

**PAGES
MISSING**

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

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

VOL. XVIII.

MONTREAL AND TORONTO, OCTOBER 7, 1904.

NO. 41.



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.

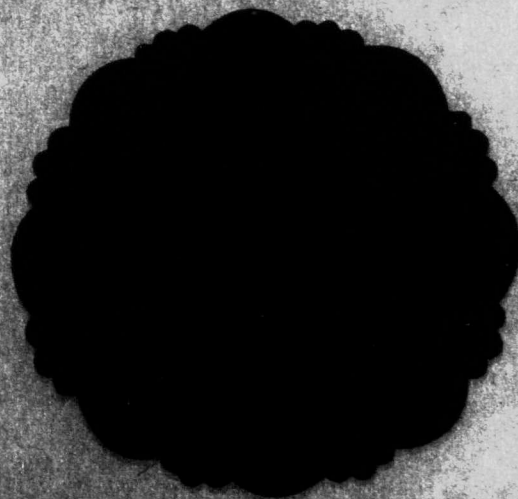
Sold Everywhere in One Ounce Squares—FULL WEIGHT.

HAVE YOU ORDERED

SOLEIL

The
New Biscuit?

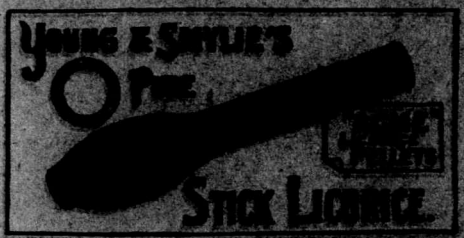
ORDER BY MAIL IF YOU CAN'T CATCH
A TRAVELER.



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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, F. & R. Waters in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.

WASHING SODA

Drams,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 140 lbs.

Winn & Holland Montreal

SOLE AGENTS FOR CANADA

FINEST QUALITY

EXTRA CIDER VINEGAR

FOR PICKLING.

THE W. H. WILSON CO., LIMITED

Tilsonburg, Ont.

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKLEY & SONS, LTD.
Every Day in the Year
Toronto, Ont., Canada
JOHN OAKLEY & SONS, LTD.

...ary.

World.

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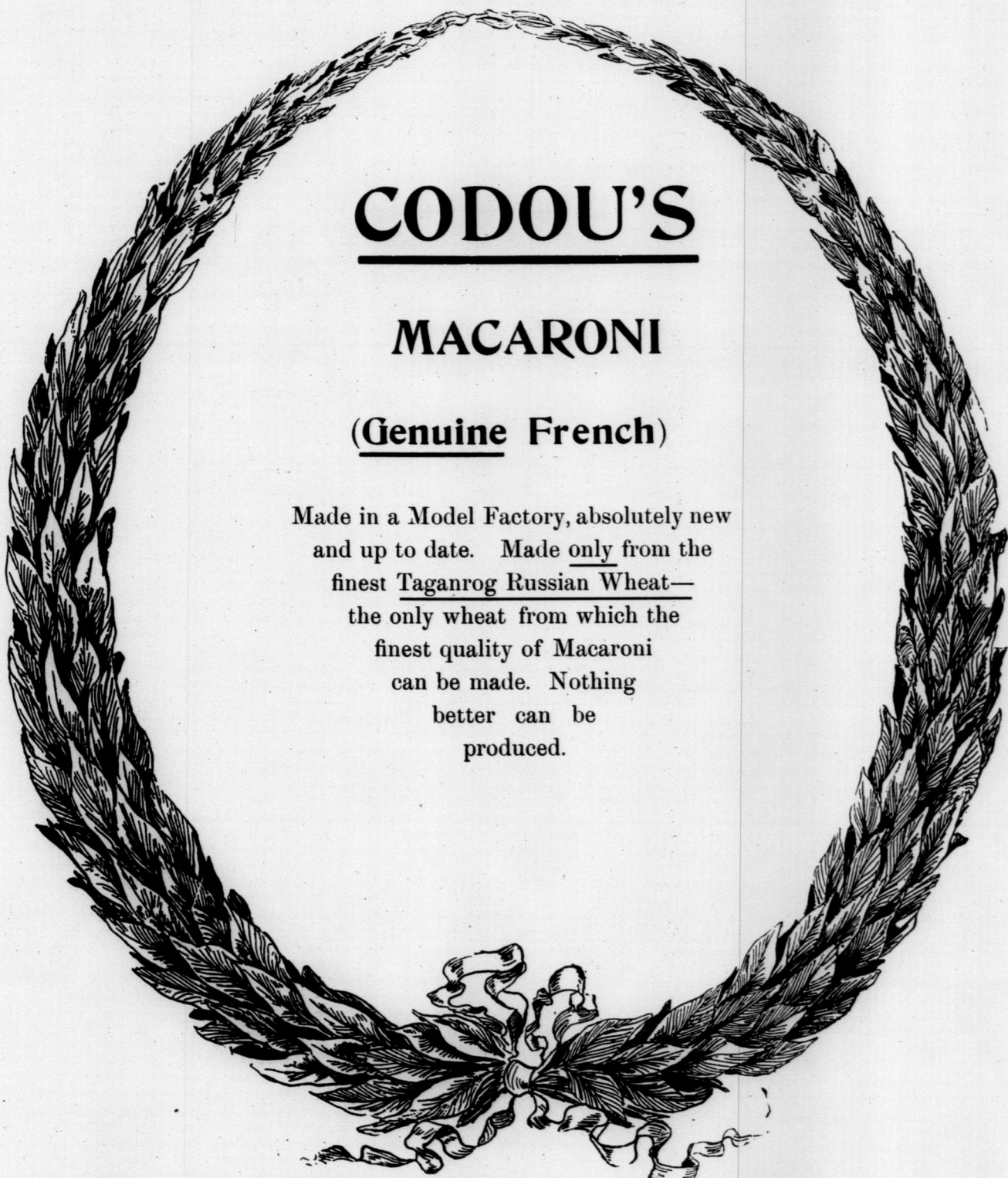
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CODOU'S

MACARONI

(Genuine French)

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

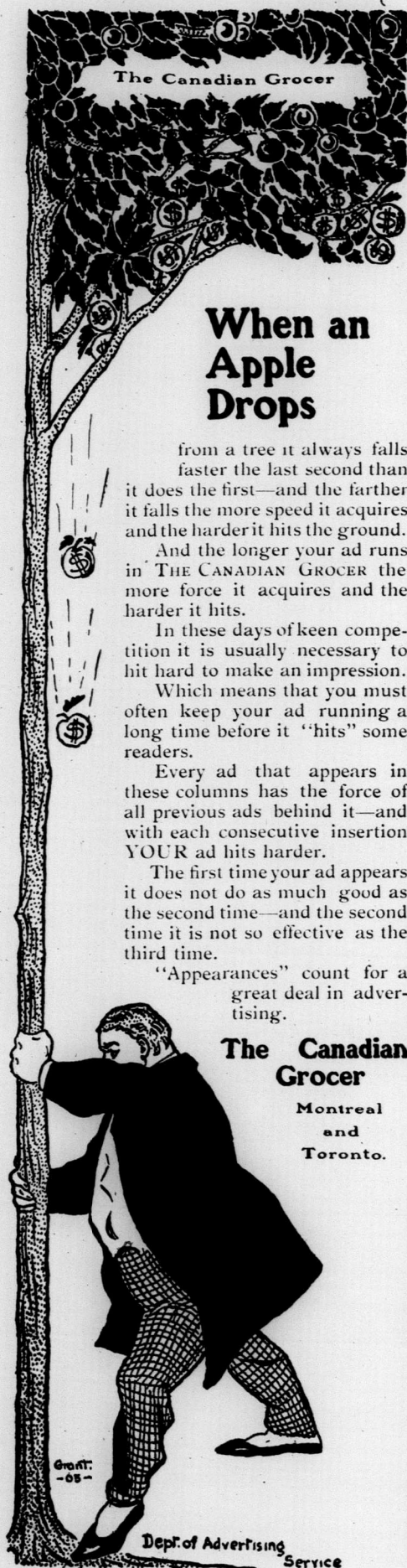
ARTHUR P. TIPPET & CO., Agents,

**8 Place Royale,
Montreal.**

**20½ Front Street E.,
Toronto.**

MANUFACTURERS' AGENTS AND BROKERS.

The Canadian Grocer



When an Apple Drops

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground. And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression. Which means that you must often keep your ad running a long time before it "hits" some readers.

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

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

"Appearances" count for a great deal in advertising.

The Canadian Grocer
Montreal and Toronto.

Dept. of Advertising Service

TORONTO.
W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1865

W. H. Millman & Sons
Grocery Brokers
27 Front St. E., - Toronto, Canada
Ask us for prices on
**Evaporated Apples,
Green Apples, etc.**

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.

VANCOUVER.
Manufacturers' Representative
CHAS. MILNE
Commission Merchant
WRITE ME.
P. O. Box 223, VANCOUVER, B. C.

Sell Flower Pots.
All grocers should carry a well-assorted stock of pots and saucers at this time of the year. **ORDER NOW.**

STRONG DURABLE LIGHT
THE BEST MADE
FOSTER'S STANDARD POT
POROUS AND CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.
Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

**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.

BRITISH BUSINESS CHANCES.
Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for
FREE INSERTION
in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
Temple House, Tallis St., Temple Avenue,
London, E.C.
"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.
N.B.—A free specimen copy will be sent on receipt of a post card.

To Manufacturers' Agents
THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.
Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.
Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

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At Its Height Now is the PICKLING SEASON

Be ready for particular customers. We do not claim to have the cheapest pickling spice, but we have 19 or 20 varieties of the best spices nature produces.

Samples and Prices at Your Immediate Service.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.
 96-104 KING ST., MONTREAL
 Telephone Bell Main 65. Telephone MAIN 3171
 " Merchants 522. Telephone orders receive prompt attention.



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.

100 CANDLE POWER  **1/2 ¢ PER HOUR**

AUER GASOLENE LAMP

Gives more light than
 10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, **MONTREAL**

FOR JAUDED APPETITES

Fresh, wholesome Mince Meat is just the thing. Our Mince Meat is good because we use only fresh meat and choice fruits. Remember that it is "better than has been." Every grocer can rely on that.

— Please
 — Everybody

Put up in convenient sized fibre and wooden pails.

The T. A. LYTLER COMPANY, Limited
 Manufacturers of High-Grade Mince Meat.
 124-128 Richmond St. West, TORONTO, Can.

TEAS We are showing the best value in Canada in JAPANS, CEYLON GREENS and BLACK TEAS.

We have an exceptional fine line of **Japans** in thirty pound caddies, low price. Send for samples

Our "OO" Blend of Ceylon, Black and Green, put up in handsome pound and half pound packages, to retail at **25, 30 and 40c**, are well worth a trial order. Your own NAME AND ADDRESS PUT ON EACH PACKAGE WITH ANY QUANTITY.

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

Every good quality that
should belong to tea

is embodied in the teas of

JAPAN

they are clean,
fragrant,
flavory,
invigorating,
healthful.

These qualities commend themselves to your
customers,—as business men they should appeal
to your buying sense.

What pleases your customers, brings
trade to your store—good steady
trade for

JAPAN TEAS

means profit to you.

Buy

JAPAN TEA

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THE EBY
C. O. BE
ALLISON

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

A **1c.** postal card will bring you full particulars as to our **Profit Sharing System**

ON

Chaser Soap

—It is money to you to
—drop us a post card.

The Duncan Company
Montreal



IF
FLIES CARRY
DISEASE

AS YOUR CUSTOMERS
WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:



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.

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.

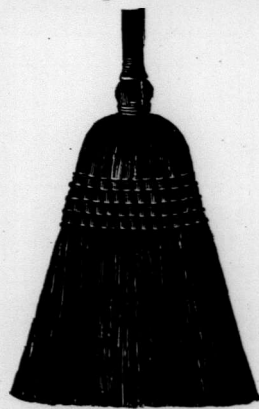
The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

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.

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, \$27.00; in ash, \$24.00, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,
PICKERING, ONT.

BURLINGTON CANNING CO.,
Burlington, Ont. Limited,

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

Spies, Baldwins, Greenings.

PUMPKIN, CATSUP, PORK and BEANS
in all forms.

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

WRITE FOR QUOTATIONS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as \$1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Salt!

How is your Supply?

Why not stock up before transportation companies get busy and weather broken?

Verret, Stewart & Co.
Montreal.

Do you think it sentiment?

How do you account for the enormous advance in favor made by Ceylon Teas over those of other countries?

Will sentiment account for it? Sentiment has a place in the commercial world, but it takes more than sentiment to sustain and prolong a condition of affairs.

Ceylon Teas

have positive and outstanding merits. Strength--which means economy, and flavor, which means favor.

The public taste may be played upon for a while, but it asserts its preference in no mistaken way, soon or late. The public have insisted upon

Ceylon Teas

which can be had in Blacks and Greens.

**Two
Lines
That
Lead.**

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—**ROBT. CROOKS & CO.,** Botolph House, Eastcheap
London, England.



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.

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S



BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg.
MONTREAL

110 Dalhousie St.
QUEBEC

Just Suppose

that you investigated the worth of THE OLD HOMESTEAD BRAND of Canned Fruits and Vegetables, and found them to be away below our claims—wouldn't you conclude that we were fools to spend money and time in an effort to create a market for a brand that was no good?

Happily, an investigation into the worth of

The Old Homestead Brand of **Canned Fruits and Vegetables**

brings no disappointment, no loss of faith; rather a conviction that every apparently extravagant word of praise said in their behalf is warranted.

It is this knowledge that makes us ask the retail grocery trade to give OLD HOMESTEAD BRAND a preference.

The Old Homestead Canning Co.
Picton, Ont.

Distributed in the St. John and Moncton Districts by Messrs. Bowman & Cole, Messrs. Geo. S. DeForest & Sons, St. John, N.B.; and Messrs. F. P. Reid & Co., Moncton, N.B.

ROWAT'S

Popular Price PICKLES

Before the frost shuts you out
 see that you are well stocked with
 the goods that sell and please every
 time, namely

ROWAT'S

For sale by every jobber, or

SNOWDON, FORBES & CO.,
 Montreal.

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

F. K. WARREN,
 Halifax, N.S.

G. E. JARVIS & CO.,
 Vancouver, B.C.

Best Values in TEAS

Write us for Samples



Teas and Coffees

Ceylon and Indian Greens, at 10c. to 18 1/2c.—Special value.
 Try a sample lot.

Special values now in **Japans**, all grades, from 11c. to 35c.

Ping Suey Gunpowder, in boxes, from 9c. up—all grades.

Also Japan Siftings and Fannings, from 5c. up to 10c.

We carry a full range of all other kinds and our prices will prove attractive.

Pleased to send you samples. Say what grade and price you want.

New Japan Fannings and Siftings now in stock

JAMES RUTHERFORD & CO.

DIRECT IMPORTERS

27 St. Sacrament Street

MONTREAL

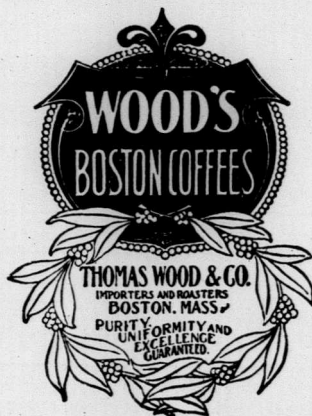
CURRENTS

May Castle — Paradise
CHOICEST SELECTED SELECTED

These two brands are produced in a specially selected and favored district in Greece, renowned for the handsome appearance and unequalled flavor of its fruit. Approved by the Greek Government as being of superior quality.

PACKED SOLELY FOR

W. H. GILLARD & CO., - Hamilton
Wholesale Grocers and Importers of Fine Fruits, Etc., Etc.



ARE YOU ?

If you are not fully satisfied with the volume and profit of your Coffee sales, we invite you to consult us.

Let us show you the possibilities of improvement and how to grasp them. This will involve your use of

WOOD'S COFFEES.

but that is simply the beginning. The plan by no means stops there.

Time spent with us here or with our representative at your store will pay you well.

CANADIAN FACTORY AND SALESROOM

No. 428 St. Paul St.

MONTREAL

"Imperial Brand" Maple Syrup

is a popular seller at all good grocers.



The store that does not keep it loses business.

ROSE & LAFLAMME, Agents, MONTREAL.

GENUINE MERIT



and good value are the reasons why all women prefer to buy

Paterson's Worcester Sauce

All grocers should sell it — if they don't they miss sales.

ROSE & LAFLAMME, Agents, Montreal.

A CHAT WITH A CEYLON TEA PLANTER

THE CANADIAN GROCER had the pleasure this week of a half-hour chat with Mr. A. C. Kingsford, of Ceylon, one of the leading tea-planters of "the sunny isle," and is reproducing the same in this week's issue for the benefit of its readers in Canada and other countries. Mr. Kingsford is on his way home via England after a somewhat extended tour which has included a several months' visit to China and Japan and a short sojourn at the great St. Louis Fair. Mr. Kingsford is justly proud at the splendid showing made there by the Ceylon and Indian Governments, their respective exhibits being undoubtedly among the most attractive features of the Exposition. Both these Governments have authorized and actually taken over the responsibility for placing the Ceylon and Indian teas before the markets of North America. Although it is hard to estimate accurately the value of such a method of advertisement, Mr. Kingsford says the general impression seems to be that it is serving its purpose admirably. The plan was initiated first at the Chicago Fair in 1893, and there can be little doubt that the increased consumption of green and black Ceylon teas in America is due in no small measure to the efforts of the Ceylon Government at that time. During the St. Louis Fair the average sale of Ceylon tea at the Ceylon court has been from 2,000 to 3,000 pots per day, by no means an inconsiderable item.

Mr. Kingsford says there has been a temporary stoppage in the production of green tea in Ceylon, owing to over-supplies in the Canadian and American markets. This is the result of over-buying at the beginning of the Russo-Japanese war. Western tea merchants looked forward to a sharp advance in prices and a shortage in supplies on the assumption that the tea output of Japan would be curtailed. In addition to this fact there was the fear that the war might spread beyond Japan and China. Subsequent events have proved that these fears were unfounded. Japan has produced her usual crop of tea and

placed it on the market at a price considerably lower than that which usually rules for this article.

Other tea-growing countries have carried on their operations unmolested and the result is that western markets are supplied for the present with rather more tea than they can conveniently use.

On the other hand, Mr. Kingsford says that there has been of late years a decrease in tea production in Japan which is growing from year to year. The tea-growing industry is not paying there as well as it once did. Some plantations have been abandoned. Others have taken to the culture of the mulberry tree for the silk industry, and present prices for tea are likely to still further curtail the output in the future.

The temporary falling-off in the western demand for Ceylon green tea, however, has caused a minimum amount of inconvenience to Ceylon tea planters since they can change from green to black tea making at short notice, owing to the fact that the difference between the two varieties is only one of withering and fermenting the leaf.

The North American market for the tea products of Ceylon has grown by leaps and bounds within the last few years. In 1893 Ceylon exported to North America in the neighborhood of 2,000,000 pounds. In 1903 the exports increased to 33,000,000 pounds. At a matter of fact the amount of tea consumed in Canada per capita is considerably in excess of the consumption in Uncle Sam's dominion, and the Canadian market is growing rapidly until even at the present time Canada is one of the most important customers of Ceylon. Mr. Kingsford says he has observed a variety of tea known as "English Breakfast Tea" on the Canadian and American markets. As a matter of fact it is a misnomer to call such an article English breakfast tea, when it is nothing more nor less than "China Congou," now for many years displaced by Ceylon and Indian tea on the British markets.

The following extract from the St. Louis World's Fair "Ceylon" handbook will be found of interest:

"The rise of the tea industry of Ceylon affords one of the most remarkable instances of rapid development of an agricultural pursuit, especially when the previous history of the planting industry is remembered. In 1875 there were barely 1,000 acres planted with tea. During the next ten years of depression due to the failure of coffee, this acreage increased to 102,000; by 1889 it attained 205,000, by 1893, 305,000 and it is now 385,000 as compared with from 500,000 to 600,000 acres in India. The island imported its tea in the early days of tea planting but in 1883 the export exceeded 1,600,000 pounds, in 1887 it was 13,813,872 pounds, in 1896, 108,141,412 pounds and in 1903 (including green tea) no less than 151,120,009 pounds. For the present, at any rate, the growth of the industry seems to have reached its upper limit.

"Tea is now the chief industry in the mountain districts, and also covers a large area in the southwestern plains. Above the elevation of 2,500 feet it forms almost the only cultivation, and a journey on the rail from Kandy to Nuwara Eilya affords perhaps one of the most striking instances in the world of a large stretch of country covered with one crop. Excepting only the summits of the mountain ridges, the grass lands, and the actual precipices, a vast sheet of tea covers hill and dale, broken chiefly by the straight lines of the "wind belts," narrow belts of Australian trees planted through the tea fields across the direction of the prevailing winds.

"By far the largest proportion of the tea cultivation is in the hands of European planters resident on estates of which there are some 2,000 in Ceylon. The average size of an estate is between 200 and 300 acres, but there is a tendency of late for estates to be united in groups for economy of working and management, and to enable larger and more economical factories to be used. Whereas formerly a large proportion of the planters were owners of their estates, they are now more often worked by salaried employes of large or


RISING SUN
 IN
CAKES
 WELL KNOWN AND RELIABLE


STOVE POLISH and **SUN PASTE**
STOVE POLISH
 IN **TINS**
 DUSTLESS, LABOR SAVING,
 BEST IN THE WORLD. GUARANTEED TO THE TRADE

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

small companies, some managed locally, others directed from London.

"The export and general business of the estate or company is worked through a Colombo agency, which also superintends the general conduct of the estate by means of its 'visiting agent,' a planter of long experience, who goes over the estates at intervals, inspecting their working, estimates, accounts, etc.

"The laboring force of a tea estate consists generally of Tamil coolies. They are housed and medically attended at the cost of the estate, and their well-being is carefully attended to. The heavier labor is done by the men, the lighter, such as tea plucking, by the women and children.

"Several varieties of the tea plant are known: The China variety is now rarely cultivated in Ceylon, the usual ones being the Assam indigenous and the Hybrid, a cross between this and the China. Both of these have larger leaves and yield more crop. The tea plant, a small tree when left to itself, is cultivated on estates in large fields, in which the plants are placed about four feet apart and severely pruned at intervals of eighteen months or two years. They form squat bushes about three feet high and with flat spreading tops, so that it is easy for the coolies to get at the young shoots which are constantly appearing on the top of the bushes. These shoots, taken together, are termed the 'flush' and the object of cultivation and pruning is to ensure large, frequent, and regular flushing. In the colder climates of China the Assam flushing ceases in Winter, but in Ceylon it goes on all the year round.

"Tea manufacturing consists essentially in the plucking of the young shoots of the flush and their subsequent

treatment by withering, rolling, fermenting, and drying to form tea. In Ceylon the flush is plucked every eight or twelve days by women and children working in gangs under kanganies. They soon become remarkably quick and expert at the work. Plucking is designated as 'fine' when the bud at the tip of the shoot and the two young leaves just below it are taken, 'coarse' when the bud and three leaves are taken. At present fine plucking is much the most usual. The coarser the plucking, the poorer the average quality of the tea produced, though the greater the quantity. Fine plucking produces the various teas known as pekoes, while older leaves give souchongs and congous. Pekoes consisting only of the buds or tips are known as 'flowery' those containing also the first young leaf as 'orange' pekoes.

"The coolies bring in their day's plucking to the factory, usually a large well-equipped building, containing the most modern machinery, and worked by water or steam power. The 'leaf' is examined and weighed and the amount plucked by each coolie recorded, the wage depending partly on the amount plucked.

"After the leaf has been weighed it is taken to the upper floor of the factory and thinly spread out on light openwork shelves of jute hessian (canvas), known as tats, to wither. In good weather it becomes limp and flaccid in about eighteen hours, but in wet weather artificial heat is employed and a current of warm air drawn through shoots into the rollers or rolling machines in the ground floor. A roller consists essentially of a table with a central depression to hold the leaf, and a hopper above it, the two moving over one another with an eccentric motion.

Pressure to any required extent can be put upon the mass of leaf that is being rolled, and at the end of an hour or so the door in the bottom of the table is opened and the 'roll' falls out, the leaves all twisted and clinging together in masses, which are then broken up in a machine termed a roll breaker, to which is usually attached a sifter that separates the coarse leaf from the finer. After this the leaf is piled in drawers or on mats to ferment or oxidize, with a free access of air. This process is omitted in the manufacture of green tea. In a couple of hours or so, depending on the weather, the leaf assumes a coppery color, and gives out a peculiar smell. Experience is required to determine the exact point at which to check the fermentation and place it in the firing or drying machines. There are many types of these machines, but all act by passing a current of hot dry air through the damp fermented leaf until it is dry and brittle, when it is removed, sifted into grades by a machine composed of a series of moving sieves of different sizes of mesh, and finally bulked (i.e. the whole mass of each grade made on one or more days is thoroughly mixed together, so as to secure as great uniformity of quality as possible), packed in lead-lined boxes of 100 pounds, soldered up, labelled with the name of the estate, and despatched to the port of shipment.

"The grades of tea usually prepared in Ceylon are known (in order of quality and value) as orange pekoe, pekoe, pekoe-souchong, souchong, congou, and dust.

"Green tea, made in the same general way as black, but withered by means of steaming, and prepared without fer-

Something Sweet--Empire Maple Syrup

QUARTS, HALF-GALLONS, GALLONS, 5 GALLON TINS.

Quality unsurpassed. Attractively put up. Also Buttercup Sugar Syrup.
Tastes like Butter Scotch. In ½-barrels.

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

BROOMS BROOMS BROOMS

Made from the finest selected Whisk Corn by

UNION LABOR.

Ask for the "SIGNAL" brand and take no substitute.
Give us a trial order, including Whisks and Toy Brooms.

James Turner & Co., - Hamilton

WHOLESALE GROCERS.

WE HAVE IT ONCE MORE

TARTAN Japans ^{to retail} **25c**
AT...

Our trade will appreciate it as they did in 1901 and it is up to
that standard of cup and leaf. Book your orders to arrive.

BALFOUR & CO., Branch Canada Grocers Limited **WHOLESALE GROCERS** **HAMILTON**

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

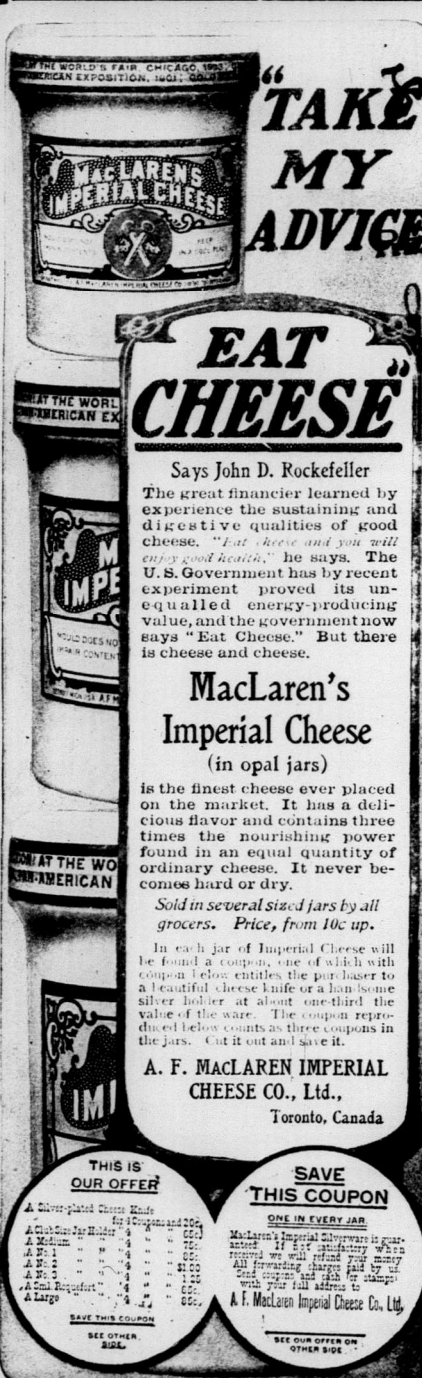
HYSON

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



J. A. Woods

“TAKE MY ADVICE”

Various Sizes

EAT CHEESE

Says John D. Rockefeller
The great financier learned by experience the sustaining and digestive qualities of good cheese. "Eat cheese and you will enjoy good health," he says. The U. S. Government has by recent experiment proved its unequalled energy-producing value, and the government now says "Eat Cheese." But there is cheese and cheese.

MacLaren's Imperial Cheese
(in opal jars)

is the finest cheese ever placed on the market. It has a delicious flavor and contains three times the nourishing power found in an equal quantity of ordinary cheese. It never becomes hard or dry.

Sold in several sized jars by all grocers. Price, from 10c up.

In each jar of Imperial Cheese will be found a coupon, one of which with coupon below entitles the purchaser to a beautiful cheese knife or a handsome silver holder at about one-third the value of the ware. The coupon reproduced below counts as three coupons in the jars. Cut it out and save it.

A. F. MACLAREN IMPERIAL CHEESE CO., Ltd.,
Toronto, Canada

THIS IS OUR OFFER

SAVE THIS COUPON

ONE IN EVERY JAR

MacLaren's Imperial Cheese is guaranteed if not satisfactory when returned we will refund your money. All forwarding charges paid by us. Send coupon and cash for stamps with your full address to:
A. F. MacLaren Imperial Cheese Co., Ltd.

THIS IS OUR OFFER

SAVE THIS COUPON

SEE OTHER SIDE

It's the easiest cheese to sell, because it is always of the same high grade.

MacLaren's Imperial Cheese

You can always be sure of that in selling

MacLaren's Imperial Cheese

A. F. MACLAREN IMPERIAL CHEESE CO., Limited,
Manufacturers and Agents,
TORONTO, ONT.

mentation, is graded as young hyson, hyson (1 and 2), gunpowder, and dust.

"The greater part of the tea shipped from Ceylon at present goes to the United Kingdom. It is interesting to note that consumption of British grown tea in the United Kingdom last year was about 240,000,000 pounds, whereas the total consumption of the United Kingdom is only 250,000,000 pounds. Exports to other countries are steadily increasing so that they bid fair soon to form one half of the total exported. The next best customers of Ceylon are Australia, Russia, and North America. The last named market is the chief destination of the green tea made in Ceylon.

"Twenty years ago China still supplied the bulk of the tea consumed in Britain, while India provided about one-third and Ceylon's share was only a poor one per cent. Now Ceylon's proportion of the total is 35 per cent., and that of China has sunk to 4 per cent. In the early days of planting in Ceylon much better prices were obtained than at present; the price steadily fell from \$0.30 1-2 a pound in 1885 to \$0.13 1-2 in 1902; in January, 1904, the average wholesale price in bond in London was \$0.14 1-2 a pound."

The topics of principal interest in Ceylon tea circles just now are the "Cess" and Mr. Chamberlain's increased duty on tea.

In regard to the latter Mr. Kingsford says it will undoubtedly affect the Ceylon tea trade. When the tea duty was increased a year or two ago from 4 to 6 pence, supplies were fairly large and the advance did not fall on the consumer. The last increase, however, will in all probability be sufficient to curtail the consumption of British grown tea such as is grown in India and Ceylon throughout the United Kingdom to the certain loss of the producer. In regard to preferential treatment being accorded to British grown tea Mr. Kingsford

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PEELS

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, Toronto

says he has not heard much about it in Ceylon, and that it is doubtful if preference would be much of an advantage to the Ceylon tea planter. Free trade in the other tea markets is more essential. At present Ceylon and India have a practical monopoly of the British tea market. If, however, the balance of trade should turn against them there they can further direct their products to new markets in which they have already met with phenomenal success as is readily seen from the fact that these countries exported 90,000,000 pounds of tea to foreign markets outside the United Kingdom last year.

Mr. Kingsford is in a position to speak with authority on the "Cess" question as he was for two years the chairman of the "30" committee. For upwards of eleven years, beginning with the decision to have a display at the Chicago World's Fair in 1893 the planters of Ceylon, aided by the Government, which provides almost all the outlay in connection with International Expositions have made a persistent and remarkable effort to exploit the markets of North America. At the close of the Chicago Exposition a permanent commissioner was appointed; and year after year an executive body called the Thirty Committee, elected by the Planters' Association of Ceylon and the Ceylon Chamber of Commerce, has expended \$50,000 per annum in advertising and demonstrating in North America, besides carrying on a propaganda in other countries.

The money for the exploitation of Ceylon's staple export was provided for the first few years from a voluntary tea fund, but since 1892 from a cess collected at the Customs on all teas exported. This cess began at 10 rupee-cents for every 100 pounds, and was twice increased, until 30 cents per 100 pounds

was reached. This has enabled the executive body to encourage the new industry of green tea, which during the past three years has made notable progress. It must be remembered that the cess is in no way a bounty, it is simply an export duty collected by the Government but paid by the producer. The plan on the whole has proved successful and a proposition has been broached recently among the tea planters to have the amount of the cess further increased as it is felt that there is no more effective way of Ceylon establishing herself in foreign countries than official advertising.

QUEBEC WHOLESALE GROCERS' GUILD.

The Quebec Provincial Wholesale Grocers' Guild is now an established fact. A meeting was held Thursday, September 29, at Montreal, for the purpose of organization, with an attendance of representatives from wholesale grocery firms throughout the province and Ottawa.

The guild is subject to the Dominion guild, composed of the several Provincial guilds. Mayor Laporte, as president of the Dominion guild, welcomed the representatives from other cities. The representatives present were L. E. Geoffrion, president of the Montreal guild; D L Lockerby and Albert Hebert, Montreal; Archibald Miller, P. J. Bazin, J. B. E. Letellier, A. Carrier, and C. E. Langlois, Quebec, and A. Allard, Ottawa. The members of the Montreal guild entertained the visiting grocers at an informal dinner at the Canada Club.

The election of officers resulted as follows: L. E. Geoffrion, Montreal, was elected president; J. P. Bazin, Quebec, first vice-president; H. A. Bate, Ottawa, second vice-president; J. Stanley Cool, Montreal, secretary and treasurer.



The
Jams,
Jellies
and
Orange
Marmalade

that the people want are

Upton's

The wise grocer gives
them what they want.

THE BREAKFAST TABLE PROBLEM

Do you think any of your customers have one? Don't know just exactly what they should have to make a foundation for a hard day's work? Do you suppose they've ever thought of the appetizing, body-building, brain-strengthening kind that is so popular in Nova Scotia, viz ,
FISH?

Suggest it to them, and help them further by selling a package of "**HALIFAX,**" "**ACADIA,**" or "**BLUENOSE**" **PREPARED CODFISH.** Your interest in their Breakfast Table Problem will build up a lot of trade you do not now possess.

BLACK BROS. & CO., Limited

HALIFAX, N.S.

LAHAVE, N.S.

A. H. BRITAIN & CO., Rep. in P.Q. and ONT.
BOARD OF TRADE BLDG., MONTREAL.

To
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Fresh and Cured Fish

To Benefit Canadian Fishermen.

A MOVEMENT has been set on foot by the I.C.R., which will greatly benefit Canadian fishermen, namely an arrangement to commence a service over the lines of the I.C.R. for bringing a daily supply of fish during the Winter to Montreal, from Gaspe, New Brunswick and Nova Scotia. This at once suggests a competitive facility for Boston and Portland. Hitherto a large trade had been carried on between the fish dealers of Montreal and the traders of Boston and Portland. In fact it is well known that a large American fishing house in New England, which also owns an immense establishment in British Columbia, hauls carloads of fish all through Canada and down to Boston, in bond, and then ships it back to Canada. This statement applies to halibut especially.

It is a known fact also that the Maritime Provinces of the Dominion have fish supplies sufficiently abundant to successfully compete with, and shut out all foreign competition. All that has been desired was the necessary transportation facilities. The new arrangement is viewed with great satisfaction by large and small fish dealers in Montreal, principally because they will be able in future to bring their fish to Montreal much cheaper than from the American side and considerable sums of money which originally went to the United States, will now be diverted to the pockets of Canadian fishermen. It may be explained that it is only for about five weeks in the year, during the months of August and September, that Canadians have to look to the United States for haddock. At this time of year supplies of all kinds of fish come from the Maritime Provinces, every day of the week except Saturday and when the east fails, the Pacific coast is left to fall back on. The new departure of the Intercolonial should make it possible for Canadians to supply their own market, quite independently of the United States.

Whaling Industry for B. C.

Preparations have been commenced in Sechart Island, B.C., for the construc-

tion of works to be used in connection with developing the whaling industry in British Columbia waters, which has hitherto been monopolized by whalers from San Francisco. The estimated cost of equipment is \$50,000. The fish will be made into oil, guano and bone fertilizer.

The Japanese Oyster Industry.

THERE are, according to the report of Dr. Dean to the United States Fish Commission, three kinds of Japanese oysters considered in connection with cultivation. The first is a small one, probably a dwarfed sea water variety, and is found in great quantities along the southern and eastern coasts, and is the most abundant of its kind. It is a bay oyster, occurring in shallow water, where it forms an almost barnacle-like incrustation upon the tidal rocks. It is collected in great numbers for local consumption, fisher people opening them on the spot, not detaching the shell from the rock, and marketing them in bulk. In actual size this oyster is rarely larger than one's finger nail, but its flavor makes amends for its size. The shell rarely measures more than two inches in length, and in both size and flavor it resembles the California oyster. The second form is the important one from the standpoint of the culturist. It averages the size of the "Blue Point," and its color is that of cream. It occurs abundantly through the Inland Sea, in the small bays along the northeast coast of the main island, and thrives in bays well tempered by fresh water. The best that are found are those that are found at a depth of a fathom or two below the low-water mark, and it is the form considered by Prof. Dean in his discussion of the culture of the oyster. The third form is a typical sea oyster, and it is most abundant at a depth of ten fathoms. Its value is purely local, no region producing sufficient numbers to warrant a definite fishery. Some of the specimens weigh in the shell as much as six pounds.

The oyster producing region of Japan is par excellence the Inland Sea, and it is here that the culturists have carried on their industry with the greatest suc-

cess. This body of water can be looked upon as one of the most important natural preserves of fish and shellfish in the world. It can be compared to a deep marine lake, but it is sufficiently open to the sea to insure favorable conditions of density and of renewal of its waters, while its occupants are free from the dangers of an open gulf.

Throughout this entire region oyster culture is carried on more or less generally, but the important seats of the industry are at Okayama, in the east, and near Hiroshima, in the west. In the former locality, a small, nearly enclosed bay, which suggests that of Archaon, in France, proves very productive and supplies no little part of the market of Kobe and Osaka. Here are also the canning factories. Near Hiroshima, however, the industry is conducted on a somewhat larger scale, although on the same general lines.

All cultivable grounds, whether for oysters, other shellfish or seaweed, are—in Aki, at least—the property of the prefecture, and can neither be sold nor subrented. All cultivable tracts are surveyed, the lots tending to decrease in size as the estimated value of the property increases. The farms are rented auction fashion to the highest bidder, and the tenants have the privilege of renewing their lease indefinitely at the original rentals; a privilege, however, which cannot be used speculatively. In addition to the yearly rental, the property is subject to a small local tax upon the total area of each farm, and to a charge of one per cent. of the rental to cover the expenses of administering the oyster cultural bureau of the prefecture. This series of taxes impresses the stranger as formidable, until he learns that it does not represent an accumulation of taxes, but rather an itemized statement as to the apportionment of public funds made thus in accordance with local custom. Rental or concessions from the prefecture, it should further be said, brings with it certain privileges in marketing the oyster in Osaka.

Fish Planting.

The Ontario Government, in conjunction with the Grand Trunk Railway, has inaugurated a vigorous policy of restocking with fish many of the lakes in northern Ontario, where there was any chance of a depletion, and the success which has attended their efforts has been marked. During the Summer season this year no less than 5,305 parent bass were

captured and transported from Lake Erie to the several districts that are visited by the angler and Summer tourist. A special fish car was built by the Grand Trunk three years ago expressly for the transportation of live fish for this purpose and it has been used each Summer in the propagation of this good work. This year three carloads of bass, none less than 12 inches in length, and many weighing two and three pounds, were planted in the Muskoka Lakes, two carloads in Lake Simcoe and Couchiching, one carload in the Lake of Bays region, one carload in Balsam Lake (one of the Kawartha group in Victoria county), and a carload in the lakes along the Canada Atlantic Railway in Algonquin Park. These carloads contained in each instance from 500 to 700 fish. In addition to the planting of the parent fish, a carload of 5,000 black bass fingerlings was placed in the Lake of Bays region. The results of each shipment have been most gratifying, and Summer tourist and angler have appreciated the movement and look forward to better sport in these waters in the future.

Fish Notes.

According to the St. John Sun the boneless herring industry will shortly be started up again in St. John, N.B.

The centre of the kippered herring industry in British Columbia has been transferred from False Creek to Pender Harbor.

According to the Victoria Colonist a combination of western capital is being organized to secure control of the property of the defunct Pacific Packing and Navigation Co.

It may surprise readers of The Grocer to know that from 4,000 to 5,000 caribou were butchered in Newfoundland during the past season for bait used in the cod fisheries.

Perhaps the most curious lake in the world is in the centre of Kildine, an island in the North Sea. The surface of its waters is quite fresh and supports fresh water creatures, but down deep it is as salt as the sea itself and salt-water fish live in it.

It is reported that the assets of the Pacific Packing and Navigation Co. will be offered at public auction in the very near future. The Pacific Packing and Navigation Co. owns about \$4,000,000 worth of property in Alaska and the State of Washington.

Crockery and Glassware

Firing and Decorating Limoges China.

A NEW kiln for firing Limoges china is being tried just now, which promises to revolutionize the whole system of firing. The form of the old-fashioned kiln is entirely changed. The saggars containing the china are placed on cars or slabs made of fire-proof material, which are pushed drawn into a hot-air chamber, whose temperature gradually increases as they are advanced towards the firing chamber. At this point a water-cooled damper lined with fireproof bricks is raised, so that the cars proceed into the firing chamber where the heat is concentrated. It remains here until the china is baked; then another water-cooled damper is raised to let the car pass out into the cooling chamber, where the cars move slowly towards the exit of the kiln. By a careful arrangement of drafts, the hot air from the highly heated saggars is drawn under the fire-box, thus saving all waste heat. The advantages obtained by this system of firing are (1) economy of fuel, (2) saving of time (it is estimated that china paste can be made into china, passing through the several processes of bisque, glazing, and decorating, in from thirty to forty hours), (3) cheapness in constructing the kilns and repairing them, (4) the saggars last much longer, (5) a gain in the quality of the goods, (6) reducing the number of men required to tend the fires, (7) as the cars or slabs are loaded before entering these kilns, as large a force of men is not required as is necessary in filling a down-draft or old-fashioned kiln, (8) a perfect control and knowledge of all parts of the kiln can be had all the time the fire is going on, (9) this kiln can be used for every purpose in making china, viz., bisque, glazing, and decorating, this latter process being done by covering the cars with a muffler or hood.

DECORATION.

The decoration of china has been reduced to a very fine art in Limoges. The beautiful designs—floral, fruits, and landscapes—so much admired, are produced in such quantities and so rapidly that it would be impossible to make one-thousandth part of the decorations by hand. The processes of lithographing and decalcomania have replaced all hand painting, except for rich decorations and special orders. The small decorators purchase the decalcomania sheets ready prepared. They employ girls to stick the pictures on the china. After the paper has been removed there-

from the articles are fired in "mouffles" to set the colors.

The large manufacturers, however, make their own decalcomania sheets, work out their designs, and control their decorations themselves. The design is cut upon a stone in the same manner as a chromo-lithograph, each color having a separate stone, which is passed through a machine. The color, which is in powder, is sprinkled on the paper after it has received the impression from the stone. Only that portion which should receive the given color is impressed, so that after the different paints are passed upon the sheets called for by the design the sheet is ready for transferring.

Much alarm was caused some time ago by lead-poisoning from the colors, but now the powdering is done under cover. The top of the tables are in glass, the backs and sides are of wood, but the front is of cloth, in which are armholes fitted with elastic bands, so that the hands can be thrust through and the powdering done without the danger of inhaling the dry colors. The work is seen through the glass top. A new powder is now being tried which dispenses altogether with lead.

Belgian Glass Industry.

THE Etoile Belge recently published an interesting article on the crisis in the glass industry in Belgium, from which the following is extracted:

"During many years the glass industry of Belgium has rapidly increased. Jealous of us, the United States, formerly our tributary, developed the industry mostly with our workmen, who emigrated in great numbers and finally formed in America a union, which was successful in some disputes with the employers. Imitating the example, Belgium glass workers, on October 1, 1894, formed a federation called the New Glass Union. Instead, however, of remaining a union to resist the reduction of salaries or to assist in raising them, it became purely a political machine and an arm of oppression. Later, certain workmen tried to escape from the yoke, and in their turn founded, in 1898, opposing unions. In 1900 the union attempted to force the seceders back, and, the directors and owners of the glassworks refusing to aid them, a general strike ensued July 1, 1900. After a long time the owners gave in, but not before France and England had become formidable competitors.

NICE LITTLE CRATES OF DINNER SETS IN STOCK



8, 9 or 10 SETS IN PACKAGE,
ASSORTED, 3, 4 or 5 DIFFERENT PATTERNS.

NOW IS THE TIME THAT SUCH GOODS SHOULD BE
IN YOUR STORE READY FOR INSPECTION
SEND FOR LISTS

BARNARD & HOLLAND CO.
290 St. James St., MONTREAL.

SKINLESS CODFISH

In 100 lb. cases. One of our leaders.

New Pack.

Quality Guaranteed.

Write for prices.

LEONARD BROS.,

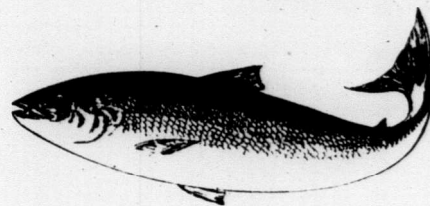
Wholesale Fish and Oysters.

MONTREAL,

ST. JOHN, N. B.,

GRAND RIVER, GASPE, P. Q.

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Fancy China

Fancy China

Our travellers are now out with
Fall Samples and would invite all
who handle our lines to see our
samples before placing orders.
Our stock is large, all goods up-
to-date, and prices rock bottom.

Taylor & Mulveney

Importers of

Crockery, China, Glassware and
Lamp Goods

Hamilton, Ont.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

TO IMPROVE THE CHEESE INDUSTRY OF QUEBEC.

THE following letter appeared in a recent issue of the Quebec Journal of Agriculture: For some time past our cheese has brought much lower prices in the market for exportation than that of Ontario, and at the same time many of the leading exporters complained that the quality of this product of the dairy was continually deteriorating in this province.

Some attribute this evil to the want of proper care of the milk; others to the want of cleanliness in the factories; others to the want of efficiency in the service of inspection, etc., etc.

We acknowledge that at least to a certain degree these complaints are well founded; they explain the depreciation of the cheese of Quebec. We also admit that the faults of manufacture and the imperfections, too often seen, are the immediate results of the causes mentioned above. But we believe that behind these causes there is another, a primary cause, of which the negligence of the producers of the milk and the makers of the cheese is but a consequence. This original and chief cause is the system which generally governs the transactions between buyers for exportation and the producers of the cheese. We refer to the system of buying at an average price. By this system the cheese offered on the market are not valued and sold according to the value of each, but a single uniform price is established for the whole of the product which is for sale.

Let us consider the consequences of such a practice.

SELLING METHODS AT FAULT.

With the method "of a sale at an average price," the competent and conscientious manufacturer does not receive the remuneration to which he is entitled, consequently he receives no encouragement to do better. On the other hand, the maker of a poor article has nothing to fear, since the defective cheese turned out by his factory will bring the same price as the best. We will even go further and say that cheese makers who are not over scrupulous, are actually encouraged to do wrong to increase the weight at the expense of

the quality by allowing an excess of moisture to remain in the cheese, as in that way they obtain a greater number of pounds, for all of which they receive the same pay.

We might further ask what credit or authority can the advice or teachings of the inspectors have under present conditions when they point out errors committed or defects to be remedied.

PURCHASE ACCORDING TO QUALITY.

Per contra, what would happen if the method of purchase "according to quality," the only equitable one for all parties, should be adopted. In such case the farmers using the factory would take care to bring nothing but milk of irreproachable quality, each one being afraid of being accused by his colleagues of having lowered the quality of the cheese and thus injured the common interest by the delivery of poor or bad quality.

The same parties, so as to obtain better cheese from their milk and consequently better prices, will have a unanimous understanding to prevent or remove the various causes tending to lower the quality of their product, they will see that the factory is well kept, that the surroundings are properly drained, that the milk cans and other utensils are washed with care, etc., etc.

They will keep an eye upon the manufacturer and control his zeal. If he is lazy or incapable they, the parties interested in obtaining a superior product, will not hesitate to call for his dismissal. Instead of finding, as is now too often the case, that the maker, whoever he may be, is paid too high a salary, they will agree to require the proprietor of the establishment to secure the services of a capable operator, even by paying him a larger salary.

WORK OF THE INSPECTORS.

The opinions of the inspectors and their advice, now so often received with indifference, will be scrupulously followed, in the hope that they will bring improvement and a consequent increase in the price of sale. We have only mentioned some of the happy results which would follow the adoption of the method of purchase according to quality. They

are, however, sufficient to show the numerous advantages of such a method. Its application would assure an early improvement in our cheese. It would have a durable effect, permanent as the interests which it is to protect; and in our opinion it will be the starting point in the progressive advance towards the production of an article of increasing perfection.

Some years ago the dairy industry in New Zealand passed through a crisis, very similar to that which we are going through at the present time. The Government decided that all dairy products should be examined at the ports of export by expert inspectors, appointed by itself and that these products should be classed in three categories of quality: XXX., XX., and X.

This measure was a work of salvation. From the very first it had the effect of putting into force a scale of prices.

A healthy rivalry in well doing, founded upon self-interest, grew up between the producers; it resulted in a rapid improvement in the quality of the cheese, for which the demand became greater and the prices much higher.

CHANGES ARE NECESSARY.

In our province, unless the system "of purchase at an average price," which discourages first-class manufacturers and chokes wholesome competition, be abandoned and replaced by the system "according to value," the only equitable one, radical changes will take place in a very short time in the manner of transacting business.

Either the producers will be compelled to form important associations among themselves, joining their interests the better to defend them by the power of co-operation. Associations of this nature have long existed in Denmark, in Hungary and other places, and they are of immense value to their members. They have representatives on all the great markets of the continent and carry on business directly with Berlin, and without dealing through intermediates.

Or we will have to follow the course traced out by New Zealand in the first place to guard our dairy industry from danger and next to assure its progress and cause it to yield all the profit which our agricultural classes have the right to expect.

The Dominion Packing Company

LIMITED.

Telegraphic Address,
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork Compound Lard Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited,

Charlottetown, P.E.I.

BEECHNUT



BRAND

Mincemeat

We are now booking orders for Mincemeat. Last year we had a very large sale of our New England Mincemeat and many complimentary letters from our customers regarding the quality of it. This year we will, if possible, make it better than ever. We use nothing but best fresh fruits and spices; put it up with great care and cleanliness, and quote it to you at low prices.

Packages are 70-lb., 27-lb.,
12-lb. and 5-lb. pails

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS.

Limited.

HAMILTON, ONT.

Just the line for cool weather.

Delicious and appetizing

Our Fresh Pork Sausage

Are good sellers.

Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co.,

PORK AND BEEF PACKERS,

LIMITED

TORONTO, ONT.

A Strong Point

in favor of "Rose Brand" Bacon is the fact that it is always new cured and fresh smoked on date of shipment.

PEA MEALED, PARCHMENT WRAPPED, or PLAIN SMOKED, as you desire. A sample shipment to convince you of the superiority of Matthews' cure.

The George Matthews Co., Limited


ESTABLISHED 1868.

Peterborough Hull Brantford

GILLETTS
PURE POWDERED
LYE


Ready for Use in Any Quantity.
For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

SOLD EVERYWHERE.
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.**

Prov
is stro
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heavy
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Long ole
Smoked
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Campbell...
Woodstock
Picton...
Stirling...
Brockville
Kingston...
Madoc...
Vanhook E
Tweed...
Wincheste
Forth...
Napane...
Kemptville
Listowel...
Ottawa...
Belleville...
London...
Cornwall...
Lindsay...
*Colored

From
122 ch

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The market for provisions is strong, orders being large as compared with the stocks that remain. The only perceptible advance in prices is in heavy mess pork which is quoted from a cent to a cent and a half higher. There is not much of it on hand at present. The fresh meat market is quiet with no change in beef and a little weakening in lamb and veal. The prices quoted this week are as follows:

Long clear bacon, per lb.	0 08 1/2	00 08 1/2
Smoked breakfast bacon, per lb.	0 12 1/2	0 13
Roll bacon, per lb.	0 09 1/2	0 10
Small hams, per lb.	0 13	0 13 1/2
Medium hams, per lb.	0 13	0 13 1/2
Large hams, per lb.	0 11 1/2	0 12 1/2
Shoulder hams, per lb.	0 09	0 09 1/2
Backs, per lb.	0 15	0 15 1/2
Heavy mess pork, per bbl.	15 00	15 50
Short out, per bbl.	17 50	18 00
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 07 1/2	0 08
" tubs	0 08	0 08 1/2
" pails	0 08 1/2	0 08 1/2
" compounds, per lb.	0 07	0 07 1/2
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	7 50	9 50
" front quarters	4 50	5 50
" choice carcases	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	6 50	7 25
Veal	6 00	8 50
Hogs, light	7 50	7 75

Butter—Butter remains steady with a fair business doing. Receipt and demand are without change. For weeks it has been the quietest part of the dairy and provision market. We quote this week:

Creamery prints	0 19	0 20
" solids, fresh	0 18	0 19
Dairy prints	0 15	0 17
" in tubs	0 13	0 16

Cheese—In cheese prices have not changed nor have the prices offered at the board sales. Sellers are unwilling to take up offers of 83-4-87-8, the price that has ruled for two weeks. The result is that thousands of cheese are held back without making any apparent impression on buyers. Dealers express the opinion that there may be a dropping off in prices during the next few weeks as October and November cheese are not considered as good as that made during the earlier months. Board sales for the week ending October 3 are as follows:

Board.	Boxes.	Price.
Ingersoll	420	(no sales) 0 08 15-16
Campbellford	1,270	0 08 1/2
Woodstock	2,179	(no sales) 0 08 1/2
Pictou	975	(no sales) 0 13
Stirling	955	(385 sold) 0 08 13-16
Brockville	2,244	(no sales) 0 08 1/2
Kingston	873	(80 sold) 0 08 1/2
Madoc	985	(465 sold) 0 08 1/2
Vanleek Hill	1,404	(465 sold) 0 08 1/2
Tweed	740	(410 sold) 0 08 1/2
Winchester	1,058	(no sales) 0 08 1/2
Perth	2,300	0 08 1/2
Napanee	1,165	(no sales) 0 08 1/2
Kemptville	1,465	(no sales) 0 08 1/2
Listowel	4,620	(no sales) 0 08 1/2
Ottawa	1,710	(986 sold) 0 08 1/2
Belleville	1,400	(300 sold) 0 08 1/2
London	120	(no sales) 0 08 1/2
Cornwall	1,487	(1,135 sold) 0 08 1/2
Lindsay	1,715	(no sales) 0 08 1/2

From this it will be seen that of 20,122 cheese offered only 4,200 were sold

on the board and not much more than 8,000 would change hands on board and curb. This leaves at least 20,000 unsold. Last week only 1,140 were sold out of 30,895 offered. At this rate stocks of immense size must be accumulating. We quote dealers' prices:

Cheese, large	Per lb.	0 09 1/2	0 09 1/2
" twins		0 09 1/2	0 09 1/2

Montreal.

Provisions—No actual change has taken place in the condition of the market, the feeling was considerably firmer all round, more especially for live hogs, which is occasioned by the strong cable advices on Canadian bacon. Supplies were not extensive. Sales of selected lots took place at \$5.50; mixed lots at \$5.25, and heavy at \$5 per hundred pounds. The demand for dressed hogs was first rate and prices ruled firm at \$7.50 to \$7.75 per hundred pounds for fresh killed abattoir dressed stock and at \$7 for country dressed. The trade in lard was active and other lines comparatively slow. We quote:

Canadian short out mess pork	\$17 00	\$18 00
American short out clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb.	0 11 1/2	0 12 1/2
Hams	0 10 1/2	0 12
Extra plate beef, per bbl.	11 50	12 00
"Boar's Head" brand, tierces, per lb.	0 07	
" tierces, per lb.	0 07 1/2	
" 60-lb. fancy tubs	0 07 1/2	
Cases, 20 3-lb. tins, per lb.	0 08	
" 12 5-lb. tins	0 07 1/2	
" 6 10-lb. tins	0 07 1/2	
20-lb. wood pails, each	1 50	
20-lb. tin pails, each	1 40	
Wood net, tin gross weight—		
Pure lard, pails	1 57	1 70
" tubs	0 07 1/2	0 08 1/2
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08 1/2	0 09 1/2
" cases (24 3-lb. tins)	0 08 1/2	0 09 1/2

Cheese—The cheese market remains inactive. Prices hold an easy undertone. Purchases of Quebec goods were reported at 85-8c, but these were rare and 83-4 to 87-8 is about the proper range for the asking price of these, with 9c for Townships and 9 1-8 to 9 1-4c for Ontario. A large quantity of cheese sold at the wharf for 85-8c.

Butter—The butter market remains also quite dull and rather heavy in tone. Considerable trading was noted in Townships creamery at 20c, and in Quebec goods at 19 1-2 to 19 3-4c. As many as 1,000 Quebees were turned over at the wharf early in the week at 19 1-2c.

A Liverpool correspondent states that provisions in that district have been very gloomy for some weeks. He referred to Cumberland butter having cost 52s per hundredweight, which in Canadian money means 12c per pound dry. Cheese has been at a low level for time of the year, although the quality has



ROW'S GUM
in
Lumps.
5c. Pkgs.
in
1c. Stick.
in
5c. Bars.

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

Turner's Unfermented Pure Fruit Wines

Well noted for their pure fruit flavors. Grape especially appreciated for church purposes. All the wines carefully prepared.

GREAT SELLERS!

SEND FOR PRICE LISTS.

Turner & Co.
23 Jarvis St. Toronto.

A 10 cent packet of
Wilson's Fly Pads
has actually
Killed a Bushel of Flies

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

Egg Cases

—AND—

Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

Macaroni

DON'T

buy imported goods when we supply a better article at a lower price, and put up more attractively.

Order our goods through your wholesaler.

SAMPLES FREE

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

Your Coffee Account

—we want it. We sell nothing but coffees, bulk and package.

TORONTO CLUB COFFEE

is for high class trade—costs no more than any good 40c coffee.

Samples Sent—May We?

TORONTO CLUB COFFEE CO.
81½ Front St. E., TORONTO.

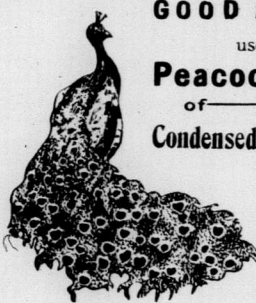
COMMON SENSE

KILLS Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

GOOD APPLES
used in
Peacock Brand
of
Condensed Mince Meat



—some Mince Meats contain no apples.
Order Peacock Brand from your wholesaler.

The Bates, Peacock Co.
HAMILTON, ONT.

been very good. Especial reference was made to colonial butter, which, it was explained, had shown good value, adding that the retailer had no trouble to make good profit out of his one shilling butter. The value of butter and cheese as regards Winter months, was uncertain. The general belief is that cheese will go much higher and further, supposing it did advance several shillings, it would still be at a lower price than it has held for the past two or three years. For butter the prospects appear reasonable from all points of view. New Zealand butters are offered for forward contract 1-2d per pound less than the prices ruling last season, but knowing ones state that the New Zealand people will be compelled to take less butter if the Canadian butter continues to arrive in the same excellent condition in which it has been seen during the past three months. First quality Canadian butter is competing strongly with New Zealand in regard to quality, while there is an additional preference in the Canadian in that it is not so highly colored during the Winter months. The outlook regarding American bacon is considered favorable for the retailer, who appreciates the situation thoroughly when American bacon arrives in the neighborhood of 49s as there is usually then a good profit.

Winnipeg.

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

Lard, 50-lb. pails.....	4 30
" 20-lb. ".....	1 80
" 10-lb. ".....	5 50
" 5-lb. ".....	4 45
" 3-lb. ".....	5 65
" compound, in 20-lb. pails.....	1 80

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

Hams, per lb.....	0 13½
Breakfast bellies, per lb.....	0 13
Breakfast backs, per lb.....	0 10½
Picnic hams, per lb.....	0 08½
Long spice rolls, per lb.....	0 10½
Short spice rolls, per lb.....	0 10
Long clear rolls, per lb.....	0 08½
Dry salt backs, per lb.....	0 09½

Butter—The market is firm. Stocks at present are very light, more especially in dairy, as there is practically none coming in from the country at present. Our quotations are as follows:

Creamery, fresh churned, per lb.....	0 24
" per lb.....	0 22
Dairy, bricks, per lb.....	0 18
" in tubs.....	0 16

Cheese—Prices are stiffening a little owing to the fact that supplies are running rather light for the demand and the market is a little firmer. Our quotations are as follows:

Cheese, per lb.....	0 10½
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St. John.

Provisions—A feature of the market

is the continued dull business in barreled pork and beef. Pork is higher; beef unchanged. Our lumbermen are using fresh beef more each year, causing a much lighter sale for salt beef than in former years. Pure lard is firm and selling freely. Refined lard is still low but price tending higher. There is improved demand. In smoked meats market is largely supplied by local curers. Fresh beef is low. Lamb is freely offered and cheap. Some veal is still offered, price unchanged. Mutton is dull. Pork is more freely offered, price is low.

Mess pork, per bbl.....	\$16 00	\$17 00
Clear pork ".....	17 00	19 00
Plate beef ".....	12 00	14 00
Mess beef ".....	19 00	12 00
Domestic beef, per lb.....	0 05	0 07
Western beef ".....	0 08	0 09
Mutton ".....	0 04	0 05
Veal ".....	0 06	0 07
Lamb, ".....	0 06	0 07
Pork ".....	0 05½	0 07
Hams ".....	0 12	0 14
Rolls ".....	0 10	0 11
Lard, pure, tubs ".....	0 08½	0 09
" pails ".....	0 09	0 09½
Refined lard, tubs.....	0 08½	0 08½
" pails.....	0 08½	0 09½

Butter—There is ample stock. Prices unchanged. Really good stock is in demand.

Creamery butter.....	0 18	0 20
Best dairy butter.....	0 16	0 17
Good dairy tubs.....	0 14	0 16
Fair.....	0 12	0 14

Eggs—Prices keep very firm; supply light.

Eggs, hennery.....	0 22	0 25
" case stock.....	0 17	0 20

Cheese—Twins have the local demand. Prices tend higher.

Cheese, per lb.....	0 09½	0 11
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Provision Notes.

C. W. Bowman, for some time past superintendent of the Ingersoll Packing Co., has been appointed a director of the Montreal Packing Co.

An organization known as the Richmond Dairymen's Association has been formed among the farmers on Lulu Island, B.C. and announces to the Vancouver trade that rates for milk during the coming Winter will be 20 per cent higher than usual.

The report is current in Toronto provision circles that a provision and fruit commission company is being organized in Toronto. Grimsby and Toronto interests are represented.

Mr. H. Parnell, one of the dairy instructors of the Ontario Government, has accepted a position under the Orange River Colony Government of South Africa and leaves on November 1 to open a dairy school there.

Tenders are being received for the purchase of the cold storage warehouse belonging to the estate of the King Darrell, Walker Co., Toronto, and situated at Thedford, Ont.

Our first shipment
of NEW SEASON'S

PEELS

LEMON,
ORANGE,
CITRON.

"ANCHOR" BRAND—

The finest quality dropped caps.

"STERLING" BRAND—

Exceptional value at a low price.

Fancy Assorted Tins
to retail at \$1.00.

RAISINS

Valencia— Malaga— Sultana— Calif. Seeded—

Selected and Fine off Stalk.
Special quotations for
November shipment.

Boxes, Qr-Flats and 1lb. Cartons.
All grades of Fruit.
Quotations low.

A snap for bakers
and confectioners.
Cleaned or uncleaned.
Get samples and prices.

12 oz. and 16 oz. packages.
We have some interesting
quotations for November
shipment.

FIGS

Fancy Eleme—

Very fine quality—Boxes 10, 20, 30 and 50 lbs.

Washed and Stuffed—

We are showing some very attractive lines for
high-class trade—Our travelers have samples.

OUR QUOTATIONS ARE LOW—Quality—The Finest.

THE **EBY, BLAIN CO.,** Wholesale Grocers,
Limited, TORONTO.

HINTS TO BUYERS.

L. Chaput, Fils & Cie., Montreal, are offering new Marbot walnuts to arrive in November at interesting prices.

Jas. Rutherford & Co., Montreal, are offering special inducements in China greens, gunpowders and young hysons, cheap teas; also Ceylon and Indian greens.

Just in store with L. Chaput, Fils & Cie., Montreal, 600 cases and barrels of Boulestin Co.'s famous cognac. They are filling orders promptly.

J. H. Maiden, Montreal, reports delivery this week of three cars of "Peerless" brand salt, small packets. This brand is meeting with ready acceptance in this market and is reported as most satisfactory.

Two carloads new salmon arriving this week for L. Chaput, Fils & Cie., 500 cases Peacock Red, and 500 cases Sunflower pink salmon. Peacock brand is guaranteed finest pack this season.

This is the time of year when the Grocer thinks about his mince meat. The T. A. Lytle Co., Toronto, are again to the front with their well-known mince meat. "Better than has been" is a familiar expression with this firm. Every grocer can rely on getting the

very best, because only the best fruits and meats are used in the manufacture. It is put up in convenient sized fibre and wooden pails.

The Eby-Blain Co., Toronto, are showing a fancy glass-front tin of new assorted peel that will retail at \$1. It already is finding a good sale amongst high-class trade.

"Eglañ" table cream, a delicious new English preparation, is being put on the market by the Eby-Blain Co., Toronto. It retails at 10c, and bids fair to become a popular seller.

The Salada Tea Co., Toronto, reports that its west end city traveler, Mr. A. Irving, took 70 orders on Oct. 3, or in all 3,336 lbs. These orders were all taken from grocers west of Yonge street.

The Eby-Blain Co., Toronto, have just passed into store another shipment of Jacob's celebrated Irish Besents, which includes several new lines.

PERSONAL MENTION.

Mr. Reay, the genial Toronto representative of the Force Food Co., left this week on a tour of Western Ontario.

Mr. A. M. Long, formerly in charge of the sample room of T. Kinnear & Co., Toronto, is now on the sample room staff of Warren Bros. & Co., Toronto.

CANADA AND THE WEST INDIES.

Owing to recent developments in trade between Canada and the West Indies the big steamship companies are beginning to realize that there may be in the near future a profitable trade with those islands. As a consequence, at least three well-known lines will tender for the service from Canada the present contract for which, now held by a Halifax firm, expires in July next.

The Elder-Dempster Company will tender for the service, and if successful, will place a fleet of steamships on the route. According to a dispatch received from Liverpool yesterday, the Royal Mail Steamship Line will also send in a tender and another large steamship line has under consideration an offer to the Canadian Government for the contract.

At any rate, indications point to a lively contest. The fact that the Hon. R. H. McCarthy, Collector of Customs, at Port au Spain, a warm advocate of closer trade relations, is at present in Canada, has further stimulated interest here. Mr. McCarthy is now touring Canada with a view to promoting the closer trade idea in all parts.

F. Laur has purchased the bakery and confectionery business of G. E. Strachan, Aylmer, Ont.

Why



57

PAY BIG PROFITS

Suppose two articles cost you 16 cents and you sell each for 20.

Do you figure you make the same profit on each? Not necessarily.

You may make 25 per cent. on each but one will pay maybe 300 per cent. a year, on account of frequent turn over; the other, perhaps, only 75 per cent.

IT'S THE TURNOVER THAT COUNTS

Brands of intrinsic merit well advertised sell with the least expense and trouble to the dealer and they pay good profits because they keep your sixpence nimble. The sooner you get your order in for the 57 Varieties the sooner the turnover begins.

H. J. HEINZ CO., - Pittsburgh, U.S.A.

Merit must always bring good steady trade. Good steady trade means profits to you. That is why it pays to handle the

Lipton Goods.



This month we are giving special value in *Lipton's Strawberry Jam* — one of our quickest sellers.

ASK YOUR WHOLESALER FOR IT.

For information address

THE CANADIAN AGENTS

J. N. CREED & CO., HALIFAX, N.S.

or **J. S. CREED, - MONTREAL.**

Room 525, Board of Trade Building.

Are you satisfied with your Baking Powder trade?

Are you selling as much or more than your competitors?

If you answer "yes" to the first query and "a little more" to the second, you must be handling

Forest City Baking Powder

because it has been the favorite baking powder from Halifax to Vancouver for the last twenty years.

If you wish to give your baking powder sales a spurt, just "push" Forest City Baking Powder a little more---introduce it to a few customers who are using inferior brands.

They'll come back for it again and will buy other groceries at the same time.

GORMAN, ECKERT & CO.

LIMITED

LONDON, CANADA.

Importers and Roasters of Coffee.
Manufacturers of high-class Baking Powder.

Octobe

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CLASSIFIED LIST OF ADVERTISEMENTS.

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Gorman, Eckert & Co., London, Ont.
- Baking Powder.**
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Maiden, J. H., Montreal.
- Baskets.**
Oakville Basket Co., Oakville, Ont.
- Bird Seed.**
Nicholson & Brock, Toronto.
- Biscuits, Confectionery, Etc.**
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.
- Blue and Black Lead.**
Oakey, John, & Sons, London, Eng.
Reckitt's-Gilmour Bros. & Co., Montreal.
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Turner, James, & Co., Hamilton.
United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.
- Canned Goods.**
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Old Homestead Canning Co., Picton, Ont.
- Chewing Gum.**
Row & Co., Brockville, Ont.
- Cigars, Tobaccos, Etc.**
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.
- Cocoa-nut.**
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.
- Cocosa and Chocolates.**
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto
- Commission Merchants & Brokers.**
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Ratray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Watt, J. L. & Scott, Toronto.
Wilson Commission Co., Brandon, Man.
- Concentrated Lye.**
Gillett, E. W., Co., Toronto.
- Condensed Milk and Cream.**
Barnard & Holland, Montreal.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.
- Corks.**
Ewing, S. H., & Sons, Montreal.
- Crockery, Glassware and Pottery.**
Barnard & Holland, Montreal.
Gowans, Kent & Co., Toronto.
Taylor & Mulveney, Hamilton.
- Dairy Produce and Provisions.**
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Mathews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
- Fish.**
Black Bros. & Co., Halifax.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.
- Fly Paper.**
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.
- Fruits—Dried, Green, and Nuts.**
Adamson, J. T., & Co., Montreal.
Davidson & Hay, Toronto.
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Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Husband Bros. & Co., Toronto.
James, Eben, Toronto.
McWilliam & Everist, Toronto.
Ratray, D., & Sons, Montreal.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.
- Fruit Wines.**
Turner & Co., Toronto.
- Gelatine.**
Cox, G. & J.
- Grain, Flours and Cereals.**
Force Food Co., Toronto.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.
- Grocers—Wholesale.**
Balfour & Co., Hamilton.
Castle, F. J., Co., Ottawa.
Chaput, L., Filis & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
- Grocers' Grinding and Packing Machinery.**
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
- Hides.**
Page, C. S., Hyde Park, Vt.
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Keen, Robinson & Co., London, Eng.
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- Jams, Jellies, Etc.**
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Creed, J. S., & Co., Halifax.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.
- Macaroni.**
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.
- Matches.**
Walkerville Match Co., Walkerville, Ont.
- Mince Meat.**
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Fearman, F. W. Co., Hamilton, Ont.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.
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- Patent Solicitor.**
Cullen, Orlan Clyde, Washington, D.C.
- Peels.**
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- Pickles, Sauces, Relishes, Etc.**
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Davidson & Hay, Toronto.
Downey, W. P., Montreal.
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Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, & Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
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Patterson's—Rose & Laflamme, Montreal.
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Oakey, John, & Sons, Montreal.
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Canadian Salt Co., Windsor, Ont.
Rose & Laflamme, Montreal.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.
- Shelf Boxes.**
Bennett Mfg., Co., Pickering, Ont.
- Soap.**
Duncan Company, Montreal.
- Starch.**
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
Ocean Mills, Montreal.
- Steel Shingles.**
Metallic Roofing Co., Toronto.
- Store Lighting.**
Auer Light Co., Montreal.
- Sugars, Syrups and Molasses.**
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Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme, Montreal.
Ratray, D., & Sons, Montreal.
"Sugars" Limited, Montreal.
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Barger's—Rose & Laflamme, Montreal.
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- Teas, Coffees, and Spices.**
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Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
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NEW ADVERTISEMENTS.

Ogilvie Milling Co., Montreal.
Turner & Co., Toronto.

OATS AND OATMEAL.

ALTHOUGH the final estimate of the oat crops of United States and Canada has not yet been made, the harvest is now so far completed that a sufficiently close estimate of the yield and quality can be made to form a fairly correct idea of the probable effect on the price of oatmeal for the current year. Last year Ontario reaped the largest oat crop on record, the Government estimate putting it at nearly 110,000,000 bushels, and the quality was very fine, especially in those districts where most of the oatmeal milling is done. The average test would probably be 34 lbs. per imperial bushel.

On the other hand, in 1903 the United States had only an average crop, the Government report making it 784,000,000 bushels, while the average for ten years past is 773,000,000 bushels. The

quality, however, has been very poor, testing only about 28 lbs. per bushel, Winchester measure, or say 29 lbs. imperial.

This placed the Canadian millers in a very enviable position, as they had a large crop of magnificent oats at reasonable prices from which to draw their supplies, while United States mills had to draw from a light crop of poor quality and high priced oats. This gave the Canadian oatmeal mills practically a monopoly of the export trade. This year indications are they will have to divide it with their American competitors or surrender to them the greater part of it, which will cause greater competition for the domestic market and lower prices than have ruled during the past year, as this year the United States mills have a good crop of oats of the finest quality they have had in years, while Canada has neither as good a crop nor as good quality as in 1903. The United States Government estimate of the crop this year indicates 865,000,000 bushels, and the test weight is high. On the other hand, the Ontario Government estimates the home crop at 104,000,000 bushels, and the quality is not nearly up to that of last year. Rust injured the oats as well as the wheat, and it is very probable that the final outcome will show the Government estimate to be too high and the total yield to be considerably less.

As it is also reported that foreign crops of oats are good, the demand is limited, with the result that United States oats are now offering from Chicago at 36c a bushel delivered on track at Toronto in bond, or at about the same price that Ontario oats are bringing on track Toronto.

The price of oatmeal has already been reduced in consequence of the above conditions, but it would not be safe to predict a big decline in the price of oatmeal for two reasons. First, the American Cereal Co. use their mills at Peterboro to supply a large portion of their export trade in Great Britain and the Continent. No doubt they will continue to do so, as the mill was especially established for this purpose. A heavy demand for oats is thus caused and the price kept up above what it would be if this mill had not been established. Low priced oatmeal cannot be

made from high-priced oats. Another important factor to be taken into consideration is the fact that with the poorer quality of oats which the Canadian mills will have to use this year, it will take more to make a barrel of rolled oats, thus adding to the cost of a barrel of meal. Thus, while undoubtedly a lower range of prices will prevail than during the past year, taking the above facts into consideration, the trade is not justified in looking for very low prices.

A HINT TO THE CANNERS.

THE opinion is current in Toronto wholesale grocery circles that the announcement of opening prices on 1904 pack canned corn and tomatoes is being unduly delayed. The canned goods situation this year is peculiar in this respect, that corn and tomatoes are being delivered to the wholesale trade without prices yet having been named.

The grocery trade as a whole recognizes the wisdom of canners withholding quotations until the season's pack can be accurately estimated. It means much to the wholesale and retail trade to have a price which under ordinary circumstances will be stable throughout the entire season, and it is manifestly an inexcusable mistake to announce prices and discover afterwards that market conditions will only warrant lower quotations. This has actually happened in Canadian canned goods circles though not of late years, when the occurrence caused not a little inconvenience to retailers who stocked up with the article at the beginning of the season at full prices only to find that the said article was obtainable later at a considerably lower figure. The difficulty is more easily overcome when market conditions warrant an advance on opening prices.

The anxiety of the wholesaler is in the main, however, because retailers are calling for new pack corn and tomatoes while the wholesale trade is in the peculiar position of having the goods on hand without being able to name a price.

FAIR CANADA IN DEMAND.

MISS CANADA has arrived at an age when Uncle Sam thinks he may with due propriety pay court to the fair damsel in the person of his sons. The action of the Democratic party therefore in adopting a strong reciprocity plank in its election platform must be construed in a sympathetic frame of mind. Not to be outdone by their Democratic brethren the Republicans have also inserted a reciprocity plank, which is nothing more nor less than a copy word for word of the Democratic pronouncements on the question. Both parties now stand committed to reciprocity as their national policy in the following words: "We favor liberal trade arrangements with Canada and with peoples of other countries, where these can be entered into with benefit to American agriculture, manufactures, mining or commerce."

The chapter devoted to the subject of reciprocity in the campaign book issued by the Democratic party quotes statistics from authorities of both countries showing that at whatever period reciprocity has in the part been in operation the United States was the gainer. After pointing out the exact trade situation as it exists at present between the United States, Canada and Great Britain, the opinion is expressed that in the fulfilment of the Chamberlain propaganda lies a menace to American farmers and commerce generally.

The campaign document also pays the following glowing tribute to Canada: "This great country is one of the largest and finest on the globe. It is little inferior if at all to the United States in the vast variety and value of its resources. It is surrounded and indented by seas that teem, to a degree beyond all others, with the wealth of ocean, which in conjunction with its mighty system of international transportation afford a splendid basis for maritime and commercial enterprise. Nothing but the most unexampled lack of foresight could countenance indifference to the commercial possibilities between the two countries."

It goes on further to say that the deliberately selfish policy of the Republican party in wringing from Canada such profits as might be gathered without giving anything in return has cost the

United States the respect and almost the friendship of the nation to the north and that the time has now come for the correction of this error and the establishment of closer international relations in the matter of trade and commerce.

That the United States has everything to gain and nothing to lose by reciprocity with Canada is a self-evident fact, owing to the opportunity it would afford the American consumer of purchasing freely Canadian food products and raw manufacturing materials.

Although susceptible to a degree Canada is not likely to fall a victim to the blandishments of her new courtiers, unless she sees something redounding to her advantage. Owing to the indifference of these same individuals in the past she has "sought and found" in other fields and pastures green, and at the present time her attitude cannot be said to be altogether friendly to the above-mentioned gallant proposals. The proposers are keenly alive to the seriousness of the situation, and are sparing no efforts in their endeavor to win what maybe they have irrevocably lost.

BUSINESS MAN WANTED.

AFTER years of constant endeavor to have the department of Trade and Commerce in the Dominion Government transferred from the charge of an incompetent to a qualified administrator, our efforts appear likely to be crowned with success.

Sir Richard Cartwright has simultaneously resigned his portfolio in the Dominion Cabinet and been elevated to the Senate. Practically his political career is ended. At such a time we cannot but refer with gratitude to the many disinterested services which for years he has rendered to the people of Canada, while at the same time we cannot but regret that his withdrawal from the active participation in the government of the country has been so long delayed.

That Sir Richard retired none too soon has been emphasized by the fact that it would have been practically impossible for him to secure his party's nomination in the constituency, which he has represented for so many years—a constituency which has an unique record for piling up enormous Liberal majorities.

While we have long advocated Sir Richard's retirement from the charge of the department of Trade and Commerce, we have not forgotten that true criticism must not be destructive only. Suggestions and advice for the reconstruction of what is destroyed must be offered.

In this instance, we have not been wanting. It will be remembered that when the Hon. Charles S. Hyman, of London, was first returned to parliament, we pointed him out as a man admirably qualified to discharge the functions of Minister of Trade and Commerce. At that time we advocated his substitution in place of Sir Richard Cartwright. Today what we in a measure prognosticated seems extremely likely to come to pass. Sir Richard has been deposed and it looks as if Mr. Hyman would reign in his stead.

Our efforts in the direction of a reorganization of the department of Trade and Commerce have been wholly in the interests of the business men of Canada. Now that these efforts have been crowned with a measure of success, we cannot help but feel that the commercial interests of the Dominion will in future receive such a measure of attention as they have never before enjoyed.

SUGAR BOUNTIES.

AN interesting editorial appeared recently in the Montreal Herald in which the ground was taken that the relaxation of free trade principles in the United Kingdom in the matter of sugar bounties has been a grave injury to the jam makers and consumers of Great Britain, in so far as it has raised the price of beet sugar to the British consumer by two shillings per hundredweight, whereas the approach towards free trade principles by the other countries of Europe which were parties to the Brussels convention of 1903, has increased the consumption and diminished the price of sugar in these countries, the consumption in Germany and France having risen by forty-two per cent.

The supporters of the Brussels agreement claim that it is much too early to arrive at any definite conclusion as to the effect of the convention. It must also be remembered that British imports of sugar have gone on increasing throughout the year and that the statistical position is much stronger than it was at this time a year ago, which latter fact is likely in the long run to have been quite as big a factor in the upward tendency of prices during the last twelve months as any of the provisions of the Brussels convention. Another offset is the fact that the sugar industry of the colonies has been greatly benefited by the change, the increase in importations of sugar from the British West Indies alone having increased by 166,000 cwts. during the fiscal year of 1903-04.

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Also in Bottles, 20 oz., Barrels and Cases.

QUALITY FINE**PRICES SURPRISING****“Small Lot” New Selected Valencias.****250 Boxes “Shultze,” Denia, Spain (large lots yet to come).****Canned Goods**

Prices are out on TOMATOES and CORN.

Short Pack.

BE WISE.**SEE OUR PRICES.****WE CAN SAVE YOU MONEY.****WE ARE SELLERS.****L. CHAPUT, FILS & CIE.**

WHOLESALE GROCERS, AND IMPORTERS OF TEAS, COFFEES, WINES AND LIQUORS.

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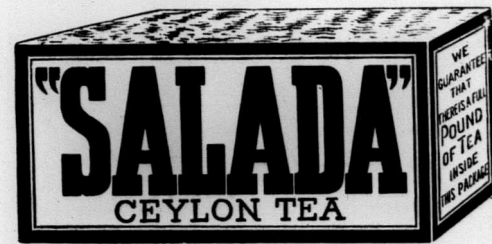
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Samples cheerfully furnished.



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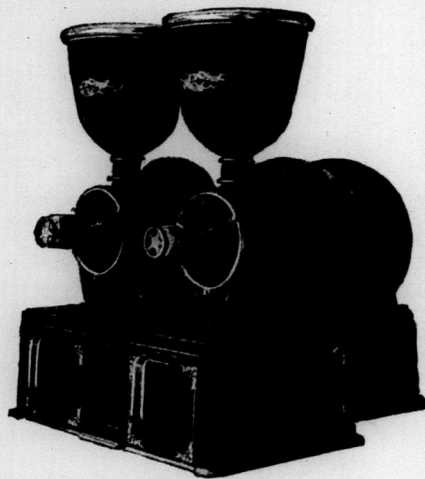
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in our new drum packages. They make very attractive store displays. There are six pounds in a drum, eight drums in a case and a pair of drum sticks for each drum.

Be up-to-date and you will get more trade—the Lily White Drum package is the latest.

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

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Oct. 6, 1904.

Groceries.

THE volume of groceries sold during the week is estimated as fair, regular business being reinforced by a large number of orders coming in to be filled before the close of navigation. Certain localities are accessible only while the great lakes are open; others in the Far West prefer to save the extra expense of haulage by rail, and accordingly get in Winter stocks before the close of November. Additional impetus to the grocery trade is being lent by importations of Mediterranean dried fruits, which are now arriving on the market.

Travelers throughout the country report that business is good, although the retail trade is buying cautiously and not disposed to load up with goods, preferring to buy only for immediate requirements.

Sugar continues firm both in raw and refined, and a brisk trade is reported, although last week's quotations continue unchanged. The grocery trade is anxiously awaiting the announcement of prices on 1904 pack of corn and tomatoes. Supplies have already begun to arrive. The general feeling is that quotations this year will be considerably above those of 1903, owing to shortage in the corn and tomato pack, particularly the latter. Quotations are promised during the coming week. Stocks of "Horseshoe" brand sockeye salmon are practically exhausted, and the trade is now being supplied with various other brands. Generally the canned fish situation is firm with demand active.

Increased sales of corn syrup are reported, and the New Orleans market is beginning to show signs of improvement. Teas are quiet as far as local sales are concerned, considerable anxiety being expressed as to whether Japan teas or Indian and Ceylon are to have first place in the Canadian market. It is authoritatively stated that over-supplies of Ceylon greens are getting pretty well cleaned up and that the consumption of the latter is not only holding its own but increasing. Japans have advanced in price and are not offering as good a quality as a few weeks ago. As against this, Indians and Ceylons are offering better quality than heretofore. Coffee is extraordinarily firm on account of the high prices quoted on Rios. Supplies are low, but wholesalers prefer to

rest on their oars than buy at present quotations.

New figs have arrived on the market, and quotations on New Valencias and California seeded have been announced. Old stock is practically exhausted and what yet remains is being quoted lower to correspond with new crop prices. Dried fish are moving actively. Bird seed is scarce and high and evaporated apples are quoted 1c cheaper than last week.

CANNED GOODS

Considerable anxiety is expressed in canned goods circles in regard to opening prices on canned corn and tomatoes. Packing is still going on, although it is entirely contingent on the weather conditions. Cannerymen are holding back prices until the extent of the pack is determined. The opinion just now is that the corn pack will be at least 40 per cent. short; there will also be a considerable shortage in tomatoes, although not so large as in corn. Another peculiarity in the corn and tomato situation is the fact that deliveries are now being made although no price has been announced. It is hoped that the new prices may be available for next week's Grocer.

In view of the approaching completion of the 1904 pack of fruit and vegetables, stocks of 1903 pack are being reduced and will be revised accordingly in next week's Grocer.

1904 pack apples will be on the market very shortly at prices somewhat below the level of last year. The trade is of the opinion that prices were abnormally high a year ago, and bases its predictions in regard to price on this as well as the fact that there will be a large crop of apples for canning purposes this year. This article is in demand especially for the export trade in the Northwest and foreign countries.

Stocks of "Horseshoe" brand sockeye salmon are practically exhausted and the retail trade is now being supplied with other lines. Generally the salmon situation continues very firm, although there has been no appreciable change in quotations. There has been a considerable reduction in prices of corn beef. Finnan haddies are firm on account of the short pack. We quote the following prices:

Apples, 3s.....	0 90
" gallons.....	2 20
Asparagus, American.....	4 70
" tips, 2s.....	2 65
Beets, 2s.....	0 90
Beets, 3s.....	1 00
Blackberries, 2s.....	1 50
Beans, 2s.....	0 80
Corn, 2s.....	1 25
Cherries, red, pitted, 2s.....	2 20
" white.....	2 40

Peas, 2s.....	0 82	1 30
Pears, 2s.....	1 45	1 60
" 3s.....	1 90	2 10
Pineapples, 1 1/2 s.....	1 50	1 60
" 2s.....	1 80	2 75
" 3s.....	2 50	1 87 1/2
Peaches, 2s.....	1 10	1 40
" 3s.....	1 00	1 30
Plums, green cases, 2s.....	0 95	1 25
" Lombard.....	0 85	0 85
" Damson, blue.....	2 50	1 90
Pumpkins, 3s.....	1 40	1 80
" gallon.....	1 47 1/2	1 75
Rhubarb, 3s.....	1 00	1 00
Raspberries, 2s.....	1 12	1 12
Strawberries, 2s.....	3 50	3 50
Succotash, 2s.....	3 75	2 00
Tomatoes, 3s.....	1 00	1 25
" 1-lb. flats.....	1 00	1 25
" 1-lb. flats.....	1 00	1 25
Mackerel.....	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf".....	1 72 1/2	1 80
1-lb. talls, 5 cases and over.....	1 90	1 92
1-lb. talls, less than 5 cases.....	1 17	1 20
1-lb. flats, 5 cases and over.....	1 72 1/2	1 87 1/2
1-lb. flats, 1 to 4 cases.....	1 70	1 85
1-lb. talls, 5 to 9 cases.....	1 67	1 82 1/2
1-lb. flats, 5 to 9 cases.....	0 95	1 04 1/2
1-lb. talls, 10 to 25 cases.....	0 14	0 23
1-lb. flats, 10 to 25 cases.....	0 08	0 10
Chums.....	0 25	0 27
Sardines, Sportsman.....	0 35	0 38
" Portuguese.....	0 03	0 04 1/2
" P. & C., 1s.....	0 09	0 11 1/2
" P. & C., 1/2s.....	3 00	9 00
" Domestic, 1s.....	1 00	1 00
" Mustard, 1/2 size, cases 50 tins, per 100.....	1 40	1 45
Haddies, per doz.....	1 00	1 00
Haddies, per case.....	1 00	1 00
Kipper herrings, domestic.....	1 40	1 45
" imported.....	1 00	1 00
Herrings in tomato sauce, domestic.....	1 40	1 45
" imported.....	4 75	1 50
California ripe olives, tins, per doz.....	2 70	8 00
Corned beef, 1s, per doz.....	10 00	13 00
" 2s, ".....	3 00	3 00
" 6s, ".....	0 50	0 50
" 14s, ".....	1 00	1 00
Lunch tongues, per doz.....		
Potted meats, 1s, ".....		

SUGAR.

The position in raw sugars is in the main unchanged from last week. The market is holding its strength but in an idle sort of way, no business having transpired to American refiners. Offerings, too, are light and holders are indifferent sellers, in some cases asking an advance which refiners show no intention of conceding.

A Java cargo unsold is offering at 12s c.i.f., which is equivalent to duty paid parity of 1 1/2c for 96 test centrifugals. New crop Demerara sugar for forward shipment could be purchased on the same basis and offerings at the moment are limited to these descriptions. The absence of actual business we quote the market firm on the basis of last transactions, namely, 4.31c duty paid for 96 test. New crop beet sugar for October shipment has reacted fractionally during the week and is quoted at 11s 3 3/4d basis f.o.b. Hamburg, or equal to 4.40c duty paid New York for 96 test; but where this differential is maintained there is not much likelihood of further purchases in Europe for account of American refiners.

A cargo of Java sugar afloat to New York, in the absence of American buyers, was directed to Clyde refiners at

continue so until new importations commence, say in August, 1905.

Locally there are especially good values offering in Indian teas at a cheap figure. We quote the following prices:

Congou—half-chests, Kaisow, Monting,	0 12	0 80
caddies, Pakling,	0 19	0 50
Indian—Darjeelings,	0 35	0 55
Assam Pekoes,	0 20	0 40
Pekoe Souchongs,	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 35
" " seconds,	0 16	0 18
" " thirds,	0 15	0 15
" " common,	0 28	0 32
Pingsueys—Young Hyson, 1/2-chests, firsts,	0 18	0 19
" " seconds,	0 28	0 32
" " half-boxes, firsts,	0 38	0 40
Japan—1/2 chests, finest May pickings,	0 33	0 37
Choice,	0 30	0 32
Finest,	0 27	0 30
Fine,	0 25	0 28
Good medium,	0 21	0 23
Medium,	0 21	0 23
Good common,	0 19	0 21
Common,	0 19	0 21

COFFEES.

The coffee market continues in the state that practically little or no business is doing in Rios on account of the high prices ruling. Locally there is very little coffee on the street, but wholesalers prefer to do without than to buy at present quotations. Mild coffees are moving nicely in good volume. We quote the following prices:

Green Rios, No. 7,	Per lb.	0 09 1/2	0 10
" No. 6,	0 10 1/2	0 11	
" No. 5,	0 11	0 11 1/2	
" No. 4,	0 12	0 12	
" No. 3,	0 21	0 25	
Mocha,	0 22	0 35	
Java,	0 10 1/2	0 12 1/2	
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 of special interest in the rice and tapioca markets this week. Trade continues seasonable. We quote the following prices:

Rice, stand. B.,	Per lb.	0 03 1/2	0 03 1/2
Patna,	0 05	0 05 1/2	0 04 1/2
Japan,	0 06	0 07	0 08
Sago,	0 03 1/2	0 04	
Tapioca, staple,	0 03 1/2	0 03 1/2	
" double goat,	0 04 1/2	0 05	
" Carolina rice,	0 08		

SPICES.

A good volume of trade in pickling spices is reported for the week. The pepper and clove markets are firm and advancing. Last week's quotations remain unchanged. Our quotations are as follows:

Peppers, blk,	Per lb.	0 18	0 19
white,	0 23	0 27	0 35
Ginger,	0 18	0 25	0 17
Cassia,	0 21	0 25	0 80
Nutmeg,	0 45	0 75	0 90
Cloves, whole,	0 25	0 35	
" Cream of tartar,	0 25	0 30	
" Allspice,	0 14	0 17	
" Mace,	0 80	0 90	

Foreign Dried Fruits

The principal item of interest this week in the dried fruit market is the quotations on new prunes, which are given below. Quotations are also given on Valencia and California raisins. Valencias, new selects, are selling at 7 1/2c, and old stock which is said to be scarce and practically off the market has been accordingly reduced in price. California seeded are considerably lower than last year.

California fruit generally continues unchanged in price. The low figure obtaining for seeded raisins is drawing good trade—considerably in excess of the usual volume. New figs have arrived on the market.

With new fruit arriving the dried fruit market will become a very considerable item in the grocery trade from now on. Business generally is reported fair. We quote the following prices:

PRUNES.

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

CANDIED PEELS.

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

FIGS

Tapnets,	Per lb.	0 03 1/2	Elomes,	Per lb.	0 17
Naturals,	0 06 1/2	0 09 1/2			

APRICOTS.

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

Californian evaporated,	Per lb.	0 06 1/2	0 12
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CURRENTS.

Fine Filiatras,	Per lb.	0 04 1/2	up	Vostizzas,	0 07	0 08
Patras,	0 05	0 05 1/2				

RAISINS.

New selects,	Per lb.	0 07 1/2	
Valencia, fine off-stalk,	0 05 1/2	0 06	
" selected,	0 06	0 06 1/2	
" selected layers,	0 07 1/2	0 07 1/2	
Sultana,	0 06 1/2	0 10	
Californian seeded, 12-oz.,	0 08		
" 1-lb. boxes,	0 09		
" unseeded, 2-crown,	0 07 1/2		
" 3-crown,	0 08	0 08 1/2	
" 4-crown,	0 09	0 10	

DATES.

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

FOREIGN NUTS.

Jamaica coconuts have advanced \$1 per sack. At present there is a brisk trade in pecans, Brazils and both Grenoble and Bordeaux walnuts. The demand continues good in all lines and supplies are fair. We quote the following prices:

Peanuts, green, per lb.,	0 09	0 11
" roasted,	0 10	0 12 1/2
" Spanish, green, per lb.,	0 09	
" roasted,	0 10	
" Japanese, green, per lb.,	0 09	
" roasted,	0 11	
Almonds, Tarragona, per lb.,	0 12 1/2	
Walnuts, Grenoble,	0 12	
" Bordeaux,	0 10	
Filberts, per lb.,	0 11	
Pecans, per lb.,	0 14	
Brazils,	0 15	
Cocoanuts, Jamaica, per sack,	5 00	

DRIED FISH.

The dried fish trade may be said to be getting well under way for the Winter trade. Business during the week is reported good and improving. Scaled herring have arrived on this market and are being quoted at 17c. Other prices remain high and unchanged from last week. We quote the following prices:

Boneless fish, per lb.,	0 04 1/2
Cod fish, 1-lb. bricks,	0 06 1/2
Pure cod, per lb.,	0 10
Quail-on-toast, per lb.,	0 05 1/2
Plitched cod fish, in cases of 100 lbs., per lb.,	0 06
Labrador herring, per bbl.,	6 00
" per 1/2 bbl.,	3 25
Scaled herring,	0 17

BIRD SEED.

Bird seed is slightly lower in price than last week, and an active market is reported particularly for seed in packages. Our quotations are as follows:

Canary seed, per lb.,	0 06	0 06 1/2
Hemp,	0 05 1/2	
Cottam's,	0 08	
Brock's,	0 07	

EVAPORATED APPLES.

Stocks of new evaporated apples are arriving on the market slowly and a brisk demand for them is not expected for some time yet. As soon as the cold weather sets in market conditions will brighten throughout the country, and in all probability large quantities of evaporated apples will be sold, particularly in the west. Quotations are 5 1/2 to 6c this week, and it is thought these quotations will rule for some time.

Country Produce.

EGGS.

Prices on eggs are gradually working up, although not at all in accordance with the falling off of receipts. These have been very small during the past week, and will be from now on. It is likely that the rise in price will be slow on account of the prevailing high quotations all Summer. We quote now 18 to 19c.

HONEY

The price list in honey continues unchanged this week and a fair demand is reported. Our quotations are as follows:

Honey, extracted clover, per lb.,	0 08	0 08 1/2
" sections, No. 1, per doz.,	1 75	2 00
" No. 2,	1 60	

BEANS.

The weather of this Spring and Summer has been very detrimental to the growth of beans, and as a result they are now scarce. During the week the price on mixed stock advanced from 15 to 20c per bushel; primes 5c per bushel, and hand-picked advanced from \$1.60 to \$1.65 per bushel. We quote the following prices:

Beans, mixed, per bush.,	1 40	1 60
" prime,	1 40	1 50
" hand-picked, per bush.,	1 40	1 85
" Lima, per lb.,	0 06 1/2	0 07

Green Fruits.

During the week Canadian grapes have been arriving freely on the market. Wine manufacturers are using large quantities for which they are paying from 1 1/4 to 1 1/2c per lb. This all goes to prove that the crop of grapes this year has been far above the standard. At present peaches are scarce, canners having purchased everything in sight at 3 1/2c per lb. Plums are also scarce, but as prices are at the top notch an advance cannot be expected. There is a good crop of Canadian cranberries. Owing to the cold weather stock is not showing good color. The market for Cape Cod cranberries is firmer this week.

Nothing is arriving from California in

the line of fruit, pears having been struck off the list. A few firms have still some peaches and plums in cold storage. The demand for Florida pine-apples has ceased.

Since last report fifteen cars of bananas have arrived and sold on the local market. The demand is stronger on account of Fall fairs, although prices have become easier owing no doubt to the strong supply. Sweet potatoes are quiet with a fair demand. The supply of Jamaica oranges is not as good today as a week ago, all stock arriving in good condition on account of the cool weather and cold storage compartments which have been lately added to ocean liners. Florida oranges are expected on the market in three weeks. One car of Idaho plums arrived last week, and another is expected to-morrow, the stock arriving being very good quality. Supplies are expected to cease within the coming week.

The local Summer market is expected to close in a week. During the past few days trade has been quiet, supplies slow and scarce. The yield this year of peaches and plums has been short, but the good crop in apples, pears and grapes has more than made up for the lack, and dealers are satisfied with the amount of business transacted during the season. Prices quoted are as follows:

Jamaica oranges, per bbl.	5 50
per box	3 25
Verdelli lemons, 300's, per box	4 00
360's, per box	3 50
Bananas, large bunches, crated	1 25
loose	1 05
Bananas, 8's, per bunch, crated	0 75
8's, loose	0 55
Apples, Canadian, baskets	0 15
Limes, per box	1 00
Tomatoes, per basket	0 25
Cantaloupes, Can., per basket	0 25
Cantaloupes, Can., per crate	0 50
California peaches, per crate	1 25
plums	1 25
Peaches, fancy, per basket	0 90
choice, per basket	0 50
Sweet potatoes, double heads, per bbl.	3 00
cloth covers	3 00
Plums, Canadian, large	0 75
Lombard's	0 75
green gage	0 75
Pears, Canadian, Bartlett's, per basket	0 50
Moyers, small basket	0 20
Rogers red	0 25
Niagaras	0 20
large basket	0 35
California grapes, Tokays, per crate	2 00
Concord's small baskets	0 20
large	0 35
Wordens, per basket, small	0 25
Brightons	0 25
Crab Apples, per bbl.	2 50
per basket	0 25
Cape Cod Cranberries, per bbl.	8 00

APPLE SHIPMENTS.

Apple shipments for the week ending October 1:

	To Liver-	Lon-	Glas-	Vari-	Total.
	pool.	don	gow.	ous.	
From Montreal	15,957	648	15,571	1,802	33,978
Boston	19,819	950		1,360	22,129
New York	10,046	4,768	16,960	1,782	33,556
Portland, Me.	3,308				3,308
Halifax	6,895	21,211	1,090		29,196
Total for week	56,025	27,577	33,621	4,944	122,167
Same time 1903	98,112	53,526	39,155	20,364	211,157

W. B. Stringer & Co., agents for J. C. Houghton & Co., of Liverpool and London, received the following cable today from Liverpool: Dominion and balance of Tunisian selling; 23,000 offering. Market is lower. Kings XXX 11s to 14s; XX 9s to 10s 6d; greenings, XXX,

7s to 8s 6d; XX 5s 6d to 6s 6d; Colverts in general, 5s 9d to 7s 3d. Fancy sorts, such as Blenheim, 20 oz., Ribston and King Pippins, 7s to 11s. Snows, 3s 6d to 4s 6d.

Vegetables.

At present there is a good supply of cauliflowers on the market which has resulted in the price dropping from 75c and \$1.50 to 50c and \$1. Onions are becoming scarce and the outlook is for a firm market during the coming Winter. We have added to our list parsnips, selling at 60c per bushel. With the exception of onions, cauliflowers and red peppers, prices remain unchanged. Prices quoted are as follows:

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.	0 75	
Mint, per doz. bunches	0 15	
Parsley	0 25	
Sage, per doz.	0 15	
Savory, per doz.	0 15	
Carrots, new, per doz.	0 15	
Carrots, per bag	0 60	
Beets, new, per doz.	0 20	
Beets, per bu.	0 50	
Beets, per bag	0 60	
Rhubarb, per doz.	0 20	0 25
Dry Onions, per bag	1 35	
Dry Onions, per basket	0 40	
Silver skin pickling onions, per basket	1 00	1 25
Green house water cress, per doz.	0 25	
Green cucumbers, per basket	0 25	
Pickling cucumbers, per basket	0 50	0 90
Waxed beans, per bush	0 75	1 00
Cauliflowers, per doz.	0 50	1 00
Green peppers, per basket	0 25	0 50
Red peppers, per basket	0 50	0 75
Michigan celery, per doz.	0 50	0 50
Canadian celery, per doz.	0 35	0 50
Vegetable marrow, per doz.	0 50	0 75
Green corn, evergreen, per doz.	0 10	0 15
Egg plant, per basket	0 40	0 50
Potatoes, per bush.	0 65	0 85
Butter squash, per doz.	0 75	1 25
Parsnips, per doz.	0 30	
Cabbage, per head	0 05	
per doz.	0 25	0 50
Furnips, per bag	0 50	
Pumpkins, each	0 10	0 15

Fish and Oysters.

Cool weather has stimulated trade in oysters. There is nothing new, however, in other lines of fish. Pike is still scarce and nothing is expected to arrive till the season for frozen stock begins. Our quotations are as follows:

Halibut	0 10
Sea salmon	0 18
Whitefish, fresh caught, per lb.	0 09
Haddock " per lb.	0 06
Cod, steak " "	0 07
Perch	0 06
Trout, lake, per lb.	0 09
Herring, lake, per lb.	0 05
Pike, per lb.	0 06
Finnan haddie, per lb.	0 08
Oysters, Long Island natives, per imp. gal.	1 70
" Baltimore, per wine gal.	1 50
" Standards, per small pail	4 50
" Selected.	5 35
Ciscoes, per basket	1 25

SEEDS.

Seed is moving more freely. A large percentage of this year's output ranges from low to medium grades. Choice to fancy seed is scarce and bringing higher prices. Prices remain unchanged. Our quotations are as follows:

Alsike clover, per bush	4 65	6 25
Red Clover	6 75	7 25
Mammoth clover, per bush	5 50	6 25
Timothy	1 00	1 35

Grain, Flour and Breakfast Foods.

GRAIN.

Wheat is moving more freely, and as a result new Manitoba northern No. 1 has become easier, changing in price from \$1.11 and \$1.11½ to \$1.10 and \$1.11½. No. 2 has declined 1½c per bushel, while for No. 3 the prices range from \$1.03½

to \$1.04. Old oats have been struck off the market. There is a shortage in the yield of rye this year, and prices are advancing; up to date they have advanced 1c per bushel. Quotations given by us for grain on track at Toronto are as follows:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 10	1 11½
" " " No. 2 "	1 07	1 07½
" " " No. 3 "	1 03½	1 04
Red, per bushel, new	1 08	1 08½
White	1 08	1 08½
Barley " "	0 46	0 49
Oats, " "	0 35½	0 36
Peas	0 69	0 70
Buckwheat " Nominal	0 60	0 55½
Rye, per bushel, "	0 66	0 67

FLOUR.

The demand for flour continues steady on this market, and the outlook is for a brisk trade during the next few weeks. The following are our quotations on prices:

Manitoba wheat patents, per bbl.	5 70
Strong bakers	5 40
Ontario wheat patents	5 35
Straight roller	5 20

BREAKFAST FOODS.

One week ago prices on breakfast foods were reduced 25c on rolled oats in bags, wood and broken lots; to-day the price on standard and granulated oatmeal has also dropped 25c per bbl. This decrease in the price is due to keen competition among the manufacturers. Prices quoted are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 80
Rolled oats, standard, carlots, per bbl, in bags	4 25
" " " " " in wood	4 50
" " " " " for broken lots	4 65
Rolled wheat, per 100-lb. bbl.	4 30
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	3 75
" " " " " in wood	4 00

Hides, Tallow, Skins and Wool.

As a result of the auction sales held in London last week sales are firmer. The continuing growth of lamb skins and shearlings makes them more valuable, and as a result prices have advanced 10c. Since last issue we have added to our list of wool rejections, quoted at from 15 to 16c. Otherwise the price remains the same. Prices quoted are as follows:

HIDES

No. 1 green steers, per lb.	0 09
" " " " "	0 08
No. 1 green, per lb.	0 08½
" " " " "	0 07½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10
" " " " "	0 08
" " " " " 15 to 20 lb	0 09
" " " " "	0 07
Lamb skins	0 80
Shearlings	0 80

TALLOW.

Rendered Tallow, per lb.	04½	04½
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WOOL.

Unwashed wool, per lb.	0 11½	0 13
Fleece wool, new clip, per lb	0 20	0 21
"Rejections"	0 15	0 16
Pulled wools, super, per lb.	0 20	0 22
" " " " " extra	0 21	0 23

ADVANCE IN COCOA BUTTER.

At the monthly auction sale in London, Eng., yesterday (Thursday) a short supply and active demand for Christmas season ran prices up 2d per pound over last month's figures.



"The Never-Streak Blue"

\$150 FOR **5** CENTS!

\$500 GIVEN AWAY

\$150 for the FIRST nearest CORRECT GUESS
 75 for the SECOND " " "
 25 for the THIRD " " "
 10 each for the next 5, and additional prizes
 for the next 400 nearest correct guesses.

952,496 VOTES were cast in the
Dominion Election 1900!
 How many do you think will be polled
 on the 3rd November next?

Housekeepers, Housekeepers' husbands, brothers, sons, daughters, sisters, cousins, and aunts should all be interested in the \$500 "BLUEOL" GUESSING CONTEST on vote Dominion Election, November 3rd next. Buy a 5c. package of "BLUEOL" the "NEVER-STREAK BLUING" and write your GUESS on the back of the Outside Wrapper, sign your name and address and send in to

J. M. DOUGLAS & CO.
 21 St. Nicholas Street, MONTREAL.

Ask your Grocer about it!
 Guess Early and Often! Contest Closes November 2nd, 1904.

QUEBEC MARKETS.

Montreal, Oct. 6, 1904.
Groceries.

ELECTIONS are interfering with business temporarily. All over the country a certain dulling effect has been felt. Still, business is good. Plenty of orders are at hand and for all kinds of groceries a rousing trade seems to be going on everywhere. Interest in sugar has not abated in the slightest. Raw cane sugars in the London market have been very strong and prices for last week show a rise of 3d with centrifugals quoted at 12s and Muscovadas at 11s. The advance in spices has been well maintained, and the demand seems to have been stimulated by the pickling season and incidentally the copious supplies of certain vegetables incident to this fact. Molasses is quiet at 28c is the order everywhere. Some fluctuations took place in the coffee market, but normal prices rule at the time of writing. Scarcity of Maracaibo on spot has continued and buyers are still bothering about their requirements. Firmness in the tea market is thoroughly maintained. Canned goods dominated interest for a few days and the gloomy prophecies regard-

ing the new pack are still clouding the commercial horizon. Wholesale men are speculating on the prices of the new stock. In the fish market there are grumblings and large dealers state that haddock was sold in Boston on Wednesday for 6 1-2 cents and it was scarce at that. Malpeques are more popular than ever and high prices are ruling. The easiness of dried fruits has caused a large business to have been transacted during the past week, the major portion of which was for Western account. The advance in eggs has been steadily held. Supplies of all kinds of country produce have been generous and of good quality. Potatoes continue to grow easier and the offerings are very abundant. A notable falling off has been recorded in oatmeal of all grades. Flour still maintains its strength and it is a noteworthy fact that in some concerns exorbitant prices are being offered for flour for export and these orders cannot be filled, owing to the over-selling locally. Fruit and vegetables are abundantly supplied and a large business is being carried on without any change in the market. Immense quantities of apples are going forward each week.

SUGAR.

The renewed strength which developed in the foreign market for raw beet sugar a week ago has been maintained and under increased speculation from the Continent coupled with unfavorable crop reports, prices have advanced materially. The September option of last week sold at 11s 33-8d, which showed an advance since the week previous of 47-8d. The latest cable shows sugar at 11s 11-2d. Late mail advices from London state that there is little eagerness to buy on any advance and much less pressure to sell. Crop reports are so conflicting and mixed that it is difficult to judge within several hundred thousand tons, so that it becomes a question, not only of production, but also of the influence of higher prices on consumption. Considering that stocks may be reduced next season to extremely low figures, unless present prices check the consumption and that it may require an increase in sowings of 10 to 15 per cent. to cover bare requirements, it remains to be seen whether the May and August option prices will draw sufficient supplies of roots, but in any case with good premiums thus established for August, which has the tendency to

The BEST Grocers

— SELL —

The BEST FLOUR



Proven Best by Daily Test

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creased receipts and the slight lull in consumption. We quote:

Fine oatmeal, bags	2 60
Standard oatmeal, bags	2 60
Granulated "	2 60
Rolled oats,	2 55
brls.	5 00

FEED.

No change has taken place in feed of any descriptions. The stocks are still low and the demand fair. We quote:

Mouillie	22 00	28 00
Ontario bran, in bulk	17 00	17 50
shorts		19 00
Manitoba bran, in bags		19 00
shorts		21 00

HAY.

From abroad a good demand is noted for Canadian hay, especially for clover mixed and a slight advance has taken place. The shipping to Newfoundland of baled hay has continued. In this connection the feature of the market for the week has been the advance of 50c per ton on No. 1 grade. Values for all other grades are unchanged. Cable advices from the States are unsatisfactory. Locally clover mixed still rules about \$6.50 to \$7. We quote:

No. 1 timothy	9 00	9 50
" 2 " choice	7 50	8 00
" 2 " ordinary	7 00	7 50
Clover and clover mixed	6 50	7 00

MANITOBA MARKETS.

Winnipeg, October 1, 1904.

THE weekly report on the wheat question shows that everywhere cutting has been finished and that threshing has again been resumed after a long spell of wet weather which has delayed the farmers to a great extent. With an average yield of 20 bushels to the acre, the crops are generally better than first anticipated. The markets are all fairly firm and active. Business is good and trade generally is moving along very nicely.

Sugar.

The market is now quite firm but active, quoting Montreal granulated in barrels at \$5.30; in sacks \$5.20, and yellows \$4.70. Wallaceburg in barrels at \$5.20, and in sacks at \$5.10.

Green Fruit.

The market is still very active. Late Valencia oranges are now quoted according to quality from \$5 to \$5.50 per case; California lemons \$5.50 per case; fancy Montana crab apples \$1.90 per case; Washington Italian plums \$1.25 per case; Washington peaches \$1.25 per case; Washington pears \$2.25 per case; Ontario Fall apples per barrel \$3; Ontario snow apples per barrel \$4.50; Ontario basket tomatoes, pears and crab apples, 65c per basket; Ontario basket grapes, blue and green, 35c per basket; California grapes per basket (Tokays) \$3 per case; cranberries, Cape Cod, \$10 per barrel; Jersey sweet potatoes, Bell brand, \$5 per barrel; Spanish onions, \$1.50 per case; celery, per doz. bunches,

50c; green tomatoes, per lb., 3c; Chinese figs, \$2 per case doz. boxes; dates, 5½c per lb.; California figs, \$1 per package; and maple sugar 12c per lb.

Evaporated and Dried Fruit.

The market continues quite firm; the new stock of Valencia raisins is now available. The first shipment of Trenors brand arrived this week and are of a very fine quality, which the market now quotes at \$2.10 per box.

Canned Vegetables.

Market continues to hold a general firmness in all varieties of canned vegetables. Canned corn will be scarce owing to the smallness of the crop affected to a great extent by frosts, and we will give no quotations on corn until about the 10th of October. Canned beans the market quotes at \$1.80 to \$1.90 per case, and canned peas at \$1.90 per case.

Cornmeal.

The market continues bright and firm, quoting cornmeal, per sack, at \$1.75, and per half sack at 80c.

Coffee.

The market is rather unsettled and prices are stiffening, but quotation on green Rio is still holding on at 10½c to 11c per lb.

Rolled Oats.

The market is very active and prices have advanced slightly. 80 lb. sacks are now quoted at \$2.35, with the usual advance in the smaller sizes.

Beans.

White beans are stiffening up a little, the market now quoting prices at \$1.60 per bushel.

Canned Fish.

Shipments of the new catch are now on the market, quoting sockeye salmon at the advance price of \$7 per case.

Syrups.

The market is very active and prices are slightly in advance of previous quotations. The imperial brand is now quoted at \$6 for ½ gals. per doz. in a case. Edwardsburg syrups are now listing 2 lb. tins at \$2.40 per case, 5 lb. tins at \$2.70 per case, 10 lb. tins at \$2.50 per case, and 20 lb. tins at \$2.40 per case.

Canned Fruits.

The market is now quoted firm and the canners are very much disappointed that they are only able to fill about 50 per cent. of their orders for canned strawberries owing to the scarcity of this fruit. We may look for an advance in this line before long. Strawberries are quoted at present at \$3.25 per case; raspberries at \$3 per case of two doz., and Upton's and Aylmer's jams in pails are still quoted at 47½c per pail. Canned peaches and pears are now

available and the 1904 crop quotes peaches, 2 lb. yellow, at \$3.75 per case; 4 lb. yellow at \$5.75 per case, and pears, 2 lb. F. B., at \$3.25 per case, and 3 lb. F. B. at \$4.25 per case.

Eggs.

The market is very bright and continues fairly firm with a heavy demand, and eggs are still jobbing to the trade at 21c per doz.

GIFT TO THE UNIVERSITY.

Through the generosity of Mr. P. C. Larkin, of the Salada Tea Co., Toronto, the medical faculty of the University of Toronto have been enabled to continue the Dean Reeve Scholarship for research. The Grocer has particular pleasure in making this announcement as it serves to further substantiate the ground taken by the MacLean Trade Newspapers that in the long run the business men of Canada are the backbone of its educational institutions.

DAIRY PRODUCE EXPORTS.

Cheese—The exports of cheese for the week ending October 5 were 87,804 boxes, being a considerable decrease when compared with the same week of last year. The total exports of cheese to date were 1,506,303 boxes.

Butter—The exports for the week ending October 5, were 23,724 boxes, against 17,442 for the corresponding period of last year. The total exports to date were 396,493 boxes.

HINTS TO BUYERS.

H. P. Eckardt & Co., Toronto, received a shipment of Missers choice Eleme figs this week.

Leonard Bros., Montreal, have an excellent stock of Malpecque oysters, finnan haddies, kippers and bloaters arriving specially for them each day in first class condition. It would pay to write for prices.

Mr. O. Lefebvre, proprietor of Chinese starch, Montreal, has during the month of September received several large orders from wholesale grocers in Auburn, Me., for his well-known brand of starch. The merits of the goods have been carried across the line by visitors and orders are coming in. Mr. Lefebvre anticipates still larger trade from the contiguous American States, and feels it quite a compliment that Chinese starch has taken such a hold across the border.

Mr. Thos. Bell, of Lindsay & Co., Winnipeg, was in Montreal last week. Mr. Bell is very enthusiastic over the west and says things were booming.

The morning Cup of Coffee often shapes the day, for good or bad. Throw your influence for good, by selling your customers **Chase & Sanborn's** Brands.

CHASE & SANBORN

The Importers, Montreal

For the Roasting, Grinding and Packing of

**Coffees, Spices,
Cream of Tartar, Cocoanut,**

there is no finer equipment in Canada than the Spice and Cocoanut Departments of our White Swan Mills.

We import the whole goods, do all the grinding ourselves, and can therefore guarantee every pound of goods sent out.

Then, too, we can sell on closer margin and give better values because neither of these departments are called on to bear the entire cost of our business.

For absolute merit there is nothing better than our White Swan, Orient and Phoenix brands. They can always be relied upon.

The Robert Greig Company, Limited

White Swan Mills, Toronto.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,

St. John, N.B., Oct. 4.

WITH this month Fall business may be said to be in full swing. Our large retail dealers, particularly the dry goods men, report larger sales than during any previous exhibition. That the exhibition meant much to the city there can be no doubt.

The new Customs regulations which go into effect this month are causing much confusion. While perhaps all favor the principle involved very few endorse the method. There is a very general feeling that there have been too many changes in the forms of certificates, etc., which are needed.

A feature of the market is the increased interest in canned goods, because of reports of damage to crops, particularly in regard to corn and tomatoes. A lower price quoted in Ontario flour came as a surprise, but in the face of the wheat market dealers feel market is still very firm.

Oil.

Burning oil has shown no change in price since the change of duty. Present price is not, however, low. A large Fall business has been done. Dealers are now busy making shipments of orders previously taken as well as looking after new business. Lubricating and paint oils show but a limited demand. Prices are firm. Receipts of cod-oil have not been large. Prices are rather easier. Some oil is being carried over.

Salt.

St. John is a large importing point for Liverpool coarse salt. Having regular sailings this year between Manchester and St. John there has been a better opportunity than usual to keep the market regularly supplied. Prices are one cent higher from store than last season. There is a good demand. Sales of factory filled are light. In fine salt market is chiefly supplied by Canadian.

Canned Goods.

There was more interest shown in this line this week than any time this season, because of the reports of damage from frost to corn and tomatoes in particular. It is now thought corn will open at at least one dollar and tomatoes at \$1.10. All lines of vegetables are more firmly held. Very few of either sock-eye or pink salmon are being imported this year. Lobsters are high. Gallon apples are a weak spot. Blueberries are quite plentiful. In domestic fish there

will be a fair pack of sardines. There will not be heavy stocks of any line.

Green Fruits.

Business has been but fairly active. Apples are low. Even fine Gravensteins are cheap. Oranges are scarce with Jamaicas chiefly offered. It is getting late for large business in bananas. Lemons are quite freely offered. Cape Cod cranberries are freely sold and quality is particularly good and price low. There was a good crop of Nova Scotia plums. Receipts of Ontario pears, peaches and grapes have not been as large as usual. Malaga grapes are on the market.

Dried Fruits.

The feature of the market this season is the small quantity of Valencia raisins being sold. Not only is this because California raisins are so low, but there is not the demand there was. Californias are still quoted low. They are this season shutting out Malaga loose and seeded. Samples of the latter, which are shown, are far ahead of stock received last year. Currants are very reasonable. This is a large market for onions. Quite a quantity of American are seen. There is very light call for evaporated apples. Plums will be very cheap.

Sugar.

This is a very firm line. Quite large quantities of foreign granulated sugar have been received this week.

Molasses.

Prices are unchanged. There is a fair stock held, particularly of Porto Rico. Our trade seem well pleased with the new Customs regulations in regard to this line.

Fish.

Nothing has been more noticed during the season than the high price of fish. In fact it has been impossible to get fish enough to supply the demand, particularly in dry cod, pickled and smoked herring. The position of the latter has entirely changed in the last two years. Prices have advanced two hundred and fifty per cent. Unless there is a change finnan haddies will be high this season. Alewives, of which a large quantity are packed here, show about the same price as last year.

Flour, Feed and Meal.

The trade were surprised to find a small drop last week in Ontario. The market, however, is considered strong. It is thought Ontarios have been too close to Manitobas. At one time there

was but 15c difference; there is now 50c. Oatmeal and cornmeal keep at full figures. Oats are rather lower. Full figures asked for feed. Beans are dull but prices tend upward. Barley has light demand. Split peas are high and scarce.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, B.C., Sept. 29, 1904.

WITH business conditions satisfactory, payments prompt, and merchants contented, the outlook for the Winter trade is very promising. Local markets are brisk, the only special feature being eggs and butter. Figures for eggs are very firm, and the reliable freshly laid local article is retailing for 45 cents, with a tendency to raise. Butter, too, is on the increase, eastern creamery having gone up a cent a pound. These are the two articles of common household use which are always at a good price in Vancouver, and which at times begin to soar. With high prices at this time of year, it is not improbable that they will climb to a still greater height before the Christmas season is over. Chickens are also at a good price, and though many have gone into this business exclusively, the satisfactory bird will always command a figure which would surprise people from other portions of the Dominion.

The strengthening of the coffee market is having an effect here, and an increase of from two to three cents is expected at any time. The strong demand for China teas has caused an advance in quotations for the better parcels.

New canned vegetables are now coming in, and beans are slightly lower. Quotations for corn and tomatoes have not yet been fixed. Most of the Californian fruits are slightly higher. The fruit trade generally keeps active, but with little change in prices. Lemons are very firm, and from present indications prices will be high this season. The crop of mushrooms has been very large and the market is still flooded with them. The quality is good, wholesalers getting 10 cents per pound, and retailers 10c per basket. The fine Fall weather is the cause of this unusual growth, most of the supply coming from the Fraser Valley, Hammond being the point for large shipments. Ashcroft potatoes are already \$24 to \$25 per ton, and with the corner in the market, mentioned last week, the prices will rule high

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this Winter, as the crop has been small. Asherofts are the favorite tubers on the coast, and are in great demand. The excellence of the product is because of the dry soil in the vicinity of Asheroft. In other parts of the province the crop has been fairly good, and there is much speculation as to whether the corner will be as successful as anticipated, in view of this fact.

Cured meats are steady. Manitoba flour has not risen since the last report, although the Okanagan brands have advanced in sympathy.

There has been an appreciable improvement in the condition of the shipments and the quality of the fruit imported from Washington, Oregon and California, since the numerous condemnations by the inspector of the Provincial Horticultural Board. British Columbia has a very efficient officer in Mr. Thomas Cunningham, and it is due to the adoption of his suggestions and the strict carrying out of the laws that this province is free from all kinds of fruit pests. This Summer there has been an unusual lot of fruit from the States condemned, it having been infected with codlin moth and San Jose scale. Fruit trees from nurseries have also come under the ban. Since August the fruit has been much better, the shippers evidently realizing the fact that any old thing will not go with the officials here, or that bad fruit may be passed over by accident.

Assistance is being given by the action of the transportation companies. Formerly condemned fruit was returned free, but lately the rule has been adopted to charge return freight, and thus double cost falls on the shipper.

Winter is setting in early in the Yukon this year, fully a month earlier than usual. Business is good in Dawson of late, the creeks getting in their Winter supplies. On the 16th instant the advance went into effect of 10 per cent. on all goods leaving British Columbia and Puget Sound ports for Dawson. This requirement of advance payments for freight on all perishables is a regular charge every year. The boats are still running on the Yukon, but with comparatively light loads, as the water is low.

The Gulf of Georgia Fish and Curing Company, with a factory at Nanaimo, has 20 men at work and expects to put on ten or twelve more to salt salmon.

No Competition . .

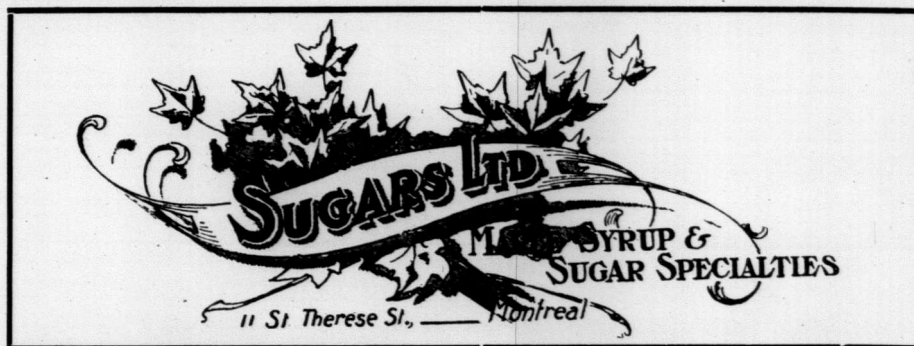
There are two ways to get away from competition.

One is to turn out poor goods and undersell everybody.

The other, to make the Best Goods.

The public are quick to recognize Quality and have always awarded First Place to

Clark's Sliced Smoked Beef



EPPS'S

GRATEFUL.
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

There have been very good catches during the last week. The firm has a contract to supply 1,000 tons.

Dr. J. G. Rutherford, veterinary general of the Department of Agriculture, is in Vancouver, and is to improve arrangements for the quarantining of cattle. Sheds are to be built.

Mr. Thomas Cunningham, provincial fruit inspector, who has just returned from a trip to the interior, states that 500,000 trees will be put in the ground before the 15th of May next. One person has ordered 100,000 assorted stock.

Second crop strawberries are being shipped from Hatzie, Hammond and other Fraser River points. It may seem unusual to those who do not know this prolific clime. Mr. Arthur Brealey, of Hatzie, shipped 40 crates to Moosejaw last Sunday.

The Government steamer Ruth caught the American steamer Alert at Oyster Bay, Vancouver Island, with two scows of fish. The Alert was seized for poaching, and is now being held pending orders. She hails from Bellingham.

Salmon is now being brought from the north by all the coasting steamers.

MR. CHOUILLOU RECEIVES IMPORTANT FRENCH HONOR.

Mr. C. A. Chouillou, president of the Chambre de Commerce Francaise, Montreal, has been notified by the French Government of his appointment as councillor of French foreign trade. The honor, which is a very important one, is granted in recognition of the efforts made by Mr. Chouillou during the seventeen years of his residence in Canada towards the development of closer relations between Canada and France.



EMPIRE SHINGLES
 [Made of Tinned Steel.
 Galvanized or Painted.

The only shingles made that are fully formed into shape first, and galvanized afterwards — no acids being used.

As a result, galvanized Empires have no raw edges or cracked surfaces exposed — they are the perfection of roof covering — absolutely fire, lightning and rust proof.

When you wish THE VERY BEST order EMPIRES.

METALLIC ROOFING CO.
 WHOLESALE MANFRS. LIMITED
 TORONTO, CANADA.

Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT.

Orlan Clyde Cullen, C.E.I.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.

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

Some Bird Seed

is prepared by men who never owned a bird.

BROCK'S BIRD SEED

is the result of years of loving study.

Always sell Brock's.

NICHOLSON & BROCK, - TORONTO

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries concerning Canadian trade have been received by the Commercial Agent of the Canadian Government stationed at Leeds and Hull, Eng.:

36. A Midland firm of fruit merchants and commission agents, having ample storage accommodation, desires communication with Canadian exporters of apples direct.

37. A large firm of fruit merchants doing business in Bradford, Halifax and Huddersfield, able to dispose of large quantities of Canadian apples, desires direct communication with exporters or commission houses in Canada.

38. Wholesale merchants having excellent facilities for dealing with large quantities of Canadian turkeys for Christmas trade, would like to hear from Canadian shippers direct.

39. Sheffield fruit merchant desires to communicate with Canadian exporters of apples.

40. Large firm of Hull fruit merchants and commission agents desires to deal direct in Canadian apples.

41. Large firm of fruit merchants and commission agents in Hull, desire to deal direct with Canadian exporters of apples; prefer boxes for best Baldwins and golden russets.

43. Carlisle fruit merchants desire to deal direct with Canadian exporters of apples in boxes.

44. Newcastle firm of fruit merchants desire to import apples direct.

45. Large firm of Bradford fruit merchants desire to be placed in direct communication with Canadian exporters of apples.

47. Hull firm of foreign importers and general merchants desire to develop a good Canadian agency for the sale of a good marketable article in England, and would be pleased to hear direct from Canadian firm desiring representation on the east coast.

48. Wholesale fruit salesman and commission agent, having excellent connections in the Midland and South Yorkshire, desires direct communication with Canadian exporters of apples. Reference, Midland Counties District Bank.

The following inquiry for Canadian trade has been received by the Canadian Merchant at Yokohama, Japan:

10. A mercantile importing firm desires to enter into correspondence with Canadian flour exporters.

The names of the firms making these inquiries with their addresses may be obtained upon application to the superintendent of commercial agencies, Department of Trade and Commerce, Ottawa.

Those desiring such information will be careful to give the office under which the respective inquiry appears and the number.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

YEARLY CONTRACT RATES.

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

SITUATIONS WANTED.

TRAVELLER with good connection in Eastern Ontario seeks engagement. First-class recommendations. Box 176 CANADIAN GROCER, Toronto. (42)

WANTED — English Canadian would like to represent some good Canadian produce and provision houses in England on commission basis. Thoroughly reliable and best of references. Address J. H. W., CANADIAN GROCER, Montreal.

BUSINESS CHANCES.

PEARSON BROS., Bradford, Eng.; the best firm in the north of England to consign your apples; cheques prompt; give us trial; agents wanted. References, Bradford Old Bank. f

BAKERY FOR SALE — In Burford village; splendid bread trade; leaving on account of health; possession at once. Box 270, Bradford. f

FOR SALE

FOR SALE — Old-established grocery, meat and liquor business, Hamilton; large and paying trade and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 304, Hamilton. (42)

ONE of the best general stores in Manitoba. At least \$10,000 cash required. For particulars apply to Foley, Lock & Larson, Winnipeg. (42)

IRISH.

BUYERS are not yet over-stocked with Canadian lines. Shippers wanting quick markets should communicate with J. SHERIDAN, Commission Agent, 6 D'Olier Street, Dublin. (46)

BUY THIS BOOK

SUCCESSFUL ADVERTISING—
 HOW TO ACCOMPLISH IT.—By J. Angus MacDonald.

Every Merchant and Salesman will find it full of invaluable matter relating to the selling of goods. Chuck full of suggestions and instruction. Enthusiastically endorsed by press and advertising authorities.

Sent postpaid for \$2.00.

MACLEAN PUBLISHING CO
 LIMITED
 TECHNICAL BOOK DEPT. TORONTO.

Window and Interior Displays

Timely Hints
and Suggestions

To the Window Dresser.

THE window dresser in the larger stores not only commands a greater salary but is allowed more freedom than any of the other employes. His work is more of an irregular nature; at the best it should be subjected to but little orders even from the proprietor, but at the same time always open to suggestions from the newest clerk. If the window dresser is merely a salesman who is supposed to crowd in window dressing with waiting on customers, he is nevertheless allowed latitude not accorded to the other clerks. He must have time to plan windows, to forage around and discover stock that is "sticking," and to arrange the display upon which he has decided. He should not be disturbed when building the window, and should be allowed as far as possible to adopt his own ideas.

Given a free hand, his aim should be to do his best to sell goods. And there is a difference between a display that sells and a display that attracts attention. All his spare moments will be filled in with working out the next window trim. To assist him in this several things are at his disposal. He can read trade journals, keep his eye open for attractive points in other windows, talk with travelers, and receive suggestions from anyone willing to give them. The trade newspapers are devoting more space than ever to window dressing, and any worth mentioning will contain valuable ideas and illustrations from time to time. Travel and a constant readiness to receive ideas from other windows are great hint-givers and the traveler, through his constant intercourse with merchants and their stores, can transfer to the window dresser, a design that can perhaps be copied in toto. After a few months experience new ideas will present themselves with far more frequency.

No window should be commenced without a definite plan to be followed in all the more important features, the details alone admitting of some freedom in working out. If this is followed much time will be saved and many

faults avoided. The goods shown should be of a special nature, very seldom those which might be called staples. The public knows that staples are carried, and a staple window will attract no one. The display should also consist of seasonable goods; in a careful study of this point exists much of the profit of window dressing. Lines should be displayed a few days in advance of the best selling period and then brought out more prominently during the proper season. In this way not only will customers be shown goods when they are needed, but they will be prepared beforehand for the needs of the season and know where to get the required articles.

the arrangement remember to trim for the front of the window. When once the display is completed it should not be disturbed under any circumstances until it is to be changed or unless the article required is not available elsewhere. In that case no one but the window dresser should interfere with the arrangement in removing a part of it. Goods that are soiled by exposure in the window should be disposed of at a reduction.

SUGAR BEET SEASON COMMENCED

The Ontario beet sugar season has set in and beets are already being hauled to the Wallaceburg and Berlin factories.



Wine Window—Dressed by J. E. Whiteside for F. Carne Jr., Victoria, B.C.

Shop-worn goods should not be shown unless, the fact is plainly mentioned as a cause for low prices. Price tickets and show cards are of value but both must be neat, and deception should not be practiced in the prices shown and remarks made.

The detail work is as important as the general plan. Where many window dressers fail, however, is when filling in is attempted. Every inch need not be occupied, but every inch open to view should be examined to see that no rough framework, inverted packages, or soiled and old goods are in sight. The window dresser, when all is done, should view the display from the street, and in

The test this year so far has been satisfactory, the lowest being 14. With this average the price of beets will be \$5 a ton, at which price a fair crop pays the farmer better than an average crop of wheat.

CORRECTION.

L. Chaput, Fils & Cie., in their ad. in The Grocer last week stated Trenor's Valencia Raisins were to arrive by second direct steamer. This should have read "by first direct steamer, Escalona."

A grocery business will shortly be started in Carp, Ont., by A. C. Young-husband, of Dunrobin, Ont.

Q Association News Q

Grocers Make Presentation.

TWO old and highly esteemed members of the Hamilton Retail Grocers' Association were honored by their associates at a special meeting of that body on September 28. One was J. Ronan, who was recently appointed bursar at the preventory reformatory; the other T. Hazell, who acted as chairman of the grocers' picnic committee.

An address was presented to Mr. Ronan expressive of the high regard in which he is held by every member of the association, accompanied by a handsomely upholstered oak Morris chair and rocker. The gift was duplicated to Mr. Hazell, who also received the hearty congratulations of the association for his work in connection with their annual picnic—conceded to be the most successful ever held by the association.

Retailers Organize.

The retail merchants of Goderich, Ont., have organized, as follows: President, C. A. Nairn, grocer; first vice-president, George Porter, bookseller; second vice-president, Chas. C. Lee, hardware merchant; treasurer, W. A. McKim, dry goods merchant; secretary, W. E. Elliott, bookkeeper.

TRADE WITH SOUTH AFRICA.

TRADE with South Africa is an important issue in Canadian commerce to-day, at least it should be. Such was the opinion given by Mr. J. W. Jagger, past president of the Cape Town Chamber of Commerce, and of the Associated South Africa Chambers of Commerce, who called at the Montreal office of the MacLean newspapers on Saturday afternoon, October 1.

Mr. Jagger is head of a large departmental store in Cape Town and handles large quantities of dry goods, manufactured papers, and wooden ware of all descriptions. He has been touring Canada on business widening pursuits. He does not seem as much impressed with the enterprises of Canadian business men as he had expected he would be. For instance, there seemed an apathy on the part of some Canadian manufacturers regarding South African trade. Perhaps the difficulties might be the excessive freight rates, and the utter lack of commission houses, as compared with United States. As an example he explained that the great commission house of Peabody & Co., who had an office in Cape Town, were able to supply almost anything that

business men might desire. He had ordered such a peculiar necessity as a pair of mules. Peabody & Co. never questioned what difficulty they might have in securing the mules, but they got them. On the other hand, if he wanted dry goods, paper, wooden ware, or anything that came from the United States, all he had to do was call up Peabody by telephone and they did the rest. He believed that a commission house dealing exclusively with Canada could do an immense business in Cape Town.

Mr. Jagger seemed to feel annoyed at the cool manner in which several manufacturers treated his call upon them. He said that there was certainly an evidence of lack of enterprise, in some cases, on the part of either the manufacturers themselves, or the men whom he had seen as their representatives. He instanced the case of one of the managers of a well known firm who nonchalantly smiled and said that they could not compete with the Americans and they did not intend to try. Mr. Jagger thought that was a great mistake.

He at one time imported large quantities of leather and cotton from Canada, but lower prices and better facilities from New York compelled him to give up the trade. This had all been changed by the preferential tariff, however, which brought the duty down to 7½ per cent. Under these conditions there were opportunities for very large increases of trade.

He would recommend the Manufacturers Association to deal with the question of commission houses at once. With trade stimulated, better steamship facilities would follow immediately. He had bought a large consignment of chairs from Owen Sound, which he hoped would be landed in South Africa by the 21st of October, perhaps going over on the same steamer as he would go himself. Large numbers of importers were looking towards Canada and it was certainly the duty of Canadians to seize upon a market which heretofore had been supplied so extensively by the Americans.

He spoke glowingly of the resources of the Dominion and prophesied amazing development in a very short period. He told briefly the development of business in South Africa during the last quarter of a century. He said that he often saw the MacLean trade newspapers in Cape Town, and on leaving took with him a copy of each one of the company's publications. As he said goodbye he remarked knowingly, "Remember, I am an Englishman and don't wish to be interviewed."

Mr. Chris. A. Maxwell has accepted a position with the Canadian Gelatine Co. as their Toronto representative.

PERSONAL MENTION.

Mr. J. McConnell, grocer, of Harrison, Ont., is dead.

Mr. C. A. Low, of Swift & Co., commission merchants, Kingston, was married last week to Miss Carrie Price of Aylmer, Ont.

Mr. Fred W. Mason, representing I. D. Bradshaw, Toronto, is explaining the virtues of oiled paper and chewing gum to the Montreal trade this week. Ottawa Fairs this season.

George H. Thompson, the newly appointed British representative of the Canadian Cannery Limited, has arrived in London, and is now fitting up offices and sample rooms at 19 Eastcheap.

G. Cobby, formerly in the employ of H. P. Eckardt & Co., Toronto, and for the last few years associated with the Alberta Mercantile Co., of Frank, Alta., has started in a grocery business in Frank.

Mr. R. J. Campbell, of the firm of Campbell Bros. & Wilson, wholesale grocers at Winnipeg, who was recently married, was the recipient of a very beautiful silver service from the employes of his staff.

Mr. E. Cowan, western representative for the Cowan Co., chocolates and cocoas, in conversation with the Winnipeg representative of The Canadian Grocer, expressed his appreciation of and satisfaction with the results of business in his recent trips through the Province of Manitoba, as he says it entirely surpassed his expectations.

Mr. D. W. Douglas, eastern representative of E. W. Gillett Co., Toronto, has just returned from a three months' trip through Eastern Quebec and the Gaspé coast. Business is reported as most satisfactory. At present Mr. Douglas is looking after the Montreal trade.

Mr. J. H. Grimm, of the Grimm Mfg. Co., Montreal, is taking in the Exhibition at St. Louis. Mr. Grimm, who is interested extensively in the production of maple syrup and sugar and sap evaporators had his model sugar bush on exhibition at St. Louis where it was favorably commented upon. The model was also on view at the Toronto and

Mr. C. W. Callon has severed his connection with the Salada Tea Co., Toronto, with which he has been associated for about 7 years, and is about to remove to Seattle, Wash. Prior to his departure the staff of the Salada Tea Co. presented him with a Russian leather-fitted suitcase as a slight token of the esteem in which he is held by his former associates.

WALL PAPER.

TENDENCIES OF WALL PAPER DESIGN.

BEFORE attempting to outline the tendencies of wall paper design at the present time I should like to earnestly direct the attention of architects especially to a kindred subject, one at least inseparably connected with the decorator's work. I think I can say without exaggeration that decorators approach the work of covering the plaster walls of houses and other buildings erected of late years with trepidation amounting almost to terror as to the results. To see one's best laid plans and most cherished schemes completely frustrated by the treacherous under surface is more than disappointing. The "skin or putty coat" so much in use to impart that beautiful snowy smooth surface which so strongly appeals to some people has usually no actual adhesion to the coat beneath it and only waits the application of some material to sever its weak connection and destroy the decorator's work. The so-called sand finish of many plasterers is almost as great a delusion. On walls thus treated many patches will be found into which no sand and very little plaster of Paris has entered—nothing but lime. Plasterers freely admit these imperfections and also that it is possible to get as good results as were obtained in houses a generation ago, but they claim that current prices do not admit of the use of sufficient plaster nor of sufficient time being given to the work. Surely it is a false economy to cheapen a material which is admittedly imperfect at best, which covers so much surface and which places a stamp of dilapidation on the house out of all proportion to its relative cost to the total cost of the building. I feel satisfied that this work does not receive the attention it deserves at the hands of the architect, and that not only would the problem of decoration be greatly simplified but that the life of the plastering would be materially lengthened if honest work were insisted upon.

Another feature in the preparatory work of ceilings and walls for decoration deserves more than passing notice. I refer to the obtaining of true perpendicular and horizontal lines in the angles of the room. It is no uncommon thing to see the ceiling run from one to one and one-half inches out of true in a wall of twelve or fifteen feet. The upright angles of the room are frequently as much out and in many cases meander in and out of line as they climb to the ceiling. Many rooms are two or three inches wider at one end than at the other. It can be easily understood how difficult it becomes under these circumstances to apply pattern of any sort so that it shall not appear to be leaning one way or the other. These defects are not by any means confined to cheap buildings but may be seen in some of our most pretentious structures.

And while I am on this portion of my subject I should like to point out what is always to the decorator at least the unexplainable practice of many architects, of carrying doors and windows in the room to two, three or more different heights. My own dining room has five such openings and every one is of a different height, varying from the others by several inches. There was no reason why the three doors at least should not have been of the same height. —W. H. Elliott, in Canadian Architect.

EVERY USER OF

CHINESE STARCH

is a satisfied customer.

RETURNED
OCT .7 1904
cut box of
Payee
and

The smile of the Chinese laundryman as he gazes on the glossy work before him can only be produced by the use of

Chinese Starch

IF YOUR JOBBER DOES NOT HANDLE IT WRITE US.
"SAMPLES AND PARTICULARS MAILED FREE."

OCEAN MILLS

MONTREAL

Now is the time for Cocoa and Chocolate.


COWAN'S COCOA, CHOCOLATE

Cream Bars, Chocolate Wafers, etc.

These are absolutely pure goods that every grocer can sell with confidence.

The Cowan Co., Limited, Toronto

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Fortify the system
against cold by drinking cocoa.

MOTT'S
Breakfast Cocoa
¼-lb. tins **40c.** per lb.

MOTT'S
Prepared Cocoa
¼-lb. tins **32c.** per lb.

are good goods, attractively put up.

For sale by all jobbers.

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

SELLING AGENTS:
J. A. TAYLOR,
MONTREAL.

R. S. McINDOE,
TORONTO

JOS. E. HUXLEY
WINNIPEG.

SEASONABLE CONFECTIONERY

BUTTERCUPS and SATINETTES
VERY CHOICE LINE OF CONFECTIONERY, WITH
GROUND MEAT CENTRES, AND VERY DELI-
CATELY TINTED CASINGS.

MAPLE WALNUT PUDDING
ANOTHER PUBLIC FAVORITE.

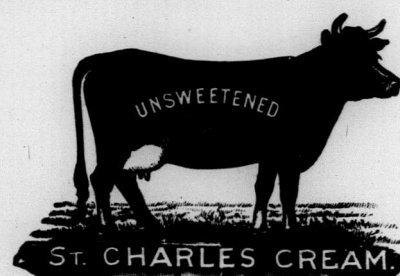
PAN TAFFIES as follows:
PIGNOLIA, WALNUT, ALMOND, PEANUT EVER-
TON, BUTTER SCOTCH, MOLASSES WALNUT,
ALMOND ROCK COCOANUT.

THESE GOODS
ARE BACKED UP WITH THE SAME REPUTATION
THAT HAS MADE

**STEWART'S FINE CHOCO-
LATES** THE FAVORITE WITH CANADIANS.

A. J. STEWART, Limited
MANUFACTURERS OF CONFECTIONERY, **TORONTO.**

Has stood the test of every climate.



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:

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

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

Correspondence and Trade orders solicited.

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

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	Business Changes	
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ONTARIO.

A MEETING of the creditors of Scott & Co., general merchants, Beamsville, has been held. Stock was to have been sold by auction on the 5th inst.

George S. McConkey, confectioner, etc., Toronto, is dead.

F. H. Blain, grocer, Hamilton, has sold to J. S. Gross.

Mary A. Splan, grocer, Toronto, has sold to A. R. Plummer.

George E. Strachan, confectioner, etc., Aylmer, has sold to Frank Law.

John Tassie, grocer, Wallaceburg, has assigned to M. A. Sanders.

Calcott & Co., general merchants, Shedden, are selling out to Robert Baird.

The assets of M. Greenspoon, general merchant, Hawkesbury, are to be sold.

James Scott, general merchant, Southwold Station, has sold out to Wm. Scott.

Harry McLean, cigar manufacturer, St. Thomas, has sold to B. F. Honsinger.

Josiah Varey, grocer and tobacconist, Port Dover, has assigned to William Cayley, Sr.

Mrs. Jos. Beaudet, grocer and dealer in fancy goods, Renfrew, has succeeded D. Rathwell.

L. Coffee & Co., grain merchants, Toronto, have dissolved partnership. T. Flynn continues under old style and J. Melady continues under style of Melady & Co.

QUEBEC.

Dugas & Geoffrey, grocers, Joliette, have assigned.

J. & G. Chaperon, grocers, Quebec, have dissolved.

Galarneau & Frere, grocers, Montreal, have dissolved.

P. E. Poirier, general merchant, Fraserville, has assigned.

T. Perreault, general merchant, St. Sophie De Levard, has assigned.

Narcisse Leclerc, general merchant, French Village, has compromised.

The assets of Alex. Hamel, grocer, Ancienne Lorette, are to be sold.

Lue Beauregard, grocer, Magog, has been succeeded by Joseph Beauregard.

Clayton F. Bailey, general merchant, Beebe Plain, has sold to Akin & House.

The assets of J. H. Constantin, general merchant, Nominique, have been sold.

Lamarehe & Benoit are curators to J. H. Therrien, general merchant, St. Gregoire.

Munro Bros., grocers, Montreal, have dissolved partnership; George H. Munro, registered.

U. Matte, general merchant, St. Raymond is offering to compromise at 30c on the dollar.

C. A. Cunningham & Co., general merchants, Bedford, have assigned to J. McD. Hains.

J. A. Marchand, general merchant, Fraserville, is offering to compromise at 60c on the dollar.

There is to be a meeting of creditors of G. Audet & Co., general merchants, Les Eboulements.

The assets of D. Richard, general merchant, St. Raymond, are advertised to be sold on the 3rd inst.

The consent of assignment of Alphonse Charlebois, general merchant, Boucherville, has been filed.

Daoust & Freres, dealers in groceries and liquors, Montreal, have assigned; meeting of creditors October 6th.

A. C. Dionne, dealer in groceries and hardware, Montreal, has assigned to Alex. Desmarteau; assets to be sold.

Maria C. Morel, has registered as proprietress of the general store of L. Corriveau & Co., Ste. Anne De Beaupre.

George F. Croasdale, general merchant, Cross Point, has assigned; meeting to appoint curator called for the 11th inst.

MANITOBA AND N.W.T.

Prentice & Young, grocers, Winnipeg, have dissolved.

John Walker, grocer, Banff, has sold to I. S. G. VanWart.

C. F. Travis, miller, Elkhorn, has advertised business for sale.

F. T. Armson, grocer, etc., Carievale, has sold to W. Mason.

Holmes & Walker, general merchants, Star, have been burnt out.

Hill & Horn, general merchants, Bowden, have sold to Samuel Butler.

L. H. Compton, general merchant, Headingly, has purchased Headingly Flour Mill.

R. E. Trumbell, wholesale liquor dealer, Brandon, has sold to J. E. Peltier.

Fowler, Murdoff & Breen, general merchants, Wetaskiwin, have been succeeded by Fowler & Breen.

T. W. Brady, dealer in groceries and dry goods, Winnipeg, has sold groceries and is removing dry goods to Hamiota.

Coffee, Hargraft & Co., grain merchants, Winnipeg, have dissolved partnership, John L. Coffee and Alex. Hargraft continue under old style.

NEW BRUNSWICK.

Craig & Stairs, general merchants, have assigned to Walter E. Graham, St. Stephen.

A meeting of the creditors of H. R. Coleman, grocer and meat dealer, St. John, has taken place.

NOVA SCOTIA.

Zachariah McKee, grocer and hardware dealer, Parrsboro, has registered consent for his wife, Georgiana McKee, to do business in her own name.

BRITISH COLUMBIA.

T. Nakano, general merchant, Cumberland, has assigned to R. R. Napier.

A FESTIVE OPENING.

Harry G. Macdonald opened his new retail grocery store at the corner of Sorrauren and Wright avenues, Toronto, on September 17. The opening was of an unusually interesting and striking character. Mr. Macdonald sent invitations to a large number of people in the west end of Toronto. He secured the services of an orchestra and served refreshments, the cocoa being served by the Cowan Cocoa Co. About 4,000 people visited the store during the day and although curiosity, no doubt, actuated a great many a large business was done by the eight clerks employed. A number of the ladies who visited the store presented Mr. Macdonald with handsome bouquets. Mr. Macdonald it might be noted is a young man and began business on Sorrauren avenue about ten years ago. His new store is about 30x90 and three stories high. Mr. Macdonald is reaping the fruits of his enterprise.

MODERN PULVERIZING.

The Grocer is in receipt of a copy of "Modern Pulverizing," a monthly publication issued by the Schutz-O'Neill Co., Minneapolis, Minn., containing a fair amount of interesting reading matter and illustrated write-ups of their improved pulverizing and milling machinery.

NOTICE!

The grocery trade has doubtless observed that we have begun an advertising campaign on

Perfection Cream Sodas

in the daily and weekly newspapers of the Dominion.

This will result in a demand for our sodas everywhere. Are you ready to supply

Perfection Sodas?

Order at once.

3-lb. Cards and Tins.

THE Mooney Biscuit & Candy Company,
LIMITED,

Stratford, - Canada.

BRANCHES:
WINNIPEG and HAMILTON
Manitoba and Ontario

TELEPHONE { MAIN 125
" 467

Wm. McCann Milling Co.

MILLERS

AND GRAIN DEALERS

192 King Street East
TORONTO.

Biscuits And Confectionery

The Profit Side.

THE grocers who to-day are making the most out of their business are those who are introducing new features or lines which do not compete with other interests and which being special, not staple, yield a much better margin of profit. For example, grocers have introduced a bread and pastry department, a confectionery department, a fish department, a crockery department. In addition they are continually on the alert for specialties in the line of groceries proper.

They do not take up their customer's or their own time with urging the sale of a barrel of sugar or a heavier purchase of canned goods, upon which sales the margin of profit is inconsiderable. They rather allow the customer to give her order as she pleases, and when the "list" is exhausted the grocer takes up the customer's attention with grinding the mind and developing the desire in the direction of other things which bear a good profit, and which cultivate the buying tendencies of the mistress of the household.

One line that can be successfully and profitably introduced by many grocers is that of confectionery—not the lower grades, but the best grades. And just here it may be remarked that there are grocers who are handling a good grade of confectionery who are not making all the profit possible. There are lines of fancy chocolates that will bring 50c just as readily, perhaps more readily, than they will 40c. The 40c chocolate is not ranked by the customer in the same class with the 50c article, even though the grocer is actually giving the 50c grade. Those who buy chocolates at 40c will pay 50c if they feel they are getting a better quality. Some may be disposed to argue this point, but experience is the final authority. It must be remembered that chocolate buying is an extravagance, a luxury—not a necessity, and when a man or woman spends money in the line of high-grade confectionery it is not much more difficult to make the sale at 50c than at 40c. Of course there should be something in the fancy box or in the choiceness of the variety as a reason for getting 10c more per pound.

High-grade confectionery is an almost certain seller if attractively displayed. Indeed the confectionery department cannot realize its highest possibilities without good display. The more enterprising grocers have found it expedient to put in special showcases, and silent

salesman variety is unquestionably the best for this purpose. Among grocers in Ontario who have made a distinct success of handling high-grade chocolates are: J. A. McCrea, of Guelph; Geo. A. Young, of Chatham; E. H. Williams, of Barrie; Hugh Crozier, of Coburg; G. W. Armstrong, of Cornwall; H. Brennan & Sons, of Ottawa, and Michie & Co. and R. Barron, of Toronto.

To Locate Impure City Food.

ON account of the sensation created in Ottawa over the sale of adulterated and impure foods the Food Inspection Department of Montreal has been redoubling its efforts to locate any impure food that may be sold. Last week Mr. L. F. Robert, bread inspector, seized 227 pounds of candy which was so dirty as to be a menace to health. He also seized a number of samples of highly colored cheap candies that were being sold in scores of small stores all over Montreal. In the place where the candies were manufactured Mr. Robert found green and red powders which were used to color the sweets. A considerable quantity of alum was also found on the premises.

"The alum," Mr. Robert said, "is used to keep the candies soft. I do not consider this ingredient good for health. From what I know of candies being sold in some places it is quite evident that some change will have to be made. Candies should not be colored with ingredients that are not fit to be taken into the human system."

It has been decided by the Food Department to have a thorough inspection made of all candies now being sold in Montreal, and it is expected some interesting results will follow the campaign. The work is being attended by good results and the inspectors are now hopeful of ridding Montreal of the unhealthy if not impure candy that is sold in a number of small shops.

Mr. Milton Hersey, the city analyst, returned to Montreal last Saturday, and was given a large quantity of dyes taken from confiscated candy and asked to make an analysis and submit a report. If the dyes are found to be of an injurious nature large amounts of similar candy on sale in different stores will be confiscated.

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Grocer

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old
reputation

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DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas.

Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

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

"Irresistibly
Delicious!"



One taste
will make a
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old
reputation

Attention!

old
reputation

The BEST
of

Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal)
at the Glasgow Exhibition.

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

S U C C E S S



IS THE RESULT
OF CONDITIONS
FULLY MET.



We believe we have
fully met the condi-
tions of this market. DO YOU DEMAND MORE?

BORDEN'S

"Eagle" Brand Condensed Milk

and

BORDEN'S

"Peerless" Brand Evaporated Cream

are quick sellers and profit earners, as you turn your stock often.

Selling Agents in Canada:

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN,
Halifax, N.S.
W. S. CLAWSON & CO.
St. John, N.B.

SCOTT, BATHGATE & CO.,
Winnipeg, Man.
SHALLCROSS, MACAULAY & CO
Victoria and Vancouver, B.C.

TO HAND.

DIRECT IMPORTATIONS

—OF—

VALENCIA ONIONS
in large cases.
Bright, crisp and sound.

—ALSO—

JAMAICA ORANGES
in barrels and boxes.
Fancy, high-colored, juicy stock.

Both lines are of the very best, and would prove an additional attraction to your store. Get prices.

McWILLIAM

Mc. AND E.

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Phone Main 645.
TORONTO, CANADA.

The

DAWSON Commissioner
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**

If in need of anything in fruit line, write, wire or phone, and we will fill orders at lowest prices possible. We handle all kinds of Foreign and Domestic fruit. State how to ship.

HUSBAND Bros. &
Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., **TORONTO.**

GREEN FRUITS

SUCCESSFUL FRUIT SHIPMENT TO WEST.

HOW to bring Ontario fruit to Manitoba and Northwest markets, by freight, in first-class condition, is a problem the Agricultural Department of the Government of Ontario have set themselves to solve, says the Manitoba Free Press. Ontario has the fruit, which for flavor and general excellence everybody knows completely discount the best that California can produce: the west has a large and increasing market for good fruit. What more fitting than that Manitoba and Alberta should buy from Ontario?

A most interesting experiment along this line has been completed within the past few days under the direction of Prof. J. B. Reynolds, of the Ontario Agricultural College at Guelph, who has made a special study for three or four years of the whole subject of cold storage and transportation. Two cars of fruit were loaded in the most approved manner and sent to Winnipeg. Besides some cases of apples whose transportation by freight has, of course, passed the experimental stage, there were boxes of pears, peaches, grapes, plums, and tomatoes, all of which arrived not only in good but in perfect condition.

The apples were of Gravenstein, St. Lawrence, Calvert, and Blenheim pippin varieties. There were Crawford and Alberta peaches. Bartlett pears, Morris' Early and Warden grapes, and Reine Claude plums.

The Crawford peaches are not noted as the best shippers, and in this case were judged by experts over-ripe for shipment when they started. They arrived, however, in perfect condition, literally without a sign of rot. The hardier Albertas were, of course, in perfect condition, but the lesson learned about them was that they could have been left on the tree a week longer and have reached the west safely very much better peaches.

The grapes were shipped in cardboard trays, each tray bearing two and one half pounds, twelve of these trays being packed in a case.

The peaches and pears were each

wrapped in paper. There is still room for considerable improvement in the appearance of the packed fruit. The boxes are somewhat rough, and the paper coarse, but these externals can easily be improved. One very important matter is the packing of the boxes in the car. Boards are nailed across the car to keep rows of boxes of fruit in place. Proper packing makes necessary, of course, shipment in at least car lots.

Fruit Transportation Charges Reduced.

IT is announced in the October issue of the Horticulturist, that as a result of evidence given recently before the Railway Commission, by representatives of the fruit interests the railway companies have voluntarily made some material concessions. A reduction has been made in the rate on mixed car lots of fruit, from the principal shipping districts to the larger centres of distribution, such as Toronto, Montreal, Ottawa, Quebec, and Winnipeg. A special rate for one-half car lots, of 10,000 pounds, or over, has also been made. The reduction, it is estimated, from the average point in Ontario to Montreal or Quebec will amount to \$10 a car and to Winnipeg over \$36 a car. In addition the flat rate for icing cars, destined for Manitoba, has been abolished, and hereafter shippers will only be charged for the actual amount of ice supplied. While these concessions are by no means all that the fruit interests ask for, they are, however, considered to be a considerable measure of relief to a very serious situation.

Fruit Growing in British Columbia.

PEOPLE in British Columbia are just awakening to their opportunities for fruit growing, lumbering and manufacturing, according to the views of G. E. Whitney, of the Dominion Express Co., who has returned from a trip to Vancouver and vicinity of Port Simpson.

Fruit growing, he thinks, will become one of the chief agricultural pursuits of British Columbia. There are fine valleys and stretches of land where fruit

trees would place orchards found, but Territories a ket it will before the effort to sup

Speaking north, Mr. is quite irre innumerable ally, and co

One of th most was th Everywhere he sees tree tains look l He was told cutting down but that in in other par the Pacific Lumbering t dustry.

Mr. Whi general con pulp mills a Port Simpso

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A. K. B of B. Pres was fined in fruit not m to the stand It would p if there had marking. overfaced, varieties we varieties. presentative must compl the Fruit M

trees would flourish. Of course, in many places orchards are at present to be found, but now that Manitoba and the Territories are offering such a good market it will not be long, in his opinion, before the Pacific province will make an effort to supply its share of the demand.

Speaking of his trip from Vancouver north, Mr. Whitney says the coast line is quite irregular and flanked by almost innumerable islands, mountainous generally, and covered with trees.

One of the things that impressed him most was the vastness of the forest. Everywhere a man looks from the boat he sees trees, trees, trees. The mountains look like great banks of foliage. He was told that lumbermen are only cutting down what can be easily got out, but that in time, when lumber is scarce in other parts of Canada, the forests on the Pacific coast will be resorted to. Lumbering then will become a lively industry.

Mr. Whitney says it is a matter of general conversation on the coast that pulp mills are shortly to be built up near Port Simpson.

Fruit Notes.

The Fruit Division, Ottawa, is receiving complaints that the quality of XXX fruit offering this season in many cases is dangerously near the XX mark. The explanation is that many buyers are very wisely instructing their packers to put up no No. 2 grade, and the packers under stress of other influences, are erring upon the side of putting in too many No. 2's as No. 1 fruit. The fruit inspectors have been instructed to rigidly enforce section 6 of the Fruit Marks Act, under which no apple may be classed as No. 1 unless it is of good size and color for the variety and practically free from worm holes, scab, bruises or other defects.

A. K. Bossard, representing the firm of B. Pressley & Co., St. Paul, Minn., was fined in Winnipeg lately for selling fruit not marked and packed according to the standard of the Fruit Marks Act. It would perhaps have been excusable if there had been nothing wrong but the marking. The apples, however, were overfaced, and comparatively worthless varieties were given the names of good varieties. American firms or their representatives selling fruit in Canada must comply with the requirements of the Fruit Marks Act.

FANCY NEW ELEME TABLE FIGS

"BUTTERFLY BRAND" packed by the old reliable packers
Whittall & Co., Smyrna
3, 4, 5, 6, and 7 crowns. Get our low prices before placing order.

1,000 New Tapnets Cooking Figs
Due this week.

WHITE & CO., Wholesale Fruit and Produce, **TORONTO.**
64 Front St. East.

P.S. We have two or three cars red or yellow onions to offer. Wire for price.

W. B. Stringer
J. J. McCabe

A Fact

'Phone Office
Main 520.

You know a single fact is worth more than a cart load of argument—well, here is a fact—if you give us a trial in filling your Fruit orders on this market you'll continue. We know this to be a fact, and it speaks well for our judgment in selecting Fruit. Send that "start order" now.

SWEET SONORA MEXICAN ORANGES—We are agents for the famous "Star" Brand—ask us for car lot prices.

It would pay you to consign your apples to J. C. Houghton & Co., the leading apple auctioneers of Liverpool and London.

61 Front E., **W. B. STRINGER & CO.,** Agents
Toronto, Fruit Brokers

WESTERN ONTARIO HEADQUARTERS

FOR EVERYTHING IN FRUITS

JUST NOW Peaches, Pears and Grapes are a prominent feature of our trade. We can please you as to quality, quantity and price.

CRANBERRIES Strictly fancy, early blacks. Prices close.

Phone, Wire or
Mail Orders.

HUGH WALKER & SON

GUELPH, ONT.

FINKLE & ACKERMAN
BOWMANVILLE, ONT.

Mfr's choice grades

Evaporated Apples

**Western Dealers
who buy apples**

will find it to
their advantage to correspond
with

EBEN JAMES
BOARD OF TRADE BLDG.
TORONTO

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

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.

OUR ARGUMENT TO THE GROCER for his package tea business is, after all, **A SHORT ONE.** It is summed up in this statement: There is **NO OTHER PACKAGE TEA** on the market that retains trade like

Blue Ribbon Ceylon Tea

The Red Label sells at 40 cents.
By comparison it is worth 50 cents.

There are many baking Powders of known and unknown worth. Many have come and gone, while others have come to remain.

EAGLE BAKING POWDER

is one of the brands that has come to stay. It is well known to be a reliable powder, and it is becoming more popular every day. MR. GROCER, it shows **you** a good profit. Have you stocked it?

J. H. MAIDEN, Agent
MONTREAL.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.



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FLOUR AND CEREAL FOODS

The Wheat Situation.

ALL doubt as to the success of the harvest in the Canadian west has now been set at rest, and there is the best assurance that the yield is from four to six million bushels in excess of first estimates, namely sixty-four million bushels, and eleven million bushels in excess of last year's crop. The quality of the wheat is of fairly uniform excellence. The marketing of the Manitoba crop is now proceeding with, however, rather more delay than has been experienced in recent years. The explanation of this is that buyers are not yet familiar with the grades owing to the amount of rusted grain. Buying is not likely to be heavy until samples of the rusted grain can be placed in agents' hands throughout the country. So far, it is said, the threshing returns do not back up the heavy damage stories that were in circulation a little while ago. Threshing reports have ranged from 13 to 27 bushels to the acre. The quality of the wheat shows a larger proportion of higher grades than last year, and the price paid is high, as much as \$1 being given for choice wheat. This year the total elevator capacity west of Lake Superior has greatly increased, being nearly 45,000,000 bushels, as compared with 39,000,000 bushels a year ago. Both the Canadian Pacific and Canadian Northern have made large additions to their rolling stock and motive power in order to handle the western crop.

SUPPLIES OF GRAIN IN UNITED STATES AND CANADA.

	Oct. 3, 1904.	Oct. 4, 1903.	Oct. 5, 1902.
Wheat.....	15,565,000	19,489,000	25,624,000
Corn.....	5,978,000	9,090,000	3,075,000
Oats.....	20,015,000	6,453,000	3,334,000
Rye.....	1,460,000	884,000	1,154,000
Barley.....	4,144,000	3,347,000	2,767,000

Wheat increased 2,373,000 bushels last week as against an increase of 2,250,000 bushels the corresponding week of last year. Corn decreased 402,000 bushels last week, and oats increased 1,859,000 bushels.

AFLOAT TO EUROPE.

	Oct. 3, 1904.	Oct. 4, 1903.	Oct. 5, 1902.
Wheat.....	35,110,000	28,720,000	32,240,000
Corn.....	16,890,000	15,840,000	8,880,000

Wheat on passage to Europe increased

230,000 bushels last week, and corn increased 400,000 bushels.

WORLD'S SHIPMENTS OF WHEAT.

	Oct. 3, 1904.	Sept. 26, 1904.	Oct. 1, 1903.
America.....	1,189,293	864,373	4,082,681
Russia.....	5,200,000	4,360,000	4,224,000
Danube.....	320,000	952,000	944,000
Argentina.....	552,000	472,000	16,000
India.....	1,296,000	1,240,000	640,600
Australia.....	352,000	464,000	.....

According to Beerbohm's London List dated September 16, the weather has been unfavorable for threshing in the various grain-growing countries of Europe; this, together with the recent excitement in the American market has affected European markets although there has been no radical change in the latter where supplies are ample for present requirements. The impression is gaining ground that America this season will be practically independent of Europe in the matter of wheat prices. If such be the case the fact will soon assert itself in the minds of Russian and Indian shippers who will conclude that with America out of competition as a wheat selling country the necessity on the part of importing countries of buying their wheat will be greatly increased and a higher level of prices be justified in consequence. During the present season the demand may easily overtake the available supply. The quantity afloat just now, however, for the United Kingdom has seldom if ever been so large at this season of the year, thanks to a large contingent from Australia. Another six weeks will witness a large decrease in the quantity afloat when the probable abnormal condition in America will begin to assert a greater influence upon the European market. The supplies and requirements of various countries are estimated as follows:

REQUIREMENTS.

	Quarters.
United Kingdom.....	27,000,000
France.....	1,400,000
Germany.....	8,000,000
Belgium.....	6,250,000
Holland.....	2,100,000
Austria.....	5,250,000
Spain.....	1,000,000
Portugal.....	700,000
Greece.....	500,000
Sweden.....	1,750,000
Sundry European.....	500,000
South America.....	1,750,000
China and Japan.....	1,750,000
Africa.....	450,000
Total.....	63,000,000

Or 504,000,000 bushels.

EXPORTS.

	Quarters.
Russia.....	16,250,000
Hungary.....	4,500,000
Roumania, Turkey, Bulgaria, Roumelia and Servia.....	4,750,000
United States.....	3,500,000
Canada.....	4,750,000
Argentina.....	10,000,000
Chili.....	500,000
India.....	7,250,000
Asia Minor Russia and Syria.....	500,000
Algeria and Tunis.....	725,000
Australasia.....	3,500,000
Sundries.....	200,000
Total.....	56,425,000

Or 451,400,000 bushels.

Estimated deficiency 6,575,000 quarters, or 52,600,000 bushels.

This represents 13-4 per cent. of the world's average crop and may be wiped out by later records of the year's production. In any event the world's deficiency is not such as to imply any particular pinch in wheat supplies for the current year. The possibility appears to be that current values for wheat in the world's markets will look high before the season has progressed many months.

China Will Protect Trademarks.

MILLERS selling flour in Chinese markets will be interested in a treaty between Great Britain and China, under which the Chinese Government undertakes the registration and protection of trademarks. The regulations for carrying the undertaking into effect have been officially published and will probably be put into effect as soon as the United States Government assents to them, as they have been approved by the British Government and Japan has raised no objection. Briefly, the regulations are as follows:

Any person desiring to use a trademark in China must first register the same according to these regulations. The Board of Commerce shall establish a Bureau of Registration. Every application must contain a statement giving a general description of the trademark, and the class and particular kind of goods for which it is to be used. The application will be placed on file for three months and advertised by the bureau, and if no one petitions against it, it will be registered. If two persons apply for similar trademarks, the first applicant will receive registration; but in the case of a trademark already registered in a foreign country, the date



**Crowned
with honors.**

ORANGE MEAT

has had a surplus of good things said about it during the period of our National and Provincial Fairs. Its booth has been thronged with hosts of appreciative people.

It has been easily head and shoulders above all other breakfast foods in favor and praise.

All this is of significance to the grocery trade.

THE FRONTENAC CEREAL CO.,
Limited
KINGSTON, ONT.

of such foreign registration will be recognized, if application in China be made within four months. During the first six months of the establishment of the bureau, applications can be made for registration of trademarks already registered abroad, and the bureau shall recognize such trademarks as entitled to precedence. Any mark which has been publicly applied in China to a special article for more than two years before application for registration cannot be registered. Suits for infringement by foreigners against Chinese are tried by a local magistrate and the consul sitting together; but if both parties to the suit be foreigners, the consular court has jurisdiction.

The penalties for infringement are very severe and it is believed that trademarks will be effectively protected under the new treaty. It should be borne in mind, however, that failure to register a trademark may result in loss of rights.

New Cereal Product.

AN American inventor has discovered a process for preparing cereals which renders them ready for consumption without causing them to lose their original shape or identity.

The cereals are heated in a substantially air-dry condition under gas pressure to a point above the boiling point of the liquid contained in the starch granules of the cereal at normal atmospheric pressure for a period of time not long enough to permit the escape of too much of the liquid contained in the starch granules of the cereal through the granule coatings by diffusion.

While substantially maintaining the same temperature the pressure is removed with such rapidity that the liquid will suddenly flash into gaseous form or steam, which results in an instantaneous expansion, or explosion, of the entire mass of the cereal into several times its original volume. This expansion is such that the grains or kernels of the cereals preserve their exact original shape and become very much enlarged and porous copies of the originals, provided the heat applied is sufficient to render the granule material sufficiently coherent after the explosion.

Important Ruling.

THE board of general appraisers of the United States has just made an important ruling on wheat. W. P. Devereaux & Co., of Minneapolis, dealers in flour, feed, etc., received an invoice of wheat from Canada, designated as "screening wheat." It was frozen before ripening and could not be used for flour or seed. The Devereaux Co. protested that the grain should be received under the Dingley tariff bill at 10

per cent. duty, while the deputy collector of customs at Minneapolis insisted that it should be rated as wheat and that the duty should be 25c. His finding is overruled by the general board and the duty is fixed at 10 per cent.

The decision in part is as follows: "Every word used in the tariff law to specifically designate a commodity upon which duty is to be assessed is used in its commercial meaning. The word 'wheat' is sometimes used to designate the growing grain, as when we speak of a field of wheat; also to designate this same grain after it is ripened and cut and bound, as when we speak of a sheaf of wheat. And so this word may properly be used to designate this species of vegetation at every stage, from the time it first sprouts through the ground until the hulled grain is deposited in the hopper for grinding; but the wheat of commerce is the grain. Except for germination and reproduction this grain has but a solitary use; and that use is to be ground into flour or meal for human food."

According to a contemporary this decision will tend to keep down somewhat in the United States the high prices that were feared this year on Canadian wheat feed.

Our Trade with British Guiana.

The sentiment of the merchants of Georgetown, British Guiana, says Mr. F. W. Collier, postmaster general of British Guiana, is that the bulk of the trade which now goes to the United States should be diverted to Canada.

Not many years ago the greater part of the foodstuffs consumed in British Guiana, if not all, were bought from the United States. Canadian shippers, however, have stepped in and are competing with no small measure of success. Trial shipments of flour put up in Canada were made some years ago, but merchants complained that it did not "catch on," and further importations met with a certain amount of disfavor. The cause of failure in the first attempts was the difference in packing. Shippers were made aware of the nature of the case and asked to meet the requirements of the trade. Improvement thereafter was slow, but Canadian flour is now steadily gaining in popularity. Since Canada has granted British Guiana sugar a preference the bulk of the produce of the latter country comes to the Canadian market. And if, during the crop season in Canada, fast steamers could be sent down, they would invariably have full cargoes to bring back.

The Andrew Gage Co., Winnipeg, is about to build an elevator at Heward.

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Cannot Export Maize From Servia.

The Servian and Austria-Hungarian Governments have prohibited the exportation of maize and fodder. It seems probable that this year's crop, together with the surplus left over from last year, will be sufficient to supply the needs of the Balkan States themselves, but other countries which have heretofore depended upon these States for their supplies must seek them elsewhere this year. Considerable quantities of Roumanian maize have usually been exported to Holland and Denmark, as well as to Italy.

More Favorable Rates for Flour.

The Halifax Board of Trade has succeeded in having a favorable railway rate fixed on Manitoba flour for shipment via Halifax. A short time ago the council of the board took the matter up on the ground that Halifax was at the disadvantage of a practically prohibitive rate as compared with other Atlantic ports. As a result the rate has been reduced until it is now only 1c more per 100 pounds to Halifax than to other Atlantic ports. It is to be hoped Halifax dealers will be in a position to handle Manitoba flour for export.

New Wheat Coming.

The next week or ten days will see the first arrival of 1904 crop Canadian wheat in the port of Montreal. The C.P.R. is about to begin the removal of this year's crop from interior points to Fort William where there is practically no wheat, the total at last accounts being only 65,000 bushels.

Cereal Notes.

The Ogilvie Flour Mills Co. has closed a contract for a new 3,000-barrel flour mill at Fort William to cost \$200,000.

The Alberta Grain Co. is erecting a new elevator at Wetaskiwin which will have a capacity for 40,000 bushels.

An American firm manufacturing flour milling machinery has the contract to erect a flour mill for the China Hsing Milling Co., of Shanghai.

It is reported that 9,000,000 bushels of grain have recently been purchased in the States of Oregon and Washington by eastern buyers for shipment. There is a shortage in the east for the millers and these purchases on the Pacific coast are simply to supply the increased demand.



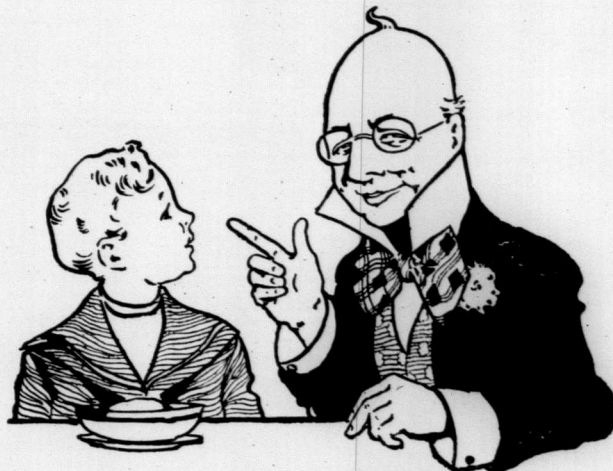
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TOUGH FIBRE PAPER

FOR HEAVY WRAPPING
STRONG, STIFF. WILL NOT BREAK OR CRACK.

SAMPLES AND PRICES
GLADLY SENT.

CANADA PAPER CO.
Toronto LIMITED Montreal



☞ Do you ever think your boy plays too hard?

☞ I tell you a boy that knows how to play has good stuff in him. He'll work all the better for it bye and bye.

☞ But remember, he's burning up a lot of energy.

☞ Give him plenty of "FORCE."

Sunny Jim

A boy can easily grow thin and starved and anæmic, even if he does stuff his stomach three times a day—unless the food is the right sort.

It isn't what you eat that counts—it's only what digests—the part that is absorbed and builds up muscles and nerves and brain.

"FORCE" is the ideal food for growing children, because it not only digests itself but helps to digest the other food substances that are eaten with it.

"FORCE" is made in Canada.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Tobacco in U. S. Elections.

It is stated that the war between the American Tobacco Co. and the independent cigar manufacturers may become an issue in the impending presidential campaign. The American Tobacco Co. is engaged in an effort to control the tobacco trade of the whole world. The independents are organizing to maintain their position in competition with the trust.

According to the U. S. Tobacco Journal there is another important factor to be considered. If Secretary Taft's Philippine tariff smashing agitation is not checked, if the Administration does not authoritatively disavow its share in the fanatical hobby of the Secretary of War, President Roosevelt's success at the polls in November is likely to be endangered by the united opposition to him of all the branches of the tobacco trade and cigar industry. The tobacco trade and cigar industry are naturally Republican in sentiment. They are so because of the protective policy of the Republican party. But that policy does not make them uncompromising partisans. They showed it in 1892 when they resented the excessive rates of the McKinley tariff.

There are over 6,000 cigar factories in the State of New York. Averaging but five votes to each cigar factory, a most conservative estimate, there would be 30,000 votes at stake for President Roosevelt. But if the cigar factories will have to be closed on account of Secretary Taft's fanatical hobby, the cigar box factories will have to close too, and the lithographing establishments which subsist on the business of making cigar labels will have to curtail their working force too. Then there are hundreds of leaf packers and dealers on whom thousands are dependent for a livelihood who are about to resent the ruin staring them in their faces if Secretary Taft should succeed in his crusade for free trade in Philippine tobacco and cigars.

Furthermore, as New York is the largest port of entry American warehousemen are also up in arms against an administration that plans to deprive them of the profits accruing to them of the storage of about 15,000,000 pounds of foreign leaf which will fail to reach the American market if

the cheap Philippine cigar is admitted free and effects the closing of the cigar factories. Last, but not least, New York is also a cigar leaf growing state, and the tobacco raisers of Onondaga county and Chemung Valley will hardly vote for keeping a party in power that is credited with an intention to impoverish them in the free admission of Philippine tobacco.

Counting up all these interests, whose very existence is threatened, there cannot be less than 50,000 Republican votes in the balance, more than sufficient to turn the state over to the Democratic party. For it is conceded on all hands that New York State will be very close this year and to lose his own state will be particularly humiliating for the President. But he will have nobody else to thank for that but to the idiosyncrasy of his Secretary of War, who has taken it into his head to enrich his Filipinos to the destruction of the tobacco trade and cigar industry.

Should the Connecticut tobacco growers realize the peril threatened them from free trade in Philippine tobacco and cigars that state would surely be lost to Roosevelt.

Neither can Wisconsin be counted upon as a safe Republican state in this campaign. If the thousands of Wisconsin tobacco

growers become influenced to array themselves against Roosevelt's election because of his Secretary of War's intention to impoverish the American tobacco farmers, in order to fill the pockets of the Filipino, Wisconsin may give its electoral vote to Parker as it did once before to Cleveland.

Such a prospect is not mere idle speculation or "rainbow-chasing," as it is called in political parlance. For the tobacco trade is just now so thoroughly organized as never before to pursue its end with ruthless energy. It is manned by officers who are religiously devoted to the welfare of the trade above their own partisan sentiments, ever tireless of work, and resourceful in the means of accomplishing their object. And all the plans are being perfected, on behalf of the trade interests, to make a red hot campaign against Roosevelt's carrying New York, Connecticut and Wisconsin if Secretary Taft's hobby in regard to free trade in cigars and tobacco from the Philippines is not quelled at once and forever.

Convention of Tobacco Growers.

The American Society of Equity, of Indianapolis, Indiana, has called a convention of United States tobacco growers

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Make a \$10 bill extra

each month by selling Cigars. Don't say that you can't sell Cigars. You can.

Don't say you will get "stuck" with an unsaleable remnant. You won't.

The Cigars we make—**PEBBLE** for a 5-center and **PHARAOH** for a 10-center—are advertised in the daily and weekly papers direct to the smoker. The sale for them is very heavy. No dealer was ever "stuck" with any of our Cigars. We stand ready to take back every unsold Cigar you buy from us.

Let us send you 1,000, express paid, assorted as you say.

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

If the grocer will endeavor to have his smokers use only **T & B** Smoking, he will be able very soon to cut out from his stock every other sort. This would be a good thing.

Sell the 10 cent size.

Geo. E. Tuckett & Son Co., Limited,
Hamilton, Canada.

at Lynchburg, Virginia, for Nov. 10 and 11, 1904. The object of the convention is to assert the independence and freedom from the buying trusts on the part of tobacco growers. It is hoped by this means to fix prices for the tobacco crop in the interests of the grower through controlled marketing.

The Ubiquitous Cigarette.

Reviewing the trade of India for 1903-1904, the "Pioneer" says: "The growth of the cigarette trade has been frequently commented on in recent reports, and last year the increase in quantity was no less than 30 per cent. while the value rose by 25 per cent. Altogether 2,240,200 lbs. of

cigarette tobacco was imported. During four years the trade has grown by over 90 per cent., and there is every promise of further rapid expansion. The increasing prevalence of cigarette smoking among native young men is noticeable in every large town, and though the cheapness of the cigarettes is proof that they are not made of very good quality tobacco they are probably more wholesome than the

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

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

D. McDougall & Co., Glasgow, Scotland.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

**Royal Egyptian
Cigarettes**

Rich in Flavor

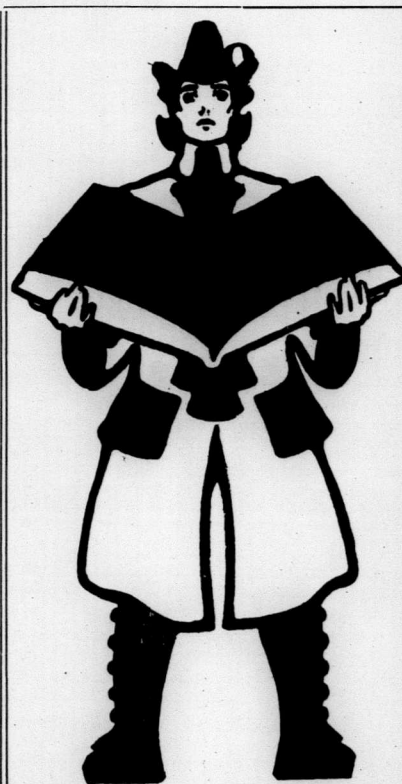
Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

You should know
the names of our
tobaccos like
a book.



Smoking

Tonka
Solid Comfort
Pinchin's
Hand-Made

Chewing

British Navy
King's Navy
Beaver
Apricot

McAlpin Consumers Tobacco Co., Limited, - - TORONTO.

native tobacco. Despite the fact that it was first in the world did not do so well in the trade, and superior Egyptian cigarettes, this, the cheapest trade in the world, is very small."

Austra

At present a Soc Government the object of the receipt of the Government of the railroads is to show how easily it can be controlled. When a Government controls an agricultural more difficulting of a public it is not with a view to raising and selling of tobacco equally well. The quality is changing from one to another.

to carefully go into his manufacturing use in one of the Government of a ruined by this prompt. There would be fresh novelties the wonderful which to-day. From a finer greater experience even of post would waste which Government and if Australia Regie Govern

How

The term the original the manner the Spaniards they found herb through shaped like the ends of the nostrils upon a paste the herb. For the smoke was cane by way supplied to the tobacco p

native tobaccos which are being ousted. Despite the fact that the United States was first in the market, the United Kingdom did 64.6 per cent. of the cigarette trade, and when the large business in superior Egyptian cigarettes is added to this, the shares of other countries in the cheap trade are shown to be comparatively small."

Australian Tobacco Monopoly.

At present there is going on in Australia a Socialistic agitation to make a Government monopoly of tobacco, the object being to increase the Government receipts. The conduct by the Government of the post office, telegraph and railroads is pointed out as an illustration of how easily it can successfully be done.

When a Government undertakes to control an agricultural product it is tackling a more difficult proposition than the controlling of a public utility. It is evident that it is not within the Government's province to raise and manufacture and license the selling of tobacco if it can not do that as equally well as private enterprise does it. The quality of tobacco is a constantly changing condition from one year's growth to another. The manufacturer to-day has to carefully guard against an inferior grade in his manufactured product for fear its use in one season would mean ruin. A Government monopoly would have no fear of a ruined business, and hence would miss this prompting to keep up the quality. There would be no real necessity to provide fresh novelties, nor the incentive to create the wonderfully skillful advertising devices which to-day are used to increase business.

From a financial standpoint the obvious greater expense of Government control, even of post office over private control, would waste the manufacturer's profit, which Governmental control aims to take, and if Australia is wise it will avoid a Regie Government of tobacco.

How Tobacco Was Named.

The term "tobacco" does not arise from the original name of the herb, but from the manner in which it was used. When the Spaniards first landed in San Domingo they found the natives smoking the herb through a hollow forked cane shaped like the letter Y. The two upper ends of this forked cane were adjusted to the nostrils, whilst the lower end rested upon a paste composed of the leaves of the herb. From this paste, when ignited, the smoke was drawn through the hollow cane by way of the nostrils. The name supplied to the herb which we now call the tobacco plant varied in different parts

of the American continent. The Carribee Indians called it "cohiba," those of Virginia "uppwoc," those of Brazil "petuni," whilst among the Mexicans it was named "voli." The true term "tobacco" seems to have arisen from the fact that Columbus whilst on his homeward journey after his discovery of America, passed the island from which ultimately the first product of the herb reached Europe. Finding the island resembled in out line the shape of the

He is wrong. You could grow Turkish and Virginian tobacco in the same field, for they are merely two different varieties of the same plant. Turkish is the leaf of "Nicotiana Rustica," while Virginian is "Nicotiana Augustipolia." Of course the two are very often blended by tobacco-nists.

Again, what constitutes the difference between "strong" and "mild" tobaccos? It is simple enough. The strong product is so manufactured that it burns badly—or, perhaps, one should say, slowly—the result being that the contained nicotine



Exhibit of American Tobacco Co. at Eastern Townships Exhibition, Sherbrooke.

Indian smoking instrument, he called it "Tobago."

Some Tobacco Secrets.

HOW many people, even among the most confirmed smokers, know what is the difference between Turkish and Virginian tobaccos? The smoker, of course, can tell you which is which at the first whiff, but if you ask him what the original distinction is between the two he will tell you that one comes from Turkey and the other from the States.

is distilled in an unaltered state. Mild tobaccos are those which burn well, and thus their contained nicotine is consumed or decomposed, with the result that a less narcotic smoke is formed.

We often hear cheap cigars spoken of as "cabbage leaves," and, doubtless, many people believe that these are actually adulterated with other substances than tobacco. Often, in such a weed, the outside wrapper is noticed to be patched with pale green, and this fact is held proof of the cabbage-leaf libel. The piece of greenish leaf is real tobacco which has been plucked unripe, or not properly cured. It is only to be found in thin, poor leaf.

FREIGHTS AND CHARTERS

FREIGHTS generally are dull. There has been little or no demand either from local or Western shippers, and it is many a day since freight rates were as low as they are to-day. At the different Steamship freight offices, the report is given out that business is dull every day. A glance at previous years shows that generally steamship agents were alive with activity at this period, and it is somewhat alarming to find the reverse so much in evidence. Still some more optimistic freight men believe that things

existing in Canada. As a result the probabilities are that if they come up a little more some business will be worked and then more ocean freight will be wanted. Probably the best business done in export from Montreal has been in flour, and the probabilities are that both in flour and provisions a steady business will be carried on during the winter months. One large firm has made extensive arrangements for export flour through Halifax during the winter months, and the railways have conceded good rates so

Liverpool, 20s. a ton; London, 25s.; Glasgow, 26s. 3d.; Leith, Aberdeen, Bristol, Dublin and Belfast, 25s. Butter—Liverpool, cold storage, 40s.; ordinary 25s.; London, Glasgow, Bristol, Leith and Aberdeen, cold storage, 25s., ordinary, 30s.

FIREMEN REMEMBERED.

The firm of L. Chaput, Sons & Co., Montreal, donated fifty dollars to the Firemen's Benevolent Association, Montreal, in recognition of the services of the firemen in connection with the fire at their store in De Bresoles street a week

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 London
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	5 c	7c	6 7c.	9c.	12/6	10/	11/3	13/6	6c.	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake.....	"	4½c	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	.....
Canned goods (fruits, vegetables, etc.) ..	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.....	"	20/	25/	25/	25/	25/	25/	25/	25/	20/	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases.....	"	25/	30/	30/	30/	25/	30/	25/	30/	25/	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs.....	"	40/	46/6	45/	30/	25/	30/	30/	25/	25/	.....	.....	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	.....
Seed, peas and beans, in shipper's bags.....	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	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	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc.....	"	10/	13/1½	.....	122/6	12/6	12/6	12/6	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc.....	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels.....	"	.....	.....	.....	15/	.....	.....	.....	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/	1/	10/	1	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.....
Grain, in shipper's bags ..	Quart r	.....	.....	.....	3/	.....	.....	.....	3/	.....	.....	.....	.....	.....	.....	.....
Deals.....	Stand'd	30/	.....	32 6-37 6	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

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.

will be better in October, as considerable bookings have been reported at better rates for this month and also November. The reason given for the extremely light tonnage is partly due to the fact that prices for most lines of grain have been away above export basis during the early Fall, and in fact up-to-date. At present things are a little brighter looking for the future, as bids from abroad on Manitoba wheat have been advancing. They seem to be almost on a par now with the values

that general co-operation may promote an increase of trade. The grain rates to Liverpool are 6d. to 7½d, October; London, 6d.; Glasgow, 1s.; Avonmouth, 6d.. Leith, 1s. 6d.; Newcastle, 1s. 6d.; Manchester 9d. to a shilling, and Antwerp, 6d. Flour—Liverpool, 5c. per hundred; Glasgow, 7c.; London, 6c.; Bristol, 9c.; Belfast, 11s. 3d.; Leith, 10s.; Aberdeen, 11s. 3d.; Dublin, 11s. 6d.; Manchester, 7s. 6d.; Hamburg, 10c.; Antwerp, 9s.; Havre, 12s. 6d.; Rotterdam, 10s. Cheese—

ago. In their letter accompanying the cheque they suggested the wisdom of the department providing a canteen wagon or sleigh, according to the season, for supplying teas, coffees, sandwiches, etc., to the firemen when they are fighting fires of several hours duration. The firm would like their contribution to be applied to such an object if sufficient amount could be added to it by the corporation or private subscription to purchase the outfit. In view of the approaching winter the suggestion is considered very timely in civic circles, and especially by the firemen.

SO

Quotatic
The foll
department ap

Quotations for
etc., are supplied
agents, who alone
accuracy.

Bak

ook's Friend—

Size 1, in 2 and 4

" 10, in 4 doz. b

" 2, in 6 "

" 12, in 6 "

" 3, in 4 "

Pound tins, 3 doz

12-oz. tins, "

5-lb. " "

W. H.

Diamond—

1-lb. tins, 2 doz. b

1-lb. tins, 3 "

1-lb. tins, 4 "

IMPERIAL

Cases.

4 doz.....

3 doz.....

2 doz.....

1 doz.....

2 doz.....

3 doz.....

1 doz.....

1 doz.....

1 doz.....

1 doz.....

1 doz.....

1 doz.....

1 doz.....

1 doz.....

1 doz.....

1 doz.....

1 doz.....

1 doz.....

1 doz.....



SCIENTIFIC SALESMANSHIP

can be displayed in selling inferior goods, but you can't fool the consumer "twice" when reliable goods such as

BOECKH'S BRUSHES and BROOMS

are to be had from all first-class dealers in Canada. The result of the first sale is far reaching. Fully "guaranteed" goods such as Boeckh's, make it safe for you to say good things about them without fear of losing your customers' good will. They are popular, because they never fail to please even the most exacting.



They are the Standard goods of Canada.

United Factories, Limited,

Head Office: TORONTO.

BRANCHES:
MONTREAL
LONDON

"PAINTERS' BRUSHES STAMPED BOECKH OR BRYAN ARE THE BEST MADE."

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.

October 6, 1904.

JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 3 doz.	90
Ocean Borax, 1-lb. packages, 4 doz.	1 25
Ocean Cornstarch, 40 pks. in a case.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Royal—Dime	Per Doz.
1 lb.	\$ 1 00
3 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.

1 lb.	\$ 1 00
3 oz.	2 25
1 lb.	2 90
12 oz.	4 50
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

"VIENNA" BAKING POWDER.

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.

1-lb. tins, cases 4 doz, per doz.	\$2 25
-----------------------------------	--------

HOME BAKING POWDER, CO., MONTREAL.

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.	

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

Baking Powder.

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

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	\$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2-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
4 " "	12 " "	1 40
4 " "	16 " "	1 45
2 " "	16 " "	1 65
2 " "	2-lb.	4 10
1 " "	5 " "	7 30
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	



EAGLE BAKING POWDER

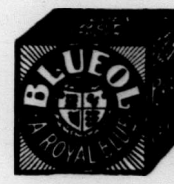
Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	\$3 50
10 oz. " 3 doz. "	4 00
16 oz. " 4 doz., per doz.	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," 1/2 gross box	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16c
"Sapphire"—14-lb. boxes, 1-lb. pkgs. per lb.	12c
"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 1/4 gross, 4 oz.	

JAMES DOME BLACK LEAD.

Per gross	
6a size	\$2 40
2a size	2 50

BORAX.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	2 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

Cases of 5-doz. 5c. packages	\$0 40
" 5-doz. 10c.	0 85

Brooms.

UNITED FACTORIES, LIMITED. doz. net.	
Boeckh's Bamboo Handles, A, 4 strings	\$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 30
" " " I, 3 "	3 25

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" 7-lb. cotton bags, per bag.	0 12
Quaker Oats, 2-lb. pkgs., per case	3 50
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocos.

THE COWAN CO., LIMITED.	
Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 25
" 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 55



**NEW
SEASON
JAMS**

EXTRA FINE QUALITY
NEW STYLE SQUARE
JAR WITH METAL AND
CORK SCREW TOP.

**ORDER
NOW.**

ROSE & LAFLAMME, AGENTS,
MONTREAL.

**GOODWILLIE'S
FRUITS**

IN GLASS

**JUST
AT
PRESENT**

The housewife has many kinds of fresh fruits to put on her table. But the time is not far distant when she will not be able to obtain these.

GOODWILLIE'S will please her and will be

**A SPOKE IN
YOUR WHEEL
OF FORTUNE**

ROSE & LAFLAMME,
MONTREAL.

Chocolate—	per lb
Queen's Dessert, 1/2's and 1/4's	\$0 40
6's	0 42
Mexican Vanilla, 1/2's and 1/4's	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" "	0 28
Items for cake—	Per doz
Chocolate, pink, lemon color, lbs.	\$1 75
Orange, white and almond, 1/2 lbs.	1 90
Confections—	Per doz
Cream bars, large boxes	\$2 25
" " small	1 35
Chocolate ginger, lbs.	3 75
" " 1/2 lbs.	2 25
" " wafers, 1/2 lb. boxes	2 25
" " 1/4 lb. boxes	1 30

Chocolate—	per lb.
Caracas, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24
Cocoa—	Per doz.
Concentrated, 1/2's, 1 doz. in box	2 40
" " 1/2's, " " " "	4 50
" " 1/2's, " " " "	8 25
Homoeopathic, 1/2's, 14-lb. boxes	" "
" " 1/2's, 12-lb. boxes	" "
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37 1/2

BENSORP'S COCOA
A. F. MacLaren, Imperial Cheese Co.,
Limited, Agents, Toronto.

1/2 lb tins, 1/2 doz. to case	per doz., \$ 90
" " 1/2 " " " "	2 40
" " 1/2 " " " "	4 75
" " 1 " " " " "	9 00

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.



Mott's Broma	Per lb	\$0 30
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Mott's Prepared Cocoa, 1/2's and 1/4's boxes	0 28
Mott's Breakfast Cocoa, 1/2's in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 23
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2's in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/2, 1 and 5-lb tins	0 43
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's,	3 00
per box	" "
Soluble chocolate (hot or cold soda)	0 42
1-lb. cans	" "
Vanilla chocolate wafers, 48 to box,	1 56
per box	" "

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal	Per lb.
Breakfast cocoa—	
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	40c.
12-lb. boxes, 6 boxes in case, 1/2-lb. tins	40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins	32c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs.	35c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs., 24 bxs., in case, 1/2-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, 1/2-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 23c.

Condensed Milk.

Anchor brand, cases 4 doz., per case \$5 00
evap. cream, cp. 4d. " " 4 65



Borden's Condensed Milk Co.

Eagle brand... \$1 50
Gold Seal brand... 1 30
Peerless brand evaporated cream... 1 20



"Reindeer" Brand
Case (4 doz) \$5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins 9 00
2 lb. tins, cases, 15 tins 8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31

Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO. Per lb.

Mocca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	\$0 25
"Mocha	0 25
"Condor" Java	0 30
"Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I, 40-lb. boxes	45c.
" " II, 40-lb. boxes	42c.
" " III, 80-lb. boxes	37c.
" " IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S. Per lb.

Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz. \$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	18 00
Medium size	15 00
Small size	12 00
Roquefort—Large size	2 40
Small size	1 40

RECKITT'S BLUE and ZEBRA PASTE

(Always give your Customers Satisfaction.)

Coupon
For sale in C Limited, 7 File, Mont \$1, \$2, \$3, 1

In lots of less books, 1 kit 100 to 500 bood 100 to 1,000 bo

Alliso
\$1 00 to 3 00 5 00 books . 10 00 " " 15 00 " " 20 00 " " 25 00 " " 50 00 " "

C&M
UNITED
Clothes pins / case, per c doz. package



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Knor's Gelat
Robinson's pa

Our process of manufacturing Starches can result only in the production of goods of

the highest quality.

The BEST STARCHES in Canada are

Edwardsburg "Silver Gloss" and Benson's Prepared CORN

(Every Jobber sells them.)

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Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books. Un-Covers and num Coupons bered. numbered

Table with 2 columns: Book value, Price per book. Includes Allison's Coupon Pass Book.

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED. Clothes pins (full count), 5 gross in case, per case.

Cleaner.

BRUNSWICK'S EASYBRIGHT. 4-oz. cans, 6-oz., 10-oz., Quart, Gallon.

Wholesale Agents. The Davidson & Hay, Limited, Toronto

Food.

Ge'atine. Knox's Gelatines, Robinson's patent barley.

Jams and Jellies.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents. Orange marmalade, Clear jelly marmalade, Strawberry W. F. jam, Raspberry, Apricot, Black currant, Other jams, Red currant jelly.

T. UPTON & CO. Pure Fruit Jams—1-lb. glass jars, 2 doz. in case, per doz. 90 95

BRAND & CO.

Brand's calf's foot, Real turtle jelly.

Licorice.

NATIONAL LICORICE CO. 5-lb. boxes, wood or paper, Fancy boxes (36 or 50 sticks), Ringed, Acme pellets, Tar licorice and Tolu wafers, Licorice lozenges, Purity licorice, Dulce large cent sticks.

Lye (Concentrated).

GILLETT'S PERFUMED. 1 case of 4 doz., 3 cases, 5 cases or more.

Matches.

UNITED FACTORIES, LIMITED. Surelight (Parlor), Flashlight (Parlor), Kodak (Sulphur).

WALKERVILLE MATCH CO.

Parlor—1 case, 5 cases. Imperial, Best, Crown, Maple Leaf, Knights, Sulphur, Club.

Mince Meat.

Wethey's condensed, per gross net, per case of doz. net.

Mustard.

GOLMAN'S OR KEEN'S. D.S.F., 1-lb. tins, Durham 4-lb. jar, F. D., 1-lb. tins.

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—1-lb. tins, 4-lb. jars, Old Crow, 12-lb. boxes—1-lb. tins, 4-lb. jars.



Orange Meat.

Cases, 36 15c. packages, 5 case lots, Cases, 20 25c. packages, 5 case lots.

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED. "Anchor" brand 1-lb. glass, quart gem jars.

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, Home-made, in 1-lb. glass jars, In 5 and 7-lb. tins and 7-lb. pails.

Pickles.

STEPHENS'. A. P. Tippet & Co., Agents. Cement stoppers (pints), Corked.

Soda.

COW BRAND. Case of 1-lb. containing 60 pkgs., per box, \$3 00.



Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.

MAGIC BRAND.

Per case. No. 1, cases, 60 1-lb. packages, No. 2, 120 1-lb., No. 3, 30 1-lb., No. 5 Magic soda—cases 100—10-oz. pkgs.

"Bee" brand, 8 oz., cases, 120 pkgs., " " 10 oz., cases, 96 pkgs., " " 16 oz., cases, 60 pkgs.

Soap and Soap Powders.

A. P. TIPPET & CO., Agents. Maypole soap, colors, black, Oriole soap, Gloriola soap, Straw hat polish.

RABBITT'S.

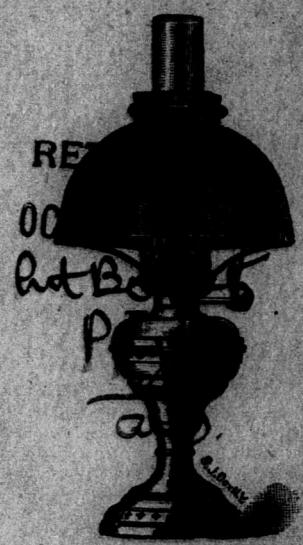
Babbitt's "1776" 6-oz. pkgs. \$3.50 per box, 5 boxes a freight paid and half box free. Babbitt's "Best" soap, 100 bars, \$4 10 per box. Potash or Lye, bxs.

each 2 doz., \$2 per box. W.M. E. DUNN, AGENT.

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0 31, 0 30, 0 28, 0 26, 0 25, 0 20, 0 30, 0 31, 0 30, 0 12, Per lb., \$0 32, 0 28, 0 20, 0 17, 0 12, Per lb., \$0 25, 0 25, 0 30, 0 30, nd 0 50, 48 0 20, 0 31, 0 30, bec. 0 15, 45c, 42c, 37c, 35c, Per lb., \$0 25, 4 50, 2 40, 1 00, 18 00, 15 00, 12 00, 2 40, 1 40, action.

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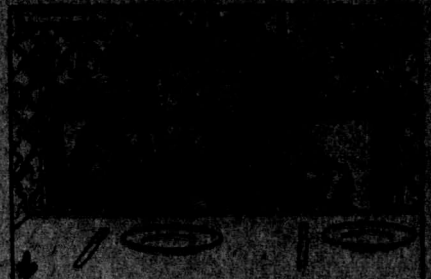
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We have sent many customers lately a single lamp as a sample, and invariably after trial they discard all other lamps for "The Belgian." Why? Because the light it gives is so much whiter and more brilliant, and besides it's an oil saver.

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