.  
Delhi, Yellow, 2s.  
" " 3s.

### PLUMS.

Bowlby, Lombard, Light Syrup, 2s.  
" Green Gage, Light Syrup, 2s.  
" Egg, Heavy Syrup, 2s.

**ALMON**

ay-No, Clover Leaf, Tall,

Clover Leaf, Flat.

RITE EARLY.

# MARTIN & CIE.

Spirit Merchants,

**MONTREAL**

**Special Announcement!**

**McGREGOR'S MARMALADE**

"ABSOLUTELY PURE."

A staple article in all first-class grocery stores will in future be made by McGregor Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.

PRICES—Doolittle Quarts, \$3.25; pound jars, \$1.50; tumblers, \$1.00 per doz. F.O.B. Toronto; Quaker Marmalade, \$1.70 per doz.

**McGregor - Harris Co., Limited**  
33 Pearl St., TORONTO.

**TOBLER'S SWISS MILK CHOCOLATE**

is delicious. Try it.

**BROWNE & WELLS, Limited, TORONTO**  
CANADIAN AGENTS.

**FISH AND OYSTERS WHOLESALE.**

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

**EGGS**

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

**The WM. RYAN CO., Limited**  
70 and 72 Front St. E., Toronto.

**BUTTER and EGGS**

—WE ARE—

**BUYERS and SELLERS**

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

**Rutherford, Marshall & Co.**  
Wholesale Produce Merchants,  
**TORONTO.**

number of concerns have disposed of their final invoices, and by the end of the current month practically the whole of the 1903 crop will have passed into second hands.

The quantity of tea which had accumulated at Dalny has, under urgent representations to the Russian Government by consignees, been dispatched from thence some weeks since, and is gradually coming to hand. A considerable portion is supposed to be damaged.

Entries for export to the United Kingdom for the second half of May were 1,160,000 lbs., as opposed to 1,645,000 lbs. the year before, and from April 1 to 31st ult. 1,643,000 lbs., and 2,452,000 lbs. for 1904 and 1903 respectively.

In Ceylons there has been a good demand, and on the whole steady prices, inferior qualities being mostly accountable for any lower quotations registered. Buyers were eager to secure common kinds, which were fully firm. Mediums passed irregularly, Pekoes from 6½ to 7½d scarcely bringing former rates. Fine and finest sold with good competition. Many of the arrivals were less attractive in the cup. The weather in Java appears to have induced heavier flushes of inferior quality teas, and the exports from Colombo are now upon a larger scale than of late. Shipments in May approached a record quantity.

In Chinas a very limited trade has been done, but the London market has now been absolutely cleared of the lower grades, as have several other large markets, by the demand from Russia. The Hankow market in the new season has opened with about 6d as the minimum price, so that it is unlikely that large shipments will find their way to London. The probability of China teas replacing Indians and Ceylons because of the lower level of prices becomes less, and the increase shown in the deliveries recorded was largely for export. During 1902 and 1903 there was some increase for home consumption, but during the early months of 1904 the board of trade returns show a decline as compared with both of these years. Our quotations are as follows:

Congou—half-chests, Kaisow, Moning, caddies, Faking	0 12	0 60
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 22	0 30
Pekoe Souchong	0 18	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 38
seconds	0 23	0 23
thirds	0 16	0 18
common	0 15	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
seconds	0 18	0 19
half-boxes, firsts	0 28	0 32
Japan—½ 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	0 20
Common	0 19	0 19

**COFFEES.**

On the strength of unfavorable crop reports from Brazil, green Rios have advanced 35c per hundredweight on the Toronto market. Business is quiet on the street as a result of the high prices quoted.

The New York coffee market opened on Monday at an advance of 5 to 10 points in response to stronger European advices and on continued light receipts at Rio and Santos. The advance reported by the Havre and Hamburg coffee mar-

kets was greater than expected, which resulted in a slightly higher market. Cable advices from Europe spoke of the present advance in the market as premature, and of the present rains in Brazil as similar to those which immediately preceded the record breaking 1901-1902 crop grown by Brazil. Brazil markets were reported as holding firm, and in most instances the firm offers received from Rio and Santos were on a higher basis. We quote the following prices:

Green Rios, No. 7	Per lb.	0 08½
" " No. 6	0 08½	0 08½
" " No. 5	0 08½	0 08½
" " No. 4	0 09	0 09
" " No. 3	0 21	0 25
Mocha	0 22	0 35
Java	0 10	0 12
Santos	0 26	0 35
Plantation Ceylon	0 22	0 25
Porto Rico	0 22	0 25
Guatemala	0 15	0 20
Jamaica	0 16	0 23
Maracaibo	0 16	0 23

**RICE AND TAPIOCA.**

There is nothing new to report in rice and tapioca for the week under review. Last week's prices continue unchanged. Our quotations are as follows:

Rice, stand. B.	Per lb.	0 03½
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03½	0 04
Tapioca, staple	Per lb.	0 03½
" double goat	0 03	0 03
Carolina rice	0 10	0 10

**SPICES.**

The spice market continues quiet and without special feature. We quote the following prices:

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

**Foreign Dried Fruits**

The feature of the week in foreign dried fruits is that stocks of prunes are getting cleaned up and are beginning to be scarce on the Toronto market. Last week not a box was available. Sultanas are advancing abroad, and prices there are about a cent above a parity with the New York market. Cables from Greece quote lower prices on currants for August shipment. Our quotations are as follows:

**PRUNES.**

100-110s	Per lb.	0 04	0 04½
90-100s	0 05	0 05½	
80-90s	0 05½	0 05½	
70-80s	0 06	0 06½	
60-70s	0 06½	0 07	
50-60s	0 07	0 07½	
40-50s	0 07½	0 08	
30-40s	0 08½	0 08½	

**CANDIED PEELS.**

Lemon	Per lb.	0 10	0 12½
Orange	0 11	0 13	
Citron	Per lb.	0 15	0 18

**FIGS**

Tapnets	Per lb.	0 03½	
Naturals	0 06½	0 09½	
Elemes	Per lb.	0 08	0 20

**APRICOTS.**

Californian evaporated	Per lb.	0 12½	0 15
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**PEACHES**

Californian evaporated	Per lb.	0 8½	0 12
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**CURRANTS.**

Fine Filiatras	Per lb.	0 04½	up
Patras	0 06	0 06½	
Vostizzas	Per lb.	0 07	0 08

**RAISINS.**

Valencia, fine off-stalk	Per lb.	0 06½	0 06½
" selected	0 07	0 07½	
" selected layers	0 07½	0 09	
Sultana	0 06½	0 10	
Californian seeded, 12-oz.	0 08½	0 09	
" 1-lb. boxes	0 10½	0 11	
" unseeded, 2-crown	0 08	0 07½	
" 3-crown	0 08	0 08½	
" 4-crown	0 09	0 10	

DATES.

	Per lb.	Fards.....	Per lb.
Halloweas .....	0 03 1/2	0 04	0 08 1/2
Sairs .....	0 03 1/2	0 03 1/2	0 09

FOREIGN NUTS.

The only item of interest in foreign nuts this week is the speculation now going on in Messina on both new and old crop filberts, on account of the reports of serious damage to the growing crops. Last week's quotations continue unchanged. We quote the following prices:

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

Country Produce.

EGGS.

The egg market is in the most unsatisfactory condition that has been experienced in years. Country picklers have been laying in large stocks of the best season eggs at prices which are 2c higher than they should be at this season of the year. Were warm weather eggs as suitable for pickling as those of the earlier season, the city dealers would simply wait until the country picklers were stocked up, and then buy at what price they pleased. As it is, however, all picklers must get a part of the best eggs. The anxiety and competition of the country buyers have kept prices up, although the last week saw a drop of a-half cent in the country. What will happen cannot be told, but the weakening that has commenced may continue. The price for this week is 15c

APPLES.

The evaporated apple market has shown signs of improvement during the past week. It is believed that stocks are getting within small compass, and as the season for green apples is over, there has been an increased demand for evaporated apples. We quote the following prices:

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

Very little trade is doing in beans, and last week's prices continue unchanged. Our quotations are as follows:

Beans, mixed, per bush.....	1 40
" prime, " .....	1 50
" handpicked, per bush.....	1 55
" water-stained " .....	1 00
" Lima, per lb .....	0 05 1/2

HONEY

The honey market has been quiet and featureless during the week under review. We quote the following prices:

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

Fish.

A brisk trade is reported in fresh fish during the week under review, with the market steadier as a result of price-cutting having ceased. No additional

varieties are noted on the market this week. Our quotations are as follows:

Halibut, " .....	0 12
Sea salmon, " .....	0 18
Whitefish, fresh caught, per lb.....	0 09
Haddock " per lb.....	0 06
Cod, steak " .....	0 08
Perch " .....	0 06
Maakerel, fresh, per fish .....	0 15
Trout, lake, per lb.....	0 07 1/2
Herring, lake, per lb .....	0 05
Pike, per lb .....	0 05

Green Fruits.

A brisk trade is reported in green fruits during the week under review. California seedlings are on the market in small quantities, and are quoted at \$3 to \$3.25. California Mediterranean sweets will be here in a few days, and will be quoted at \$3.25 to \$3.75. Considerable quantities of California navels are still to be seen on account of the season having lasted particularly late. Lemons are in big supply, and are moving only fairly. The New York market firmed 25c a box during the week on account of the warm weather prevailing there. Delaware and Maryland strawberries have held their own well, notwithstanding the appearance of home-grown berries on the market on June 14. The latter are "Michael's Early" and although fair in quality, they cannot compare with the imported berry as yet. Canadian berries are quoted at from 15 to 20c. A good week is reported in pineapples; at the present time Florida stock supplies the market largely. During the week prices on pines advanced 25 to 30c a case, but they are down again to a normal level. Pines will not be cheaper this season than they are at the present time. Gooseberries from Queenston, Ont., are noted on the market for the first time this season. We quote the following prices:

California navels, per box .....	3 50	4 25
California seedlings, per box .....	3 25	3 75
Messina lemons, new, 300's, per box .....	2 50	3 00
" 360's, per box .....	2 25	2 75
Sorrento lemons, new, 300's, per box .....	3 00	3 50
Valencia oranges, 420 case .....	6 00	6 50
Valencia, large, per case .....	7 00	7 50
Havana pineapples, per crate .....	3 00	4 00
Florida pineapples, per crate.....	3 00	4 00
Bananas, large bunches .....	1 75	2 25
Bananas, red, per bunch .....	1 50	2 50
Apples, per bbl .....	3 00	4 00
California cherries, per 10-lb. box.....	1 75	2 00
Limes, per box .....	1 25	1 25
Strawberries, Delaware and Maryland, quarts .....	0 16	0 18
Strawberries, Ontario, per box .....	0 15	0 20
Mississippi tomatoes, per crate .....	1 50	2 00
Florida tomatoes, per crate .....	2 75	3 50
Watermelons .....	0 30	0 40
Gooseberries, per basket.....	1 00	1 00

Vegetables.

Trade in vegetables has been healthy during the week under review, with an especially large sale of green stuff. On the market, potatoes are quoted higher and spoken of as scarce. Provision men hold decidedly easier prices than those ruling in the market, and are of the opinion that there are still lots of potatoes available through the country. No more shipments of Egyptian and Bermuda onions are expected, and present stocks are going very slowly. New beets and carrots are 25c easier than they were last week, and are becoming more and more plentiful from week to week. Outdoor asparagus is scarce and firmer in price. New cabbage is \$1

easier, and spinach from 10 to 50c easier. New potatoes are firm. Home-grown cauliflowers grown at Scarborough, Ont., are on the market this week for the first this season. Our quotations are as follows:

Potatoes, per bag .....	1 00
Potatoes, per bag, car lots.....	0 80
Egyptian onions, per sack.....	2 25
Bermuda onions, per bush crate.....	1 25
Bunch lettuce, per doz. bunches.....	0 25
Radishes, per doz. bunches.....	0 30
Mushrooms, per lb. ....	0 75
Mint, per doz. bunches.....	0 30
Parsley, " .....	0 20
Sage, per doz.....	0 15
Savory, per doz.....	0 15
Carrots, new, per doz.....	1 75
Beets, new, per doz.....	1 75
Egg plant.....	0 25
Artichokes, per bush.....	1 00
Yellow turnips, per bag.....	0 35
Leeks, per doz.....	0 40
Rhubarb, outdoor, per doz.....	0 20
Green onions, per doz.....	0 15
Green house water cress, per doz.....	0 25
Green cucumbers, per bush. hamper .....	2 50
Green cucumbers, per doz.....	0 40
Asparagus, outdoor, per doz.....	0 50
Florida spinach, per bush. hamper.....	0 40
Florida new potatoes, per bush.....	2 00
Green peas, per bush.....	1 50
" cabbage, per case .....	2 75
" beans, per bush.....	1 75
Waxed beans, per bush.....	2 50
Cauliflowers, small, home grown, per doz.....	1 00

Seeds.

The abundant rains have rather interfered with the sale of millet and Hungarian during the week, and as a matter of fact, very little corn has been sold on account of the extremely late and wet season. Last week's prices continue unchanged. We quote the following prices:

Corn, Dent varieties, per bu. of 56 lbs.....	0 80	0 95
" Flint " .....	1 15	1 25
Millet, per bu.....	1 08	1 10
Hungarian, per bu .....	1 20	1 25

Grain, Flour and Breakfast Foods.

GRAIN.

Both Manitoba and Ontario wheat are easier this week, and the market continues quiet. Manitoba wheat, No. 1 northern, No. 2 northern and No. 3 northern, are respectively 1 1/2c easier. Red wheat and white wheat are 2c easier. We quote the following prices:

Manitoba wheat, No. 1 hard, per bush, Toronto.....	0 96
" " Northern No. 1 " .....	0 94 1/2
" " " No. 2 " .....	0 91 1/2
" " " No. 3 " .....	0 88 1/2
Red, per bushel, on track Toronto .....	0 94 1/2
White " .....	0 94 1/2
Barley " .....	0 46 1/2
Oats " .....	0 35 1/2
Peas " .....	0 68 1/2
Buckwheat " .....	0 69 1/2
Rye, per bushel, " .....	0 64 1/2

FLOUR.

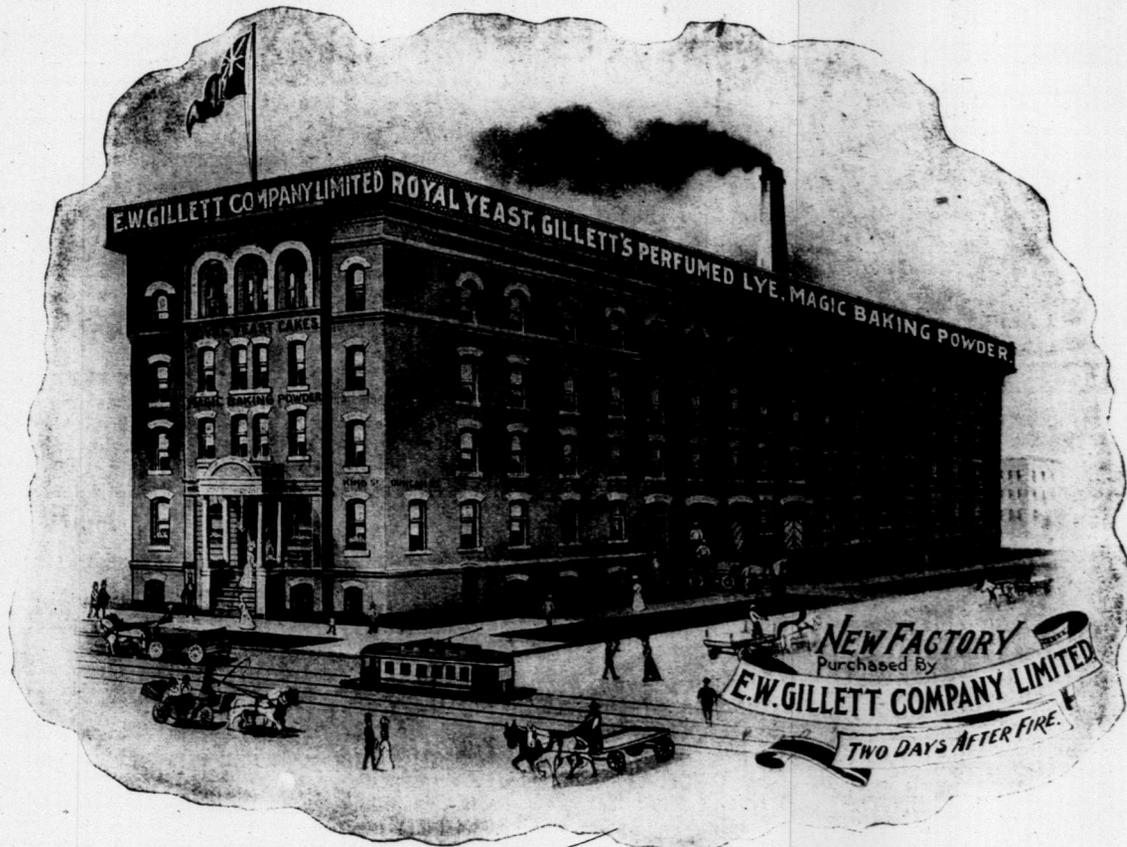
Easier prices generally rule the market this week than last. An easier tendency was noted several days ago, which developed into an actual drop during the week under review, namely, 15 to 20c on Manitoba wheat patents, 10 to 15c on strong bakers, 10 to 20c on Ontario wheat patents, and 10 to 15c on straight roller. The flour trade is reported as quiet. We quote the following prices:

Manitoba wheat patents, per bbl.....	4 60	4 80
Strong bakers " .....	4 40	4 60
Ontario wheat patents " .....	4 50	4 80
Straight roller " .....	4 35	4 50

BREAKFAST FOODS.

The only change in breakfast foods for the week is a drop of 25c in rolled wheat. A brisk trade in breakfast foods is reported. Immediate prospects are for a continuation of the present





# GILLETT'S GOODS ARE THE BEST!

**RETAIL MERCHANTS**—We find some wholesale houses claim they cannot get sufficient **ROYAL YEAST** to fill all orders, and at present this is not unlikely. At the same time this is **NOT** sufficient reason for their **SUBSTITUTING** some inferior article, and the same applies to orders you get from your customers.

**SEND IT BACK**—Our advice to Retail Merchants in all cases when something is substituted for **ROYAL YEAST** or any articles of this Company's manufacture is to send it back at expense of shippers and to advise us promptly of the facts in the case.

**SUBSTITUTES WILL NOT PLEASE** your Customers and this will mean trouble for you. **REMEMBER FORMER EXPERIENCES WITH THEM.**

**ORDER DIRECT FROM US**—If you cannot get **ROYAL YEAST** or other articles of this Company's manufacture from your wholesale house order direct from us. All orders of this kind will receive **PROMPT** attention.

**WORKING DAY AND NIGHT**—Our two temporary factories are being run day and night to keep the trade and the consumer supplied with **GILLETT'S GOODS**, but the demand being more enormous than before the fire makes it utterly impossible to turn out the various articles in large enough quantities at present, and this condition of affairs will exist until we get running smoothly in our new Factory.

**HANDLE THE GOODS SPARINGLY** in the meantime, and a little later every wholesale and retail merchant in Canada will get all they require.

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

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



# ALEXANDER CAIRNS & SONS,

Makers of Marmalades, Jams and Jellies,

St. George Preserve Works - - - - PAISLEY, SCOTLAND.

NEW SEASON'S MAKE NOW IN STOCK of these

"MOST DELICIOUS COMBINATIONS OF DAINTIES."

PATENT AIR-TIGHT CAP, 1-LB. GLASS JARS, CASES 2 DOZEN.

Cairns' Finest Home-made Orange Marmalade.....	\$2.20	per dozen.
Cairns' Pure Scotch Orange Marmalade.....	1.70	"
Cairns' Tangerine Orange Marmalade.....	2.20	"
Cairns' Pineapple..... Marmalade.....	2.30	"
Cairns' Ginger..... Marmalade.....	2.30	"
Cairns' Green Figs and Ginger Marmalade.....	2.30	"
Cairns' Ginger and Pineapple Marmalade.....	2.30	"
Cairns' Green Fig..... Marmalade.....	2.30	"

Cairns' Bramble Jelly from the Scottish Highlands, 1-lb. stone jars, cases 4 dozen ..... 2.00 "

The delicious flavor of the Wild Bramble is fully brought out in this Jelly by judicious addition of a small quantity of other fruit juice.

Cairns' Bramble Jelly is a specially fine Preserve. Indeed, it is quite unique and there is sure to be a large Scotch population in Canada who will appreciate it. It is superior to Preserves made from ordinary cultivated fruit. It is manufactured from Wild Brambles.

Cairns' Pure Scotch Orange Marmalade, 7-lb. tins, cases 1 doz., \$7.20 per dozen. .

For less quantities than original cases, add 10c. per doz. on 1-lb. glass jars and 1-lb pots.

TERMS :—NET 30 DAYS OR 1% 10 DAYS, F.O.B., MONTREAL.

For direct importation, Sterling prices F.O.B., Glasgow, supplied on demand.

Sole Agents for the Dominion of Canada :

## HUDON, HEBERT & CIE,

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

CURRANTS.	
Fine Filiatras, per lb. in cases.....	0 84 0 05
" " cleaned.....	0 05 0 05
" " in 1-lb. cartons.....	00 6 0 05
Finest Vostizzas ".....	0 06 0 07
Analias ".....	0 05 0 05
SULTANA RAISINS.	
Sultana raisins, per lb.....	0 06 0 08
1-lb. carton.....	0 09
Shelled Walnuts.....	0 19 0 20

**Green Fruits.**

Bananas have glutted the local market, and have dropped to \$1.25 to \$1.75. This was owing to the arrival of eighteen carloads. Barreled lines are coming in freely, 1,200 to 1,600 in a barrel, and are in good demand. Canadian apples have advanced to \$3 and \$5. Pineapples also have been attracting attention by receding in price. The first Canadian strawberries were expected Thursday, and the price quoted is 12 to 15c. First plums were noticed on the market from Alabama, selling at \$5 a crate. First apricots were offering freely at 4 1-2c. Peaches from Florida were selling at 4 1-2c for 8-basket crates. Cherries are still holding at \$2.50 for box of ten lbs. We quote:

Cocoanuts, per bag of 100.....	4 00
Canadian apples, in bbls.....	3 01 5 09
Pineapples, 24 to case.....	3 25 3 50
" " 30 to case.....	2 50
Bananas.....	1 25 1 75
Egyptian onions, per bag.....	1 75
Bermuda onions, crates.....	1 25
New Messina lemons 300's.....	2 75
" " 360's.....	2 50
California navel.....	3 00 2 25
Florida tomatoes, per crate.....	2 70 3 00
Cucumbers, per doz.....	0 50
Spinach, bbl.....	3 25
Asparagus, per basket.....	1 00
Radishes, per doz.....	0 45
Strawberries, qts.....	0 12
Peanuts, Bon Fous.....	0 11
" Sun brand.....	0 09
" Diamond G brand.....	0 07
" Coon brand.....	0 07
New Brazils.....	0 13
New potatoes, per bbl.....	7 50
Cabbage, per crate.....	2 75 3 75
Mushrooms, per lb.....	0 75

**Fish.**

There has been a decided easiness about the fish market, although the demand has been steadily maintained. Brook trout continues to be scarce. Gaspe salmon and British Columbia salmon have dropped to 15c and 13c, respectively. Some grades of lake trout, white fish, dore and fresh mackerel have eased off to 7 1-2c, though the standard price is quoted as 8c. Boneless cod has dropped a-half a cent, while skinless cod has advanced \$5 per 100 lb. case. The dealers believe that the decline in most popular fish is caused by large numbers of fishermen catching food for themselves, and the holidays having set in. We quote:

Haddies.....	0 07 1/2
Smoked herring, per box.....	0 15
Fresh haddock, per lb.....	0 04
Pike, " round and dressed.....	0 07
Halibut, fresh, per lb.....	0 10
Gaspe salmon, fresh per lb.....	0 12 0 15
Fresh B. C. salmon.....	0 13
Fresh steak cod.....	0 05
Lake trout, per lb.....	0 07 1/2 0 08
Whitefish.....	0 07 1/2 0 08
Dore.....	0 07 1/2 0 08
Fresh mackerel.....	0 07 1/2 0 08
Lobsters.....	0 12
No. 1 Labrador herring in 20-lb. pails.....	0 75 0 85
No. 1 Herring, Labrador, per bbl.....	4 75
" " half bbl.....	2 75 3 00
No. 1 Holland herring, per half bbl.....	6 50
No. 1 Scotch herring, ".....	6 50
" " per keg.....	0 95
Holland herring, per keg.....	0 65 0 75
No. 2 green cod, bbls. 200.....	5 00
Salt mackerel, pail of 20 lbs.....	1 50
Boneless cod, 1 and 2-lb. blocks, per lb.....	0 06
" " fish.....	0 05
" " loose, in 25 lb. boxes.....	0 04 1/2
Boneless fish, in crates 12 5-lb. boxes.....	0 05
Pure Georges cod, 40 lbs.....	0 74
Skinless cod, cases 100 lb.....	5

B. C. salmon, choice reg, per bbl.....	15 00
B. C. salmon, 1-bbl.....	8 00
Marshall's kippered herring, per doz.....	1 40
Canadian kippered, per doz.....	1 00
Canadian 1/2 sardines, per 100.....	3 75 4 00
Canned cove oysters, No. 1 size, per doz.....	1 30
Canned cove oysters, No. 2 size, per doz.....	2 25
Standard bulk oysters, per gal.....	1 50
Selects.....	1 75

**Country Produce.**

**EGGS.**

No change has taken place in the egg market, except that receipts fell off nearly one-half on Monday morning, dropping from over 1,000 cases on Saturday to 554. Good stock still maintains 15c. Seconds were bringing 14c to 14 1-2c per dozen.

**BEANS.**

The bean market is very quiet. A certain steadiness, however, characterizes it, and some sales have been made of choice primes at \$1.35 to \$1.40 per bushel. Primes at \$1.30 per bushel. Choice lots of carload primes were sold at \$1.30, and primes at \$1.25 a bushel.

**HONEY.**

The position of honey is unchanged. White clover is quoted at 13 1-2 to 14c. Extracted white clover remains at 8 1-2 to 9c in 10 lb. tins, and 7 to 7 1-2c in 300 lbs. kegs. Buckwheat remains at 6 and 7c.

**MAPLE PRODUCTS.**

A small business is being done in maple products, with the demand light for high-class goods. We quote:

Maple syrup, in wood, per lb.....	0 05 1/2 0 06
Maple syrup, in large tins.....	0 80 0 85
Pure sugar, per lb.....	0 07 0 07 1/2
Pure Beauce sugar, per lb.....	0 08 1/2 0 09

**POTATOES.**

The demand for potatoes has been very slight during the week, offerings have not been large, and prices remain from 65c to 70c per bag, ex-track. Some jobbers sold stock at 75c ex-store.

**Flour and Feed.**

**FLOUR.**

The low price of flour still maintains, and little immediate hope is recorded of any change. We quote:

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

**FEED.**

There has been a fair activity in bran and shorts, without any quotable change in price. We quote:

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

**OATMEAL.**

Oatmeal is quiet, with light demand. We quote:

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

**HIDES.**

No change has taken place in hides this week. We quote:

No. 1 beef hides.....	0 08 0 08 1/2
No. 2 ".....	0 07 0 07 1/2
No. 3 ".....	0 06 0 06 1/2
Lambskins.....	1 00
No. 1 calfskins.....	0 11

**NEW BRUNSWICK MARKETS.**

Office of Canadian Grocer,  
St. John, N. B., June 14, 1904.

**B**USINESS is somewhat quiet, in fact the Summer is not opening up as actively as our trade had anticipated. Markets have not been favorable to buyers, and in some lines goods held over from the Fall are showing a loss. This is particularly the case with dried fruit, and while brokers are beginning to look for Fall business, there is no snap to the trade. Business will no doubt be considerably interrupted during the coming week, because of the Ter-Centenary celebration.

Change in the molasses duty will not have so wide an effect. The chief demand in St. John is for Porto Rico, even at the wide difference in price now prevailing. There is, however, wide sympathy with the principle of endeavoring to help our West India friends. We think it possible that some influence should be brought to bear upon the Government of Jamaica to show some substantial interest. We believe, however, a right line of steamers, with sufficient subsidy, either using St. John or Halifax, and St. John alternately, would be to mutual advantage.

**OIL.**

Because of the change in duty, prices in both American and Canadian oil have dropped 2 1/2c. There is quite a strong competition in this market between American and Canadian companies, which will, without doubt, greatly help to keep the prices down. This movement on the part of the Government, as we suggested, is very popular, as it has been the general opinion for years that a step of this kind should be taken. There is at this season but a fair sale. Linseed oils are still selling at the very low figures quoted earlier. The demand has somewhat fallen off. Turpentine, which for so long was held firm at high prices, continues to weaken, and is quoted a little lower. Lubricating oils have a fair demand; there is no change in price.

**Dried Fruits.**

This is the line having but little attention at present. In seeded raising offered, there is a wide range in quality. Prices are low. In loose muscatels and valencias sales are not large, and holders are anxious to move stock.

**GROCERY CLERKS OF TORONTO.**

The grocery clerks of Toronto were well represented at their regular meeting on Tuesday evening, June 14, in the Temple Building. Their picnic will be held July 1 at Jackson's Point, on Lake Simcoe. All grocery clerks should take in this trip, whether they belong to the association or not. There will be a long programme of sports, and guessing contests for which valuable prizes are given.

The members had an enjoyable time after business was transacted, by indulging in progressive euchre. Any clerk wishing to become a member of the association might communicate with M. H. Anderson, corresponding secretary, 66 Churchill avenue.



# "Clover Leaf" Salmon

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

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

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

Has stood the test of every climate.

## HIGHEST AWARD



Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	-	Toronto, Canada	-	1903
Provincial Exhibition	-	Halifax, N. S.	-	1903
Provincial Exhibition	-	Victoria, B. C.	-	1902
Pan-American Exposition	-	Buffalo, N. Y.	-	1901
Paris Exposition	-	Paris, France	-	1900
Trans. Miss. Exhibition	-	Omaha, Neb.	-	1898
World's Fair	-	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and Trade orders solicited.

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

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

# D. RATTRAY & SONS

Commission Merchants

MONTREAL: 110 Coristine Bldg.      QUEBEC: 110 Dalhousie St

REPRESENTING

- John Walker & Co., Greenock, Scotland, Sugar Refiners
- Armour & Co., Chicago, Ill., Packing House Products
- Juan Merle, Denia, Spain, Valencia Raisins
- Jose Reira, Denia, Spain, Valencia Raisins
- A. T. Zini, Patras, Greece, Currants
- Juan Llopis, Reus, Spain, Tarragona Almonds
- Ag. Russo & Co., Catania, Sicily Filberts, Etc.
- Dezerner & Van Raalt, Holland, Holland Herrirg
- Albert Dickinson Co., Chicago, Ill., Grass Seeds
- Da Costa & Co., Barbadoes, W.E.I., Sugar and Molasses
- A. K. Vemian, Smyrna, Turkey, Turkish Produce
- Austrian and Belgian Sugars,
- Newfoundland and Gaspé Cod, Seal, Whale and Porpoise Oils,
- Rangoon and Patna Rice, etc., etc., etc.

# Hold Your Order For Canned Goods



The Old Homestead Canning Factory at Picton will be in full swing as soon as the various products arrive at maturity.

If your wholesale house has not got them to offer, his stock is far from being complete. Ask for "Old Homestead" Canned Goods and take no other. *Get* what you *buy*, and when you select "Old Homestead" Brand it is a guarantee you are getting it.

Our Post Office address is The Old Homestead Canning Co., Picton, Ont. All enquiries cheerfully and promptly answered.

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The Old Homestead Canning Co.

**BUSINESS CONDITIONS IN BRITISH COLUMBIA.**

Vancouver, B. C., June 9, 1904.

**T**HOUGH waiting for a big trade in July and August, when the special through commodity rates to Dawson by the White Pass Railway will be in force, the wholesalers here are continuing to do a very fair northern business. The ships which go north weekly are well filled with cargo, mainly provisions, and orders come in freely. The dealers in the north are to a large extent buying from hand to mouth, because of waiting for the special rates on their big consignments for next Winter's trade.

As to general prospects, they seem to be good. All reports so far to hand indicate that the clean-up on the creeks is heavy, and that the total of gold will be larger this year than last. The miners are making the best use possible of the water early in the season this year, a point on which they fell down last year, to their sorrow in many cases, as dumps were lying there all Summer waiting for water which they had to go without.

\* \* \*

Northern coast business, in fact all coast business on the B. C. coast, is very good this year. The shipments outward by every one of the numerous freighting and passenger steamers which are engaged in trade to northern British Columbia coast points, are very heavy. The number of vessels is hardly more, engaged in trade to the Skeena, Naas, Port Simpson, Rivers Inlet, and other points well up the coast, but all are engaged and making as many trips as possible, with big cargoes each trip. The northern canning season on Naas River, Skeena River, Rivers Inlet, Lowe Inlet, and other waters, is earlier than on the Fraser, so that preparations have to be made earlier. The supplies have been pretty well all dispatched in the past few weeks.

...

Interest in trade with Australia has been greatly aroused here this week by the arrival of a large number of prominent Australian public and business men who are bound for St. Louis, and for England, some on pleasure and some on business as well. A few of those who have arrived are seeking for openings here for investment, and some of them may make heavy purchases in property which promises good returns.

The visitors arrived by the new steamer Manuka, built for the Union SS. Co. of New Zealand, which owns the steamers operated on the Canadian-Australian line. Mr. Chas. Holdsworth, general manager of the Union SS. Co., was among the passengers reaching this port by the magnificent new steamer. It is a fine passenger vessel, which fairly eclipses the famous Empresses, the C. P. R. white liners.

The steamer brought but a small cargo, among the items being Tasmanian apples, onions, Australian potatoes, maize, coffee, honey, cocoanuts, bananas, oil cake, flax hemp, tinned meats, hardwood lumber, skins and wool.

\* \* \*

Mr. R. M. Palmer, freight rates commissioner for the Provincial Government, has been assured by the C. P. R.

**THE GREATEST BARGAINS**

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

The extraordinary sale of

**Clark's Pork and Beans in Chili Sauce**

proves this line one of the

**GREATEST BARGAINS ON RECORD.**



**CAPSTAN BRAND**

**High-grade Tomato Catsup**

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

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

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

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

**EPPS'S**

**GRATEFUL. COMFORTING.**

IN 1/2-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS.

**COCOA**



This design a guarantee of quality.

**FIBRE WRAPPING PAPER**

STRONG TOUGH AND STIFF

Will Carry all Kinds of Packages Safely to Destination.

Write us for Samples and Prices.

**CANADA PAPER Co.**  
TORONTO LIMITED MONTREAL

that fruit shipments will this year be handled much better than formerly. There is a prospect of heavy shipments of fruit so that better facilities mean much. The Dominion Express Co. have agreed to put on ventilated cars, which will make it much easier to market fruit in good condition in Calgary, Edmonton and Winnipeg than ever before.

\* \* \*

The statement was made in a local newspaper yesterday that agents of the Japanese Government were making inquiries for placing orders of flour and

wheat to be delivered at Port Arthur in six weeks. The agents, it is asserted, made assurances to possible shippers that by the time the cargoes reached Port Arthur in six weeks there would be no further danger from the Russians. The assertion was made that 10,000 tons are wanted for immediate shipment, and that part of it had already been secured in the State of Washington.

...

The feature of the week is the ripening of local strawberries in liberal

# Notice to the Trade

## FROM THE FIRM WHO PACK "QUAKER" BRAND OF CANNED GOODS:

We are pleased to inform the trade that after due consideration and the matter being fairly placed before them, the Canadian Cannery, Limited, have seen the reasonableness of our request for them to withdraw "Quakeress" label from the market, and they have agreed to do this. In reference to labels that we promised in a previous issue of "The Grocer" to place in a short time with the wholesale trade, we regret that these cannot be ready for three weeks. In the meantime, the trade will please take our word for it that this season we have the finest lot of labels and wrappers all embossed that have ever been offered by any firm to the Canadian grocery trade. The order for these labels is in the hands of three of the leading U.S. firms---one in Baltimore, one in Rochester, and one in New York City. We regret we had to place the orders in that section, but the trade in the Dominion for embossed label work is so limited in vegetable and fruit that we find it profitable to do this. In regard to the quality of "Quaker" brand of canned goods, we do not propose to say anything in this issue, as they have now been in the market for five years, and, we believe, have spoken for themselves. In next week's issue of "The Grocer," on this same page, we will give a statement showing the condition of the growing canned goods crops. As 40% of the entire canned vegetables packed in the Dominion are grown within a circle of ten miles from this factory, we being the hub, this will give the trade a fairly intelligent idea of the prospect for futures in this line.

***Bloomfield Packing Co.***

*Limited*

**BLOOMFIELD, June 13th, 1904.**

quantities, the fruit being marketed in sufficient amounts to supply all demands. Last week it was a rarity to see a crate of local berries. This week the locals have shut out the Washington fruit practically. The Oregon crop is over for our market. The price quoted here for local berries is from \$2.25 to \$3, according to quality. The uniform crate is 24 boxes. The price is liable to go down any moment. Exceedingly fine weather has prevailed and a showery day yesterday is just what was wanted to prevent the berries drying out. The rain will bring them on again, and it has not been sufficient to spoil the fruit.

California cherries come in in very bad shape, from one reason and another. The losses each year on cherries make it a discouraging line to import. The price is quoted this week at \$1.50 for the ten lb. crate, with 25c per lb. more for the cherries in 1 lb. cartons.

Next week canteloupes will arrive from California; watermelons are also to arrive and new apples and plums from California are likely to be quoted at any moment. By the Australian steamer 371 boxes of apples were received for Vancouver, and 110 boxes for Victoria. This practically represents the stock of apples in the market now, the Okanagan fruit being all cleaned up. The stock now received is said to be of particularly good quality. The price is \$3.50 per box, which is nearly 10c per lb. to the trade.

Oranges are moving much quieter now, the prices being unchanged. There are very few navels now coming, the stocks being all Mediterranean sweets. Tomatoes have been dropping off in quantity, and the price is now quoted at \$3.50 for the 20 lb. crate.

All vegetables are local now with the exception of cabbage, cauliflower and asparagus. Quantities of these are very light, there being so much green bunch stuff offering by local gardeners. Potatoes are still in good supply, the price being \$20 for Ashcrofts and \$10 to \$12 for lower mainland stock. A consignment of 250 boxes of potatoes from Australia arrived this week. It is said to be more of an experimental shipment, but it comes in a bad season, as the old stock here is still fairly good and very plentiful, while new stock will be in in three weeks or so. California potatoes have not come on the market to any appreciable extent this season, the few which were handled selling at 3½c per lb.

In produce there is to be noted a strong tendency to stiffen up quotations on eastern butter. The price quoted is now 20½c to 21c. Local creamery stock is selling at 25c, and contrary to the eastern stock, it may drop still lower. A new creamery has been added to the list of shippers this week, the Cloverdale creamery, in a district south of the Fraser River, a few miles from New Westminster. Local eggs are quoted at 26½c, and eastern stocks about the same. The supplies of local stocks come in rather more freely of late. Cheese is still quoted at 12c, and not much doing. The fluttering in the eastern market has not affected prices here.

In groceries there is but little to note. Canned corn is really selling

better. It is now quoted at \$1.25 to \$1.30, which is a little nearer the mark. Other lines remain the same. Dried peaches are scarce and dear, 11c being the quotation. Apricots are 12c and scarce too. Prunes are cheap and plentiful.

MANITOBA MARKETS.

Winnipeg, June 14, 1904.

FOR the past week rain has fallen almost incessantly, and has been general throughout the Northwest. All vegetation is showing a decided improvement in its growth. The grain in some places is over twelve inches in height, and the lowest two inches, where the seeding was held back so long on account of the water. Trade continues very bright, and the prospects are encouraging.

**Sugar**—The market has declined a little and Montreal granulated is quoted at \$5 in barrels and \$4.90 in sacks, and yellow at \$4.40. The market still quotes Wallaceburg in barrels \$4.95, and sacks \$4.85.

**Canned Fruits**—The market is firm. Pineapples are still quoted 2 lb. whole at \$3.75 a case of two dozen, 1 3-4 lb. sliced at \$3.75 a case of two dozen, 1 1-2 lb. sliced \$7.20 a case of four dozen, and 1 3-4 grated \$7.60 a case of four dozen. The strawberry crop this year will be small, and canned strawberries will be rather high.

**Evaporated and Dried Fruits**—All lines are firm. Evaporated apples and apricots are very scarce. California 1902 stock are just about off the market, and 1903 choice are quoted at 13 1-4c to 13 1-2c a lb. New goods will not be in before about the first of July. Oregon prunes are still quoted 70 to 80 at 5 1-4c, 60 to 70 at 6c, 50 to 60 at 6 1-4c, and 40 to 50 at 6 3-4c.

**Green Fruits**—The market is firm. Navel oranges are quoted at \$3.75 a case, pineapples \$5 a case, bananas, \$3 to \$3.50 a bunch. Strawberries \$3.75 a case of 24 quart boxes. Good River strawberries, which are of a very fine quality, are quoted at \$3.75; tomatoes, \$4 a case; rhubarb, 2c a lb; asparagus, \$1 a dozen bunches; onions, 30c a dozen; radish, 45c a dozen; new cabbage, 4c a lb., and lettuce 40c a dozen bunches. Apples are very scarce, and there are practically none to be had.

**Rolled Oats**—The market is firm. 60 lb. sacks are quoted at \$2.25, 40 lb. sacks at \$2.30, 20 lb. sacks \$2.35, 8 lb. sacks \$2.65 and 5 lb. sacks \$2.85.

**Flour**—The market situation holds flour firm. No. 1 patent is quoted at \$2.55.

**Eggs**—The market has advanced a little, and eggs are now jobbing to the trade at 18c.

INDEFINITELY POSTPONED.

The proposed excursion of the Canadian Manufacturers' Association to Newfoundland, which was to have come off early in July, has been indefinitely postponed, owing to the lack of sufficient support.

WE WORK HARD  
to make

PERFECTION  
CREAM  
SODAS

all that they are. Every detail gets the greatest care and attention. We get our reward in the appreciation of Soda Biscuit users—practical appreciation, for they always specify

“Perfection.”

Are you our customer?  
YOU? If not, become so.

3-lb. Cans or Tins.

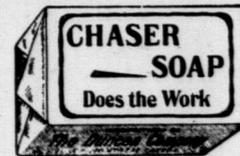
THE Mooney  
Biscuit & Candy  
Company,

LIMITED,

Stratford, - Canada.

BRANCHES:

WINNIPEG and HAMILTON  
Manitoba Ontario



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

The Duncan Company

P. O. BOX 292.

Montreal

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

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

## High-Grade SPICES

S. H. & A. S. EWING

ESTABLISHED 1845.

The Montreal Coffee and Spice Steam Mills

55 Cote St., MONTREAL

### B. C. Fisheries Delegation.

**F.** J. FULTON, provincial secretary of British Columbia, and J. P. Babcock, fisheries inspector for British Columbia, are in Ottawa, conferring with Mr. Prefontaine and his colleagues, with the object of arranging a compromise in the fisheries dispute between the Province of British Columbia and the Dominion. Both Governments claim the right to exercise supervision over deep sea fishing grounds and collect revenue therefrom. The Province of British Columbia maintains that the Dominion is now in debt several millions for moneys collected by the federal authorities, which should have gone into the provincial treasury.

The opinion is expressed that the fisheries of British Columbia can never flourish as they should while both Governments assume authority in regard to them. The present condition of the salmon fishery in British Columbia requires, moreover, the expenditure of considerable sums of money for the erection and maintenance of hatcheries for the artificial propagation of the fish, in

order to repair the depletion which appears to have occurred in recent years. due, it is believed, in no small degree to the methods employed in the fishery by American fishermen and canners. British Columbians think these matters can be better attended to by the local Government than by one three thousand miles distant, and that the industry should be placed under the sole control and direction of the Provincial Government.

### Canners on Fraser River Protest.

Fraser River cannerymen are renewing their application to Ottawa to prohibit the export of all salmon caught in gill nets, on the grounds that the canners on the United States side are making extensive preparations to send vessels to the boundary line this season to buy salmon from the Fraser River fishermen, to the injury of the Canadian canners, who claim that the fish should be put up on this side of the line instead of allowing what is really raw material to be exported to furnish work for people in the United States. Another reason, they maintain, is that many of

the fishermen have had advances from the canners during the Winter and are indebted to them, and if the United States boats come along and offer cash for the fish, many of these men are apt to sell to the outsiders instead of bringing their takes to the canneries.

### Fishery Outlook in Cape Breton.

Up to the present the fisheries have been excellent throughout the districts of Cape Breton. The canneries have all done well. It is said lobsters have been found as plentiful as last year, which was one of the best lobster fishing years since 1890. The cod fishery has also been good, and good hauls of mackerel have also been made on the south-east coast of the island. The outlook for various branches of the fishery industry in Cape Breton this season is very encouraging.

### New Fish Company.

A new fish company has been started at Selkirk, Manitoba, under the name of the Arctic Fish Company. The partners are P. B. Finning, of Winnipeg, and Chas. Linklater, of Balsam Bay.

The Canso Cold Storage Co., with a capital of \$100,000, will erect a freezing plant at Canso for the purpose of supplying bait to the Nova Scotia and Gloucester fishing fleets.

# FIRST NEW JAPAN

NOW IN STORE

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

**James Rutherford & Co.**

DIRECT IMPORTERS OF TEAS AND COFFEES

27 St. Sacrament St

MONTREAL.

### It Jells Quicker

and harder than any other  
Jelly Powder: therefore

#### GEL-O

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

Samples on Request

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

## COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers  
THE COWAN CO., Limited

TORONTO

An  
Irresistibly  
Delicious  
Confection



MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

Gives  
Eating  
Chocolate  
a New  
Meaning

A Wholesome Food, Especially Nourishing and Sustaining. Recommended for Invalids and Persons of Weak Digestion.  
Push Peter's. The Original. Other Brands are Imitations. Send for Sample.  
LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Made in Locle Travers Valley,  
SWITZERLAND

# Klaus's

famous  
Swiss Milk Chocolates  
for eating and drinking.

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

### "MADE IN CANADA."

## In 60 Seconds

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

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

It is absolutely pure and always uniform.

It retains its bright natural color.

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

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

And as we guarantee every bottle you cannot  
lose.

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

## Sovereign Lime Juice

is refined and bottled by

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

McWILLIAM  
**Mc. AND E.**  
EVERIST

---

**ABOUT**  
THE  
**Price, Quality**  
AND  
**Assortment**

of our present stock of LEMONS much could be said, and everything would be an inducement for an immediate purchase—it's all explained in four words:

**"WE BOUGHT IN MONTREAL."**

We didn't import. We bought at reasonable prices—we saw what we were buying—the best. We have a desirable assortment.

The market has advanced and will undoubtedly continue, and as it would be folly to think otherwise than that the weather will be **HOT**, Grocers would do well to consider the **LEMON QUESTION** a moment—a few boxes of our stock at present prices will give you good returns.

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

**WE BUY**  
BRIGHT DRIED APPLES.  
HIGHEST MARKET PRICES.  
The W. A. GIBB CO.  
5 and 7 Market St., **HAMILTON**

**Pineapples Tomatoes**  
Fancy, well-colored Pines. Lowest Prices.  
Florida Tomatoes. Elegant Stock.  
Strawberries. Arriving Daily.  
Oranges. Lemons. Bananas.  
Give us your orders.  
We can fill them to your satisfaction.

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

## GREEN FRUITS

### Canadian Fruit Crop.

THE fruit crop reports received at the Fruit Division, Ottawa, from May 15 to date, do not indicate any marked changes in the general prospect. The amount of bloom is now pretty well known, except in Prince Edward Island, where the season is usually late. Growers in Ontario and Quebec are beginning to fear that the heavy rainfall will interfere with the setting of fruit, and that the abundance of bloom will go for naught. The rain also prevents spraying and provides conditions favorable to the development of fungus diseases, so that large crops of good fruit are by no means assured.

#### APPLES.

In western and central Ontario, Nova Scotia and British Columbia, where the apple is largely grown, the trees have had a profusion of bloom, and early, medium and late varieties all promise a good to full crop. The prospect was never better in the famous Annapolis Valley. The "Fameuse," which is the leading market variety in eastern Ontario and Quebec, is likely to give a heavy crop. "Baldwins" and "Spies" seem to have suffered more than any other standard varieties from the severe winter.

#### PEARS.

Both early and late pears have an abundance of bloom in the Ontario fruit belt, but prospects are only medium in the other pear growing districts of Ontario. Nova Scotia growers are looking forward to heavy crops of both early and late varieties, while the reports from British Columbia and Prince Edward Island are satisfactory.

#### PLUMS AND PEACHES.

Reports indicate a medium crop of plums in the Niagara and Essex Districts, and a light yield in the rest of Ontario, except for Japan and native varieties. Nova Scotia has excellent prospects for a full crop, while the other provinces send reports of medium yields. The majority of the growers say that peaches are a total failure, but occasional orchards will give a light crop.

#### OTHER FRUITS.

A medium yield is all that growers seem to anticipate in the chief grape growing sections. Strawberries appear to promise an average crop in all dis-

tricts except the fruit belt of Ontario, where many plantations winter-killed badly, and the yield will be light. Raspberries are excellent in Nova Scotia, New Brunswick and British Columbia, while other provinces expect an average yield. Cherries are good in the southern part of Ontario, but irregular in the remainder and in Quebec. In Nova Scotia, New Brunswick and British Columbia the prospects are very good. Recent reports indicate a medium to full crop of both red and black currants in all sections of the country.

### Market for Fruit Pulp.

By D. H. Ross.

Large quantities of fruit pulp are imported by Great Britain in tins from Europe, and some is procured from New Zealand, Tasmania and Australia. Small quantities have been imported from Canada, and very much more could be done, if a basis of trade could be adopted to suit the importer, without in any way affecting the status of the Canadian exporter.

A proper basis would be for a fully responsible reliable firm to be in touch with the makers, who would first obtain satisfactory information of the firm. They could then sell for the makers on commission, or become firm buyers themselves, and in the latter case they would pay only a proportion of cash against b. l., say 60 or 70 per cent., and the balance after inspection of consignment. As long as the makers want cash against b. l., they cannot expect to do either a large trade or get the full price of such a risky article as fruit pulp, as it varies so much in the quality, and also in the care bestowed in its tinning.

### Fruit in Britain.

ACCORDING to the London Market Growers' Gazette of May 18, there are indications of a heavy fruit crop in Great Britain this season. J. Wood, of Swanley, for instance, stated at the recent annual meeting of the National Fruit Growers' Federation that there were thousands of tons of plums which would not pay for the picking by the growers within fifteen miles of London. It is some years since the fruit plantations presented so prosperous an appearance as

they show at present. Plum blossoms have mostly fallen off, having been abundant on mature trees, and less so on young trees that made a good deal of unripened wood last season. Apple blossoms which are beginning to open are abundant, and the trees will present a glorious sight a week hence, if no frost occurs to spoil the blossom. The beauty of the cherry trees, which has been great, is now over, except among late varieties. Black currants are highly promising in plantations not badly attacked by the mite, and there is a great crop of gooseberries, where the buds were not extensively devoured by birds.

Cherries.

FEW Canadians value sufficiently highly the natural fruit grown in the northern zone. For instance, cherries are grown in Canada, which for copious, luscious flavor can hardly be surpassed. Yet the cherry that is used in mixed drinks, such as the well-known cocktail, is foreign fruit almost exclusively, viz., the Bigareaux. It is not in the slightest degree superior to either the American or Canadian cherry in color or flavor, but is notable because of the process of preparation which makes it look so attractive. Originally, the fruit is placed in fumes of burning sulphur. This bleaches the fruit and gives it an elasticity. The cherry is usually picked with the stem attached, one reason being that the unstemmed cherry is not so apt to crush in packing. However, after a sufficient sulphuring, no matter what color it may have been originally, it becomes transformed into a pale yellow, inside and out. It is then packed in a solution of salt and sulphur, and in this form is shipped to the manufacturers. When the packer is ready to use the cherry it may be after several months have elapsed, it is washed in order to remove the sulphur and salt, and then soaked with dyes. The principal dye used is aniline, which intensifies that rich red color so pleasing to the cocktail fiend, and which is thought to be characteristic of a very rare cherry indeed. The flavor of this cocktail cherry is supplemented by maraschino. To describe what maraschino is would require the knowledge of the secret method of its manufacture. However, it is an almost colorless liquid, composed of a small percentage of alcohol, and is said to be obtained from the flesh of a small wild cherry grown in Spain and along the Pyrenees. Most doctors will tell

**TOMATOES**

MISSISSIPPI, 4 basket crates, arriving now. Crates weigh net 18 to 20 lbs. Tomatoes. The price, too, is down low—too low in fact for their quality.

**Florida Watermelons.**

Good Watermelon weather this. We quote this week: Extra large, 35c. each; Medium, 25c. each.

**HEADQUARTERS FOR BANANAS.**

**WHITE & CO.,** Wholesale Fruit and Produce  
64 FRONT ST. EAST, TORONTO.

PHONE Main 4106.  
Private Branch Exchange connecting all departments.

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

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.  
Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

**Hugh Walker & Son, - Guelph, Ont.**

**McDOUGAL & LEMON**  
OWEN SOUND

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

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

WRITE FOR OUR PRICES

**Apples Vegetables**  
Dried and Evaporated Green and Desiccated

**FINKLE & ACKERMAN**  
BOWMANVILLE.

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

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

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

you that the flavor is obtained by the skillful decoctions made up by chemists. It is very peculiar that this article, while sold almost exclusively in France, cannot be found advertised in any of the big grocery stores of Paris, or the French cities anywhere. The wily Frenchman makes up his maraschino for export purposes only. The Canadian cherry is no doubt superior in every way to this attractive looking deep red cherry, which so captures the drinking world.

**Dried Fruit**

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

**J. T. ADAMSON & CO.**  
27 St. Sacramento Street,  
MONTREAL.  
Tel. Main 778.

**Ridge Hall Fruit Orchards.**

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

CORRESPONDENCE SOLICITED.

**E. E. ADAMS, Leamington, Ont.**

**FRASER GROWS FRUIT**

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

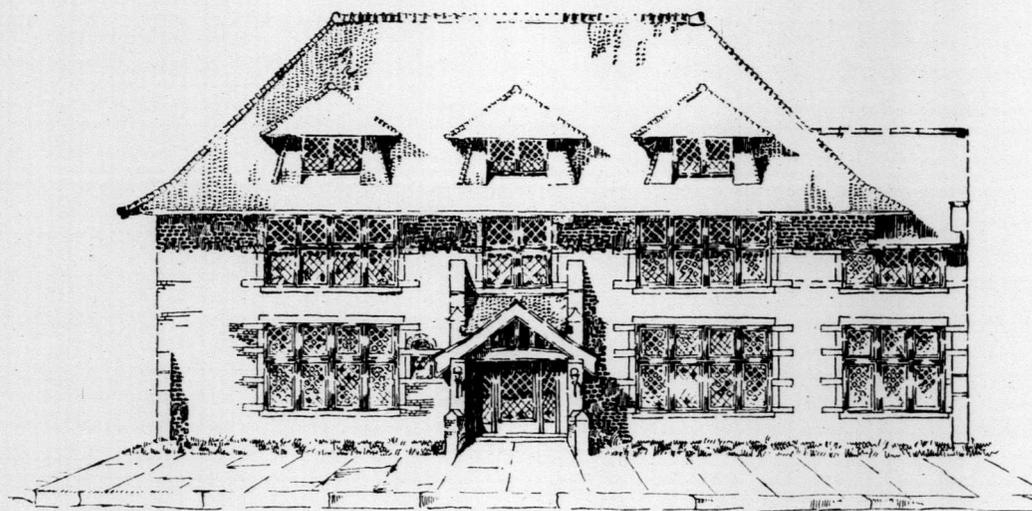
ADDRESS  
**J. D. FRASER, Leamington, Ont.**

**New Apple Evaporator.**

There is a strong probability of an apple evaporator being erected in Stratford, during the present Summer, and to that end J. R. Finkle and H. W. Ackerman, of Bowmanville, have been prospecting there for a suitable site for an apple evaporator factory.

**Notes.**

One of the largest plants in Ontario for the preserving of fruits and vegetables is soon to be erected at Picton, by the Old Homestead Canning Co.



Size of building, 100 x 174 ft.

The above is a cut made from the Architect's drawings for the new building for the Pure Gold Manufacturing Company. It will be situated away up town, out of the manufacturing district and in the centre of exceedingly attractive surroundings, making for pure air and cleanly factory conditions and methods. The Pure Gold Manufacturing Company has provided for no interruption or alteration in its business methods, and customers will have their supplies forwarded as soon after receipt of order as is possible to get goods out.

The Pure Gold Manufacturing Company has to thank its many friends for continued expression of their esteem in the shape of orders, more orders, and still more orders. There are no expressions of esteem which reach any company which are more valuable than these; and may there be many more years of satisfactory business relations between the Pure Gold Company and its many friends from the Atlantic to the Pacific.

---

**Pure Gold Mfg. Co., Limited**  
**Toronto**

**Flett's**

**Pickle Satisfaction.**

Satisfaction may be a silent salesman, but it works overtime for the dealer who handles

**Flett's Pickles.**

ROSE & LAFLAMME

Agents, MONTREAL

MHS

**"A THROAT A MILE LONG"**

Is what the boy wished for when he had a glass of



**LEMON SQUASH.**

If you want to handle a paying Summer Beverage

**PUSH BATGER'S**

Lemon Squash, the kind that gives satisfaction.

AGENTS :  
ROSE & LAFLAMME, *limited*  
MONTREAL.

# ROWAT'S PICKLES

**Palatable      Popular      and Profitable**

Don't stay on your shelves.

**Snowdon, Forbes & Co., - Montreal**

F. H. Tippet  
St. John, N.B.

F. K. Warren  
Halifax, N.S.

C. E. Jarvis & Co.  
Vancouver, B.C.

# FLOUR AND CEREAL FOODS

## Canadian Breakfast Foods in Australia.

By D. H. Ross, Melbourne, Australia.

**T**HERE have been numerous inquiries from Canadian manufacturers of breakfast foods, etc., who are anxious to secure a new market for their products. For general information it may be stated that Victoria produces a large quantity of oats, barley, split peas, etc., which are exported to the other states, and beyond the Commonwealth.

The customs duty on oatmeal and pearl barley is one cent per lb., while the duty on split peas is sixty cents per cental. With these heavy duties, and the matter of freight and charges to be considered, it is very questionable indeed if the ordinary lines of Canadian breakfast foods can be landed in Australia at competitive prices. The term "rolled oats" is understood in Australia as "flaked oatmeal." A San Francisco wheat food has been imported in bulk for some years, and is put up in packages locally.

The principal United States breakfast food makers have their own offices in this country, and their own travelers and sub-agents in the various centres. One firm is doing an enormous trade, after spending huge amounts of money in introducing and advertising their product. It is satisfactory to know that the bulk of the Australian requirements, of this particular line, is being obtained from the Canadian branch, and it is to be regretted that every case does not advertise the fact of being "made in Canada."

Shipments aggregating over 5,000 cases of Canadian manufacture are arriving in Victoria alone, while a large trade is also being done in the other states. To successfully introduce breakfast foods requires, beyond the question of a palatable article being an essential feature, a large initial expenditure in advertising to educate the trade, and the personal supervision of an experienced salesman.

## Splendid Grain Prospects in the West.

According to latest official reports of the growing crops in Manitoba and the

Northwest Territories, issued on June 9 by the C. P. R., the country has abundant reason for rejoicing. The weather in every district is favorable, and there has been a generous rainfall. The height of the new grain varies considerably, varying from two to twelve inches. The common height is six inches.

## Grain Inspection.

**T**HE special committee appointed to inquire into the new Act respecting grain inspection was in session in Ottawa last week and listened to evidence from the Montreal Board of Trade and Corn Exchange, the grain section of the Toronto Board of Trade, the Winnipeg Grain Exchange and Board of Trade, and others.

The stand taken by the Montreal delegation, which was headed by W. I. Gear and E. F. Craig, was that grain inspection should not be under the control of the Government, but in the hands of local inspectors, the board of trade, in turn, to have control over the inspectors. The system worked well in the United States, and it would work well in Canada. Grain could be sold in Britain under Montreal inspection, Winnipeg inspection, Toronto inspection, and so on. Buyers in Europe should be placed in a position to buy with Toronto inspection, Montreal, or any other inspection. In answer to a question raised in regard to a lack of uniformity which might follow through the different boards of trade making different grades, the answer was given that although such might happen if all the boards insisted on inspection, it was unlikely that any more than Toronto and Montreal inspection would be found necessary. No interference with Montreal grain inspection was desired. In Montreal they simply wanted to be able to compete with the American grain ports for the grain trade, which they could not do unless they had the power of inspection.

T. Crane, of Montreal, on behalf of his own firm of grain exporters, contended that the inspection should be made to meet the views of the buyers. If the inspection was carried out to

meet the views of the seller, the buyer would not have confidence in it. "I believe," said Mr. Crane, "that the chief inspector should be responsible to the Government, and that he should have the final say in reference to inspection. I think the inspection should be uniform both east and west. I am of opinion that the chief inspector in the west should be like the inspector in the east, not under the control of a survey board. The western inspector should have the say, and not the survey board. I think that Government inspection will give more satisfaction than inspection under the board of trade."

The Toronto deputation headed by C. B. Watts, of Toronto, objected to the new Act on the ground of standard and appeal. They wished the standards to be set by a board, the members of which should consist of five members of the Toronto Board of Trade, one from the Dominion Millers' Association, one from the Agricultural College at Guelph, and three from Quebec. The Act at present provided for the fixing of the standards by the chief inspector.

The Winnipeg delegates supported the bill as it stood. Mr. Horne, chief inspector at Winnipeg, gave an account of the inspection methods in that city, where all the grain from the west is sampled and graded en route east. Last year he and his assistants inspected 60,000 cars. He started the work in 1885, and had seen it grow to its present proportions, making his own rules and taking no one's dictation. There had been about twenty-five appeals to the survey board during 1903, but in ninety-five per cent of the cases the chief inspector's decision had been upheld.

The definite decision of the committee, which has now retired to deal finally with the measure, will not be announced until next week. A representative of The Grocer interviewed C. B. Watts, Toronto, on the probable outcome, but could elicit from him nothing further than that it was very uncertain which way things would go. Mr. Watts, however, was hopeful that when the final draft of the Grain In-



## “Force-thoughts”

BY SUNNY JIM

VIII.

I WANT to tell you that meals are mainly digested before we eat them, and that when breakfast is over it is necessary to maintain a mood that will arrange for the digestion of your luncheon.

This is a hard physiological fact.

¶ Every mood, pleasant or unpleasant, gets into one's food; each little jar of nerves is reflected in the stomach. This is so well understood by doctors, that they look to the stomach for symptoms of all disorders; even the oculists go there, for indigestion is often the result of eye strain—fine work, night work, overwork, or any kind calling for spectacles.

¶ “FORCE” has an influence on moods because it relieves the stomach of half the usual work of digestion, besides feeding the brain and the nerves.

But often “FORCE” will fail to accomplish its chiefest benefits if moods are not controlled:

¶ So the most profitable thing that we can do after eating “FORCE”—and a thing that is very easy to do after eating “FORCE”—is to

Be Sunny.

Your truly,

*Sunny Jim*

BUFFALO, U.S.A.

(To be continued.)

*I still have some celluloid buttons bearing my photograph and my motto,*

**“BE SUNNY.”**

*They are nearly 1¼ inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them. They are sent upon request of any grocer. You ought to see my book, “The Gentle Art of Using Force” Free for the asking.*

FOR  
THE  
GOOD  
OLD  
SUMMER  
TIME  
NOW EN ROUTE

Be prepared for it. Your customers will be pleased if you are stocked with

**STERLING  
BRAND  
PICKLES.**

A necessity of every picnic and outing party. No hamper complete without a few bottles of Sterling Brand Pickles or Relishes—the best the world produces—Made in Canada.

WRITE YOUR JOBBER OR DIRECT.

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

THE

## “VAMPIRE” Spiral Flycatcher



Clears the house of flies.

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

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. No POISON. No LEAK-AGE.

LABELS IN ENGLISH OR FRENCH.

SEND FOR FREE SAMPLE.

SOLE MAKERS:

**KAY BROS., Ltd., Stockport, England.**

SOLE AGENTS FOR CANADA:

**The LEEMING MILES CO, Limited, Montreal.**

spection Bill was made, part of the recommendation, at least, of the grain section of the Toronto Board of Trade would be found as the amendments to the original bill.

**Falling Off in American Grain Exports.**

ACCORDING to the Montreal Herald grain exporters in Philadelphia are becoming alarmed at the unusually dull condition of the trade. Not for many years, it is unhesitatingly said, has business been at such a low ebb, and it is predicted that if trading does not show a decided gain in the course of a few weeks, several storage elevators will be obliged to close because of the lack of orders for their stocks. Already the large elevator at Girard Point, operated by the Pennsylvania Railroad, which has a total capacity of nearly 2,000,000 bushels, has been shut down indefinitely, and there is little hope of it resuming operations until the arrival of the new crops.

Various causes are assigned for prevailing conditions. One exporting house puts the blame largely on the poor crop conditions throughout the country. Only enough grain is now in sight to meet the actual requirements of the domestic trade. Trading in grain for export has been virtually at a standstill, while for several months past the largest number of bushels sent abroad could be figured in four numbers. The high prices at home also influence foreign buyers to a great extent, with the result that inquiries from European importers, upon whom American exporting firms depended almost entirely heretofore for contracts, are depleting so rapidly that at this time an order for a shipment of anything more than 1,000 bushels would be regarded as remarkable.

Britain is now receiving its supplies largely from Russia, France and Germany, while Australia, India and Argentine Republic are large contributors. Wheat, corn and oats from these countries can be sold in Liverpool, for instance, at prices from two to five cents a bushel below what American grains would bring in the same market. This has caused a material falling off in demand, with the result that American exporters are underbid at almost every turn.

**Orange Meat Coupons.**

Owing to the popularity of the premiums given with the 15c packages of Orange Meat, as shown by the large number of coupons being received at

their Toronto office daily, the Frontenac Cereal Co. have decided to extend the time on all Orange Meat coupons to Jan. 1, 1905.

**British Wheat Importations.**

THE following wheat report, issued by the American consul at Nottingham, England, calls attention to several important changes during the past year in England's importations of wheat. The following figures give in hundredweights of flour and wheat the relative importations:

	1903.	1902.	1901.
United States..	44,294,956	67,961,476	66,855,025
Canada .....	14,100,934	12,226,382	8,557,960
Russia .....	17,176,302	6,540,457	2,541,500
India .....	17,057,842	8,841,586	3,341,500
Argentina.....	14,120,456	4,315,165	8,080,400
Roumania ...	3,140,727	2,362,453	512,000
Australasia....	230	4,331,379	6,820,800

His comment is: "The salient facts disclosed by the preceding table are the enormous increase of imports from Russia and the decrease of imports from the United States. The latter is explainable by the short crops there, and the absolute necessity of Great Britain's transferring a part of her orders to some other country. But the explanation of Russia's prodigious gain, compared with the British possessions, rests on a different basis and has a grave significance. Equally enormous increases are marked in other kinds of agricultural exports from Russia to the British Isles and cannot be explained away by short crops in other countries. In December, 1903, the wheat imports into Great Britain from Russia alone exceeded the total from all North America. Figures for the first months of this year are not yet available, but there is nothing except the war with Japan to indicate that wheat imports from Russia will not continue to increase. The war, unless very short, will inevitably be a check."

**Australian Wheat and Flour Exports.**

The wheat production of Australia in the season 1903-1904 can now be stated with tolerable accuracy, as in all the states, excepting South Australia and Tasmania, official estimates have been issued.

Accepting the trade estimates for these two states, the Commonwealth production compares thus:

	1899-1900.	1901-1902.	1903-1904.
	Bu hels.	Bushels.	Bushels.
Total.....	48,352,925	12,363,080	74,210,582

The approximate value of the crop at the seaboard is £10,150,000, and on the farms about £8,900,000. The exportable surplus of the whole Commonwealth under normal conditions would be close on 50,000,000 bushels, as seed and food requirements absorb from 22,000,000 to 25,000,000 bushels per annum. The surplus still available for export is about 26,800,000.

# CASH.

Every wrapper  
of

## Mrs. Dooley's Laundry Soap

is redeemable in cash. 4 wrappers are worth one cent. Get the children to return wrappers for the sake of the cent. The influence of the children is worth cultivating. The Soap pays 10% more profit than other Soaps.

Get it from your  
Wholesale Grocer.

THE  
**Metropolitan Soap Co.**  
LIMITED  
TORONTO.

## It is going!

Don't resist the trend of things, things that are in your favor.

## Orange Meat

—the honey-flavored, ready-to-serve cereal—is in great public favor.

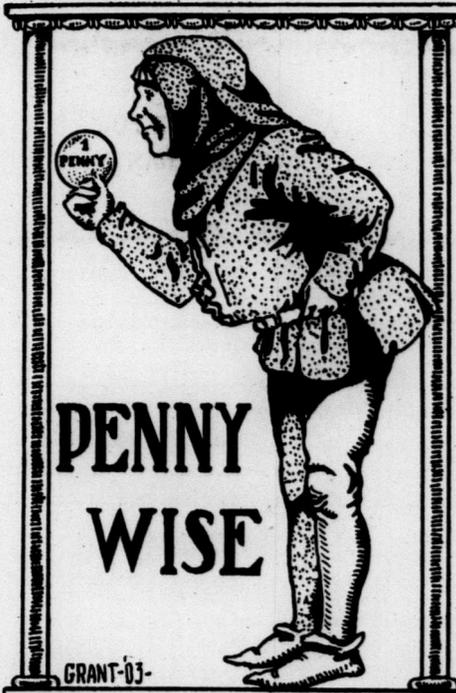
The article itself, the coupon-in-every-package feature, and the generous newspaper advertising are combining to make its sale notable.

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

THE FRONTENAC CEREAL CO.,  
Limited

43 Scott St., Toronto.

MANUFACTURERS' AGENTS AND BROKERS.



**PENNY  
WISE**

GRANT-03-

The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in THE GROCER, and then use the space right, you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.

Are you?



**POUND  
FOOLISH**

MAGLEAN PUBLISHING CO.—DEPT. OF ADVERTISING SERVICE

TORONTO.

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

Established 1885

**W. H. Millman & Sons**

Grocery Brokers

37 Yonge Street, - Toronto, Canada

Send us your Business

AGENTS FOR

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

Get our Prices for CHEESE, BEANS, etc.

REFERENCES

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

CALGARY.

Are you

**Represented in the West?**

If not, write us and get in

**ON THE GROUND FLOOR.**

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

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

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

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

TELEPHONE { MAIN 125  
" " 467

**Wm. McCann  
Milling Co.**

MILLERS

AND GRAIN DEALERS

192 King Street East  
TORONTO.

**ROW'S PURE  
SPRUCE  
LUMP GUM**

ROW'S  
GUM

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

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

WINNIPEG.

**Dingle & Stewart**

WINNIPEG, - - CANADA.  
COMMISSION BROKERS.

Excellent Storage Accomodation.  
Consign Your Cars to Us.

**PRICE, CHAMBERS & CO.**

SUCCESSORS TO

CAMERON, GORDON & CO.

Wholesale Commission Agents  
WINNIPEG.

**EASTERN MANUFACTURERS  
—AND—  
SHIPPERS.**

All **EYES** are  
turned on

**MANITOBA AND THE WEST.**

**WE**

Represent some of the leading houses in

**CANADA and the U.S.**

**INCREASE YOUR TRADE. WRITE US.**

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

BRANDON.

**THE WILSON COMMISSION CO., Limited**

BRANDON, MAN.

Commission Brokers,  
Storage.

Correspondence Solicited.

If you have any snaps let us hear from you.

**TAYLOR & PRINGLE CO.,**

Limited.

OWEN SOUND,

Manufacturers of

**Queen-Quality Pickles,  
Bulk Pickles,  
Pure Tomato Catsups.**

Our Goods have a reputation.

MADE IN CANADA.

**STRONG  
DURABLE  
LIGHT**



**POROUS  
AND  
CHEAP**

**The FOSTER POTTERY CO.**  
HAMILTON, ONT. Limited

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### New Canadian Tobacco Industry.

**A** NEW industry is to be started in Winnipeg, Man., shortly which is no less than a cigar factory where cigars made from Canadian grown leaf will be manufactured, the controlling syndicate to be exclusively Canadians. The tobacco used will be the finest Cuban leaf from seed sown and grown in the Kelowna Valley of the Okanagan, a few miles from Vernon, B.C., where an area of 250 square miles is capable of producing 10,000,000 pounds of tobacco annually. It is said that this British Columbia product is indistinguishable in flavor and texture from the real Havana product, except to experts. Samples submitted are pronounced to be superior to any other leaf grown in North America.

The promoters of the new industry claim to have solved all the problems in connection with the growth of the article and find that the manufacture of cigars from Cuban leaf grown in Canada is capable of great extension. The greatest obstacle to be overcome was the curing process, but experts from the South soon arranged that.

The plant is raised from seed brought from Vuelta Abajo, Cuba, and the reason why such fine tobacco can be raised in Kelowna is that the climate is perfect for its growth and the soil contains the requisite mineral salts, brought down from the mountains. The valley is also splendidly sheltered by the hills and is irrigated.

The local syndicate is spending a great deal of money in developing the industry in the Okanagan, and will, of course, spend a lot more in opening a factory and head offices in Winnipeg.

There has already been a demand from American manufacturers for the Canadian article and high officials and several of the select clubs of the Dominion have expressed their desire to patronize the Winnipeg commodity. Of course, the production of Havana cigars in Canada will more or less affect the trade, as the local factory will be able to produce the domestic article free of duty and therefore at a comparatively very low figure, compared to the present Cuban prices obtain- in g in Winnipeg.

### Tobacco Industry in Trinidad.

The following official information concerning the Trinidad tobacco industry has been received: During the last half of the year 1901 and the first half of 1902 leaf tobacco to the amount of 561,000 pounds and manufactured tobacco amounting to 69,000 pounds was imported into Trinidad. For the same periods in 1902-1903 the imports were 592,000 pounds of leaf and 77,000 pounds of manufactured tobacco. Leaf tobacco comes almost entirely from the United States, the manufactured product chiefly from Great Britain and the cigars and cigarettes (on which the duty is \$1.20 per pound) chiefly from the United States.

### French Contract Awarded.

**T**HE contract which the Government of France makes yearly for its tobacco factories was let June 2. The contract for Burley has been divided between G. Reusens, who was the successful bidder last year, and Wessels, Kulenkampff & Co., of Bremen. The latter firm is the successor of E. G. Toel & Co., of New York.

Mr. Reusens was awarded the contract to furnish 3,000 hogsheads of Burley, and Wessels, Kulenkampff & Co. to furnish 4,000 hogsheads of Burley and 500 hogsheads of Dark.

The Virginia tobacco will be furnished by J. J. Huisman, of Antwerp, and will require 7,500 hogsheads. Messrs. Williams & Rehling, of Richmond, are the buyers for Mr. Huisman. He filled this contract last year also.

The contract for Maryland tobacco was let June 3 to Messrs. Boudaine,

Each Caddy of

## "Currency" Plug Chewing Tobacco

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

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

Popularize your store and  
make money by selling

# CURRENCY

Plug Chewing Tobacco.

THE ESTABLISHED FAVORITE.

# IN YOUR TOWN

Suppose there are 200 men who smoke cigars. Suppose each smokes 3 cigars a day—a total of 600. Suppose they are 5 centers; that means \$30.00 a day. \$30.00 a day for a year means \$10,000. Easily \$3,000 profit in \$10,000 sales.

## Who gets this \$3,000?

Suppose there are 5 of you sharing the cigar sales; \$600 a year clear money for each, and this on a 5-cent cigar basis.

See our offer to YOU next week.

---

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



# T & B

A tobacco of high degree. There was never yet a grocer who had to apologise for offering his best tobacco customer T & B Smoking.

THE 10-CENT SIZE IS POPULAR

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

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



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

**RONTO**

5c. Cigar

A Success Everywhere

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

Manufactured by

**T. J. Horrocks,**  
 176 KING ST. EAST, TORONTO.

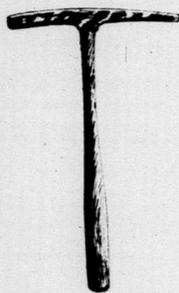
# The Chamberlain Cigar

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

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

MANUFACTURERS OF  
**Cigarettes and Cut Tobaccos**

## No Trust



We are fighting against combinations. Sometimes our tobaccos are "knocked" by competitors, as being inferior, and so on.

We are making tobaccos equal to anything you ever saw or sold, and our tobaccos pay the grocer his due profit.

Why not sell them?

The McAlpin Consumers Tobacco Co.,  
 TORONTO. Limited,

### BRANDS

#### Smoking—

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

#### Chewing—

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

**UNION MADE**

Brower & Co., of Paris, and to Messrs. Huffer & Co., also of Paris. The former firm will supply 6,600 hogsheads and the latter 3,300 hogsheads.

#### Tobacco Tax Rhyme.

A firm of English tobacconists, having decided on no account to raise the price of their well-known mixture, are poetically and punningly setting forth their resolve in a Wimbledon newspaper:

The duty on tobacco's raised,  
We really must not grudge it;  
The price of ours is still the same,  
Even Austen cannot "Budget."

#### New Use for Trade Paper.

**A** ROVING correspondent favors the Retail Grocer with the following thoroughly practical hints:

"I have found a new use for the trade paper," remarked a western retailer of cigars the other day. "I had a well-known brand of clear Havana cigars in my case, and for some reason or other I was unable to get my customers of the better class to smoke them.

"It was just another case of one of the best values in the house going begging because the buyers were not acquainted with it. It was such a well-known brand that every issue of the tobacco papers, almost, had something good to say about it. That was what put this new idea into my head.

"I took a small picture frame, with a glass, and taking a bright red piece of paper, I pasted in the centre of it one of the clippings from Tobacco, which spoke highly of the special brand, placed the paper in the frame, and thus had enough red paper in sight to make any one look at the frame, and then of course the clipping attracted their attention. The next thing on the programme was to pick up the frame and read the clipping. It would surprise you to see how many times the first day that clipping was read.

"I also had some demand for the cigars, but not much, and I followed this up the next day with another clipping, but with a change of the color of the background, so readers would know it was something different. This caused the same customers to again read the clipping.

"I kept this up on the same brand for a couple of weeks, and had by that time worked up enough trade on the brand to cause me to place a new order, and it is now one of my most popular brands.

"This idea looked good to me, so I have always watched the correspondence from the different points for items mentioning the different brands of ci-

gars I handle, and clipped them out, then put them in the frame, with a change of background each time, at the same time printing on the background a note stating what paper the clipping was from, and from what city it originated.

"I have never seen a similar scheme tried, and think other dealers will find it profitable advertising, for I gave it a severe test when I moved a brand which would not move before, and made it one of my popular brands.

"If you word your own little note, which must be printed or written on the background in a neat manner, in just the right way, you will find that your customers have great respect for what the trade papers say to their readers, who are retail tobacconists.

"The ordinary smoker feels that the paper and the dealer both know a great deal more about cigars than he does, hence he pays a good deal of attention to what the paper says to the dealer."

#### Tobacco Manufacture in Germany.

**A** CCORDING to the U. S. Tobacco Journal, the use of machinery of German, French and American designs has become common in the better German factories for all processes of tobacco and cigar manufacture where machinery has been found practicable. Inquiries made would indicate a desire on the part of the cigar and tobacco manufacturer in the locality of Mannheim to avail himself of labor-saving devices as far as possible.

Ten trade journals devoted to tobacco are published in Germany, and are extensively used for advertising machinery and other appliances used by the trade.

The feeling of hostility and alarm aroused by the introduction of American and British capital, especially in cigarette manufacture, in Germany has not wholly subsided. The multitude of small manufacturers in country villages and elsewhere—over 7,000 factories and 200,000 workers, of whom 160,000 are on cigars—is referred to by the press as the surest defence against any general consolidation of the tobacco business of the Empire. This feature of German manufacturing is one sure to attract the notice of a foreigner residing there, and undoubtedly is to be taken into account in any survey of manufacturing in the Empire.

Portions of Baden and that part of Bavaria known as the Rhine Pfalz form one of the largest and by far the most important tobacco region of the Empire. Baden itself leads all the German States in acreage planted in tobacco and in the importance of its cigar manufacture.

Should be in the mouth of every smoker. What? a

## McDougall Scotch Clay Pipe

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

D. McDougall & Co., Glasgow, Scotland.

Recently published statistics for the Department of Factory Inspection for Baden show that the number of cigar factories in Baden was 728, giving employment to 33,720 workmen, or more than in any other branch of manufacturing in the Grand Duchy.

#### U. S. Tobacco Output in 1903.

Statistics have been issued by the Department of Agriculture, at Washington, D. C., giving the acreage, production and value of tobacco in the United States in 1903. Louisiana had the smallest acreage notwithstanding the attempts made to introduce the Cuban leaf there, only ninety-one acres being planted last year. Kentucky heads the list with 338,304 acres producing 267,260,160 pounds, valued at \$16,570,130. The highest yield per acre was in Vermont, 1,800 pounds, and the smallest in Alabama, 405 pounds. The highest value per pound is placed on the Florida crop, 32 cents, and the lowest on the South Carolina tobacco, 5.1 cents.

The total acreage was 1,037,735 acres, producing 815,972,425 pounds, valued at \$55,514,637.

#### Holland-Sumatra Tobacco Maatschappij of Amsterdam.

Word has been received from Consul Brainard H. Warner, Jr., at Leipzig, Germany, that the Deli Tobacco, the Deli Plantage and the Amsterdam-Sumatra Culture Co.'s, engaged in cultivating tobacco in the Island of Sumatra, have recently been consolidated into the Holland-Sumatra Tobacco Maatschappij of Amsterdam. The new company will continue to cultivate tobacco on only the best lands it has acquired, and, by introducing modern methods in the tobacco growing, will reduce the current expenses. Mr. Brainard states that the new company will have to buy considerable quantities of agricultural implements.

#### Notes.

In an interview this week with Mr. Presnail, manager of Tuckett's Marguerite cigar factories, Montreal, The Grocer was informed that sales for Marguerite cigars were going up by leaps and bounds. In fact, Mr. Presnail stated that the reception in the east had more than surpassed their expectation, and he desires to express his appreciation of the support given them by the trade through The Canadian Grocer.

ONTARIO'S BUSINESS TAX

Text of the New Law.

RESPECTIVE of any assessment of land under this Act, in cities, towns and villages, every person occupying or using land in the municipality for the purpose of any business mentioned or described in this section shall be assessed for a sum to be called "business assessment" to be computed by reference to the assessed value of the land so occupied or used by him, as follows:

- (a) Every person carrying on the business of a distiller for a sum equal to 125 per cent. of the said assessed value.
- (b) Every person carrying on the business of a brewer for a sum equal to the said assessed value.
- (c) Every person carrying on the business of a wholesale merchant, of an insurance company, a loan company, or a trust company, as defined by this Act, or of an express company where such land is pre-occupied or used mainly for the purposes of its business, or a land company or of a bank or a banker, or of any other financial business for a sum equal to 75 per cent. of the said assessed value.
- (d) Every person carrying on the business of what is known as a departmental store or of a retail merchant dealing in more than five branches of retail trade or business in the same premises or in separate departments of premises under one roof, or in connected premises, where the assessed value of the premises exceeds \$20,000, or of a manufacturer, lithographer, printer or publisher, or of a hotel or club, or the business of selling, bartering, or trafficking in fermented, spirituous or other liquors in any premises in respect of which a tavern or shop license has been granted, for a sum equal to 50 per cent. of the said assessed value.
- (e) Every person practising or carrying on business as a barrister, solicitor, notary public, conveyancer, physician, surgeon, oculist, aurist, medical electrician, dentist, veterinarian, civil or mining or consulting or mechanical or electrical engineer, surveyor or architect for a sum equal to 50 per cent. of the said assessed value.
- (f) Every person carrying on the business of a retail merchant, or of a photographer, or of a theatre concert hall, curling or skating rink, or other place of amusement, or of a boarding stable, or a livery or the letting of vehicles or other property for hire, or of a restaurant, eating house, or other house of public entertainment (not being premises in respect of which a tavern or shop

license has been granted), or any trade or commercial business not before in this section or in clause (g) specially mentioned, for a sum equal to 25 per cent. of the said assessed value.

- (g) Every person carrying on the business of a telegraph or telephone company, or of a tramway or street railway, or of the transmission of oil or water, or of steam, heat, gas or electricity for the purposes of light, heat, or power, for a sum equal to 25 per cent. of the assessed value of the land (not being a highway, road, street, lane, or public place or water), occupied by such person, exclusive of the value of any machinery, plant or appliances erected or placed upon, in, over, under or affixed to such land.

No person shall be assessed in respect of the same premises under more than one of the clauses of sub-section 1, and where any person carries on more than one of the kinds of business mentioned in that sub-section on the same premises, he shall be assessed by reference to the assessed value of the whole of the premises under that one of the said clauses in which is included the kind of business of those so carried on by him to which the highest rate of assessment is applicable.

Where the amount of the assessment of any person assessable under this section would under the foregoing provisions be less than \$100, he shall be assessed for the sum of \$100.

Where any person mentioned in subsection 1 occupies or uses land partly for the purpose of his business and partly for the purpose of a residence, he shall be assessed in respect of the part occupied for the purpose of his business only; but this provision shall not apply to persons assessed under clause (e) of subsection 1.

A financial or commercial business, in subsection 1 mentioned, shall not include a business carried on by operating vessel property of the following description, namely, steamboats, sailing or other vessels, tow barges or tugs; nor the business of a steam railway; nor the business of a broker or financial agent, or of a manufacturer's agent, or other agent or intermediary in the business of the sale of goods who has not the actual custody of the goods, or has the custody of samples only.

Every person liable to assessment in respect of a business under subsection 1 shall not be subject to assessment in respect of income derived from such business.

Every person assessed for business assessment shall be personally liable for the payment of the tax thereon and the same shall not constitute a charge upon the land occupied or used.

CANADIANS MUST SHARE RISKS.

THE commercial agent for the Dominion Government, stationed at Jamaica, G. E. Burke, writes the Department of Trade and Commerce, Ottawa, as follows: "Frequently I receive inquiries as to the mode of packing, etc., most suitable to this market for various food products; for instance, ham, bacon, salted beef and pork, tinned goods, butter, cheese, split peas, oats, etc., etc., accompanied with the inquiry for names of principal importers. Little practical results, however, have ever been forthcoming, from the fact that Canadian producers and manufacturers expect importers to send them direct orders, without they (the importers) having any previous knowledge of the status of the manufacturers, or the quality of the goods they are offering. The seller is always, not only expected to do the seeking, but also, in the case of a new firm to the market, be prepared to run an ordinary business risk by forwarding sample or trial shipments on consignment. It should always be remembered that the importer is perfectly satisfied with his present source of supply, and for him to be induced to divert his custom he must have some practical satisfactory knowledge of the goods he is likely to receive. The same remarks apply also to manufactured goods for the most part.

"Again, price lists and other advices seldom, if ever, quote f. o. b. at shipping ports, viz., Halifax or via New York, but always at factory or f. o. b. railway at manufacturing points. Dealers here will not even pay ordinary attention to such scant unaccustomed information. All commodities offered to the trade are quoted from the United States and Europe f. o. b., and very often c. i. f. A special trade mark or shipping brand should always be adopted."

TEA IMPORTATIONS.

In their latest report Wm. J. & H. Thompson, London, Eng., give the following figures regarding Canadian tea importations during the last eight months:

Eight months ending February, 1904.			
	Direct.	via London.	Total to date.
Indian, black.....	4,562,000	1,045,000	5,607,000
Indian, green.....	547,000	197,000	744,000
Ceylon, black.....	3,346,000	1,694,000	5,040,000
Ceylon, green.....	3,302,000	497,000	3,799,000
China, black.....	641,000	124,000	765,000
China, green.....	1,312,000	144,000	1,456,000
Japan.....	5,704,000	11,000	5,715,000
Other kinds.....			
	19,414,000	3,712,000	23,126,000

The returns for February, 1904, are the latest available.

depa  
Quo  
etc., a  
agent  
accour  
Cook's  
Size 1  
" 10  
" 3  
" 12  
" 3  
Pound  
12-oz.  
5-lb.  
Dian  
1-lb. ti  
1-lb. ti  
1-lb. ti  
Case  
4 doz.  
3 doz.  
3 doz.  
1 doz.  
2 doz.  
3 doz.  
2 doz.  
3 doz.  
1 doz.  
1 doz.

# NABOB SAUCE



The Sauce for Epicures

**Batty & Co., Limited**

Sauce and Pickle Experts, - London, S.E.

# ONE MORE ADDITION

TO CANADA'S ALREADY  
Enviably Reputation  
FOR MANUFACTURED GOODS

# LEES & LANGLEY'S WORCESTERSHIRE SAUCE

No Doubt about it: every grocer should appreciate the opportunity to handle this sauce, it shows a big profit and is guaranteed to please.

Drop us a card to-day, or order from your wholesale house.

**AMERICAN COFFEE & SPICE CO.  
TORONTO.**

## Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 16, 1904.

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

**Baking Powder.**

Brand/Size	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.**

Cases	Sizes	Per doz.
4 doz.....	10c.	\$0 85
3 doz.....	4-oz.	1 20
3 doz.....	6-oz.	1 75
1 doz.....	12-oz.	3 50
2 doz.....	12-oz.	3 45
3 doz.....	12-oz.	3 40
2 doz.....	16-oz.	4 45
3 doz.....	16-oz.	4 35
1 doz.....	2 1/2 lb.	10 40
1 doz.....	5 lb.	19 50

**MAGIC BAKING POWDER.**

Cases	Sizes	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
2 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
2 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	2 1/2 lb.	4 10
1 ".....	5 ".....	7 30
2 ".....	6 oz.	Per case
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	



**JERSEY CREAM BAKING POWDER.**

Size	5 doz. in case	Per doz.
Size 1, 4 doz.	4 doz.	\$0 45
" 2, 4 doz.	5 doz.	0 75
" 3, 4 doz.	"	1 25
" 4, 4 doz.	"	2 25

**OCEAN MILLS.**

Item	Per doz.
Ocean Baking Powder, 1 lb., 4 doz.	\$ 90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1/2-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case..	78

Freight paid, 5 p.c. 30 days.

**ROYAL BAKING POWDER CO.**

Sizes	Per Doz.
Royal—Dime.....	\$ 1 00
1 lb.....	1 60
6 oz.....	2 25
1 lb.....	2 90
12 oz.....	4 50
1 lb.....	5 75
3 lb.....	15 50
5 lb.....	25 50

**CLEVELAND'S—DIME.....**

Sizes	Per Doz.
1 lb.....	\$ 1 00
1 lb.....	1 50
6 oz.....	2 20
1 lb.....	2 30
12 oz.....	4 25
1 lb.....	5 50
3 lb.....	15 00
5 lb.....	25 00

**"VIENNA" BAKING POWDER.**

Item	Per doz.
1-lb. tins, 4 doz in box.....	\$2 25
1-lb. tins, 4 doz in box.....	1 25
1-lb. tins, 4 doz in box.....	75

**BEE BAKING POWDER.**

Item	Per doz.
1-lb. tins, cases 4 doz, per doz.....	\$2 25

**HOME BAKING POWDER, CO., MONTREAL.**

Sizes	Per doz.
2 doz. case 1 lb.....	\$2 40
1 " 1 lb.....	4 75
1 to 5 cases, 5 per cent.	
5 to 10 cases, 10 per cent.	



**EAGLE BAKING POWDER**

Cases	Per doz.
Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

**Blue.**

Keen's Oxford, per lb.....	\$0 17
" In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.....	0 16
" in bags, per gross.....	1 25
" according to size.....	0 02 0 10



**J. M. DOUGLAS & CO.—Laundry Blue.**

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....	per lb. 15c
"Sapphire"—14-lb. boxes, 1/2-lb. pkgs. per lb.....	12 1/2
"Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb. 10	

**Black Lead.**

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz.; or 1 gross, 4 oz.	



**JAMES' DOME BLACK LEAD.**

Size	Per gross
6a size.....	\$2 40
2a size.....	2 50

**Borax.**

"Bee" brand, 5 oz., cases, 40 pkgs.....	1 40
" 10 oz., cases, 48 ".....	3 25
" 16 oz., cases, 48 ".....	4 25

EAGLE BORAX.

**Brooms.**

UNITED FACTORIES, LIMITED.	Per doz.
Boeckh's Bamboo Handles, A, 4 strings.....	\$4 70
" " " " B, 4 ".....	4 40
" " " " C, 3 strings.....	4 10
" " " " D, 3 ".....	3 85
" " " " F, 3 ".....	3 55
" " " " G, 3 ".....	3 20
" " " " I, 3 ".....	2 85

**Cereals.**

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" 7-lb. cotton bags, per bag.....	0 12 1/2
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tilson's Oats, 2-lb. pkgs., per case.....	00

**Chocolates and Cocoas.**

THE COWAN CO., LIMITED.

Cocoa—	Per doz.
Hygienic, 1-lb. tins.....	\$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.....	2 25



Undoubtedly there are other Starches offered to you of more or less merit, but the Starch that is known to **always** please your customers, is

## EDWARDSBURG

**"Silver Gloss"**

(Never any complaint.)

# Benson's Prepared Corn

is the healthiest and purest product and particularly adapted for Summer Cooking.

ASK YOUR JOBBER FOR SAME WHEN ORDERING AGAIN.

## EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, P.Q.

Per lb.  
\$0 32  
0 28  
0 30  
0 17  
0 12 1/2  
Per lb.  
\$0 25  
0 25  
0 30  
0 30  
d  
0 50  
0 20  
0 31  
0 30  
ec.  
0 15  
45c.  
42 1/2c.  
37 1/2c.  
35c.  
Per lb  
30-  
32  
30-  
29  
z.  
\$3 25  
4 50  
2 40  
1 00  
18 00  
15 00  
12 00  
2 40  
1 40  
n's.  
Blain Co.  
uchemin &  
Covers and  
Coupons  
numbered  
44c.  
4c.  
3 1/2c.

Allison's Coupon Pass Book.

\$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	\$0 62
4 doz packages (12 to a case)	0 75
6 doz packages (12 to a case)	0 95

Cleaner.

BRUNSWICK'S EASYBRIGHT	Per doz.
4-oz. cans	\$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents.  
The Davidson & Hay, Limited, Toronto.

Food.

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	groats	1 25
" "	1-lb. tins	2 25

Gelatine.

Knox' No. 1 sparkling	Per gross.	\$15 00
" "	Per doz.	\$ 1 30
" No. 3 acidulated, at	Per doz.	\$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS.

Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	\$1 55
Red currant jelly	2 75

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	\$0 95	
2 1/2-lb. tin pail, 2 doz. in case, per lb.	0 06 1/2	
5 and 7-lb. tin pails, 3 and 9 pails to crate	per lb.	0 06
7, 14 and 30-lb. wood pails,	per lb.	0 06

Pure Fruit Jellies—

1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06

Home Made Jams—

1-lb. glass jars (16-oz. gem.) 1 doz. in case	per doz.	1 50
5 and 7-lb. tin pails	per lb.	0 09
7, 14 and 30-lb. wood pails	per lb.	0 09

BRAND & CO.

Brand's calf's foot	\$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb.	\$0 40
Fancy boxes (36 or 50 sticks)	per box	1 25
"Ringed" 5-lb. boxes	per lb.	0 40
"Acme" pellets, 5-lb. cans	per can	2 00
(fancy boxes 40)	per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can	2 00
Licorice lozenges, 5-lb. glass jars	per jar	1 75
20 5-lb. cans	per can	1 50
"Purity" licorice 10 sticks	per can	1 45
100 sticks	per can	0 73
Dulce large cent sticks, 100 in box	per box	1 00

Lye (Concentrated).

GILLET'S PERFUMED.

1 case of 4 doz.	\$3 70
3 cases	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	\$3 50
Flashlight (Parlor)	5 75
Kodak (Sulphur)	3 30

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	\$5 75	\$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F. 1-lb. tins	per doz.	\$1 40
1-lb. tins	per doz.	2 50
1-lb. tins	per doz.	5 00
Durham 4-lb. jar	per jar.	0 75
F.D. 1-lb. jar	per jar.	0 25
1-lb. tins	per doz.	0 35
1-lb. tins	per doz.	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

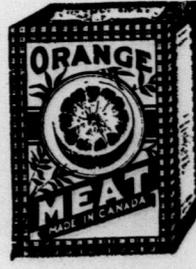
1-lb. tins	per lb.	\$0 35
1-lb. tins	per lb.	0 32 1/2
4-lb. jars	per jar	1 20
1-lb. jars	per jar	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb.	0 25
1-lb. tins	per lb.	0 23
1-lb. tins	per lb.	0 22 1/2
4-lb. jars	per jar	0 70
1-lb. jars	per jar	0 25

Orange Meat.

Cases, 36 15c. packages	\$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.00
5 case lots	4.00
(Freight paid.)	



Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass quart gem jars	\$1 50
1-lb. glass jars, 2 doz. case	per doz. \$0 95
Home-made, in 1-lb. glass jars	per doz. 1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS.

A. P. Tippet & Co., Agents.

Cement stoppers (pints)	per doz.	\$ 2 30
Corked	per doz.	1 80

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3 00.

Case of 1-lb. (containing 120 pkgs. per box, \$3 00.

Case of 1-lb. and 1-lb. (containing 30 pkgs., per box, \$3 00.

Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 1-lb. pkts. (60 lb.), per case, \$2 70.

Case 96 10-oz. pkts. (60 lb. case, \$2 80.

"MAGIC" BRAND.

Orange Meat.

No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " { 30 1-lb. " } 2 75	
" { 60 1-lb. " }	
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"SEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	Per case
" " 16 oz., cases, 60 pkgs.	\$3 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Marysle soap, colors	per gross	\$10 20
" " black	per gross	15 30
Oriole soap	per gross	10 20
Gloriola soap	per gross	12 00
Straw hat polish	per gross	10 20

RABBITT'S.

Babbitt's "1776" 100 6-oz. pkgs. \$3.50 per box. 5 boxes, freight paid and a half box free.

Babbitt's "Best" soap, 100 bars, \$4.10 per box.

Potash or Lye, bxs. each 2 doz., \$3 per box.

WM. H. DURN, AGENT.







