

4, 1904

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, NOVEMBER 11, 1904.

NO. 46.

## Robinson's Patent Barley

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

**ROBINSON'S  
PATENT BARLEY**



Raised on It.

## DON'T FORGET



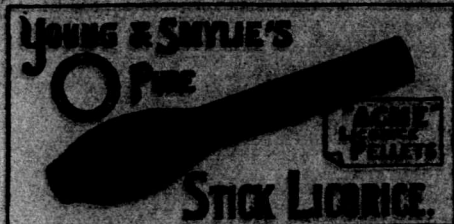
when others are offered you, that Christie's  
**ZEPHYR SODAS**  
are the best in the  
market, and, consequently, the best that you  
can keep in stock for your fastidious cus-  
tomers. They attract and hold trade.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31.



# National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE. Acme Licorice Pellets, M. & R. Wafer.s 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.

A starch that while being absolutely unexcelled as far as quality is concerned, pays you 60% profit is worth your best efforts to sell.

Such a starch is

# IVORINE Cold Water STARCH

Your jobber has it.

St. Lawrence Starch Co., Ltd.  
Port Credit, Ont.

## OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, M. and Is. Cutlery

### JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agents:

JOHN FORBES, 644 Craig Street MONTREAL.

## BRADSTREET'S

Capital and Surplus, \$1,000,000

Executive Office: 200, 202 and 204 Broadway, New York City, U.S.A.

ESTABLISHED 1840  
The Bradstreet Company is the largest and most successful of its kind in the world. It has been in existence for over sixty years and has built up a reputation for itself as the most reliable and accurate source of information for business men. Its records are complete and up-to-date, and its service is prompt and efficient. It is the only company of its kind that has a capital and surplus of over a million dollars. Its success is due to its thoroughness and its ability to furnish the most reliable and accurate information for business men. It is the only company of its kind that has a capital and surplus of over a million dollars. Its success is due to its thoroughness and its ability to furnish the most reliable and accurate information for business men.

BRADSTREET'S  
VANCOUVER, B.C.

BRADSTREET'S  
MONTREAL, P.Q.

BRADSTREET'S  
TORONTO, ONT.

THE BRADSTREET COMPANY, 200, 202 and 204 Broadway, New York City, U.S.A.

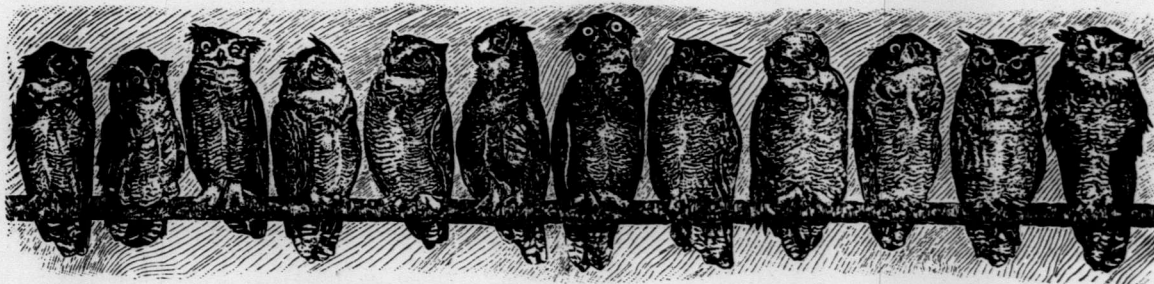
You are not well matched, if you do not use our

# MATCHES

BEST OF QUALITY AT ALL TIMES

The Wagon Match Co.





# Wisdom !

You want no sermons—no advice. We'll give you neither. Let the one word "Wisdom" speak for itself as applied to your purchases. "Wisdom" and "goods of highest quality" tell their own tale to the successful grocer with a large fat balance in the bank.

## *Griffin & Skelley's Dried Fruits*

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins. Clean, high-grade fruit, packed with the greatest care. Weight, quality and looks are always *right* in the "Griffin" Brand. You make no mistake in buying it.

## *Codou's Macaroni*

Made only from the real Taganrog Russian Wheat—no other wheat produces quality so superb. Full weight—unvarying quality. Every package tastefully packed and labelled.

## *Cox's Gelatine*

Best and goes farthest—always produces sure results. Oldest and most trustworthy. Quality always the same—always *highest* quality. In powdered and shredded form.

*Sold by leading wholesalers.*

**Arthur P. Tippet & Co., Agents**

8 Place Royale, Montreal.

20½ Front St. 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.



Grant -05-

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

**Prime Pea Beans**  
a specialty

WIRE US.

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.

If YOU wish to sell goods in the WEST

WRITE

**CHAS. MILNE**

THE MERCHANDISE BROKER

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



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.

**REGINALD LAWSON**  
MANUFACTURERS' AGENT

UNION BANK BUILDING

Correspondence Solicited **WINNIPEG, MAN.**

**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.

**ROW'S PURE SPRUCE LUMP GUM**  
ROW'S GUM  
in Lumps, 5c. Pkgs.  
in 1c. Stick, in 5c. Bars.

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

**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.



# How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous

# CLUB COFFEE

—Put up in 1-lb and 2-lb Tins. —

A POPULAR BLEND

Manufactured only by

**S. H. EWING & SONS, Toronto Branch, 29 Church Street.**

96-104 KING ST., MONTREAL

TELEPHONE MAIN 3171

Telephone Bell Main 65.  
" Merchants 522.

Telephone orders receive prompt attention.



## CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in 1/4 gross cases

2-lb. Pails, 2 doz. in Crate.

1/4 " 1/2 " " "

25-lb. Pails. 75-lb. Tubs.

1/2-Barrels and Barrels.

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

## THE AUER GAS LAMP

Delightful to read by.

Gives the Light of 100  
Candles and Costs Less  
Than Coal Oil.

No smoke or smell. The  
whitest, clearest, softest light  
for reading or sewing. The differ-  
ent styles are suitable for store,  
church or home. SATISFACTION  
GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL.



## CANADIAN RELISH.



A relish that wins  
any grocer that  
keeps a supply of  
this relish on his  
shelves is going to  
increase his trade.  
It is becoming  
more popular every  
day. "Sterling"

brand goods always in demand.

The T. A. LYTLE COMPANY, Limited

Manufacturers of HIGH-GRADE PICKLES

124-128 Richmond St. West, TORONTO, Can.

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.



The grocer who studies the tastes of his customers as regards their tea-drinking must consider many things, the most important of which are:

Healthfulness of the tea,  
Purity of the tea,  
Cleanliness of the tea,  
Pleasant drinking qualities of the tea.

No Tea cultivated possesses these attributes so much as

# JAPAN TEAS

Sell Japan Teas—they always please.

*"Let the GOLD DUST twins do your work."*



Why break your back to keep your floors clean?

## GOLD DUST

will do the work twice as well, in half the time, at half the cost. It's the modern cleaning substitute for soap. A household without GOLD DUST is almost as badly off as a ship without a rudder. For your own sake try GOLD DUST in cleaning. You'll never again be without it.

THE N. K. FAIRBANK CO., - - Montreal.



# You Know As well as we do

that quality---blue blood, so to speak---will assert itself soon or late. Those grocers who have worked late and early to build up a sound business, have ever been on the watch for a better quality than that they were handling.

This Spring, we offered to the Canadian grocery trade a new brand of Canned Vegetables and Fruits, to which was given the happy name of

## Old Homestead.

Quality was superfine, labels the smartest and richest we could have prepared.

We have been concerned to have the grocery trade test these goods to ascertain just how good they are. Tests are better than taking our word for it.

Give an order---any size---to your wholesaler.

---

**The Old Homestead Canning Co.**  
**Picton, Ont.**

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



THERE are sound reasons for the very heavy annual increase in the consumption in Canada of \_\_\_\_\_

## CEYLON TEAS

—reasons that are not sentimental. The intrinsic merit of the Teas is establishing itself universally.

Ceylon Teas can be had in

Blacks and Greens.



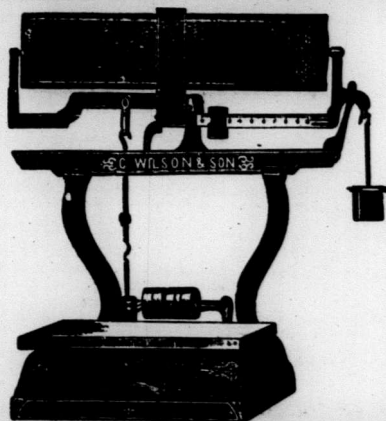
# SAFE STOCK

to invest in at any time, but more so just now; cold weather is here bringing into use stoves, with increased demand for black lead.

## JAMES DOME BLACK LEAD

the best black lead money can buy.

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



### Paid For Itself.

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

HAMILTON, MAR. 19th, 1903.

DEAR SIR:—

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

Yours truly,

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

**C. WILSON & SON, Limited, TORONTO.**

### "Make Hay While the Sun Shines"

THIS IS AN OLD SAYING.

## CANADIAN CANNERS, Limited

— ARE OFFERING —

3's and GALLON APPLES, also 2's Standard PEARS

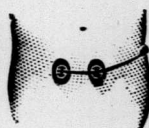
At Astonishingly Low Prices.

The above goods are selling **fast**, and it looks like an opportune time to buy. Prices are liable to advance in the very near future.

## Canadian Canners, Limited

HAMILTON, Ont.





**My Truss** is endorsed by the most prominent Surgeons and Physicians of Canada and the United States as the **Best on the Market**, and I guarantee perfect fit. Consultation free.

**B. LINDMAN**

130 Peel Street, - - MONTREAL

**Modern Merchandising**

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



**IF A MAN WANTS CREDIT**

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

For Sale in Canada by

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

**C. O. BEAUCHEMIN & FILS, MONTREAL.**

**ALLISON COUPON CO.,** Manufacturers.  
Indianapolis, Indiana

**TEA.**

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply, **"COMMISSIONER,"** CANADIAN GROCER, 88 Fleet Street E.C. London, Eng.

**COX'S**

**SPARKLING GELATINE**

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

**Always Uniformly Strong, and always trustworthy.**

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—

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

**BURLINGTON CANNING CO.,**  
Burlington, Ont. Limited,

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

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

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.

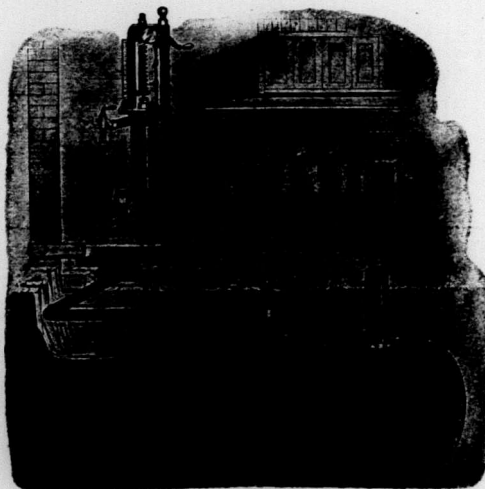
**MacLEAN PUBLISHING CO., Limited**  
Montreal and Toronto.

**TAKE NO RISKS WITH GASOLINE**

BUT USE

**BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT**

IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



PUMP IN STORE—TANK BURIED

ONLY ONE GALLON OF GASOLINE IN BUILDING, AND THAT INSIDE PUMP

TANK OF HEAVY STEEL, RIVETED AND SOLDERED

IT IS PERMITTED BY THE INSURANCE COMPANIES

MEASURES GALLONS, HALF-GALLONS OR QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG "B" THERE'S NO TIME LIKE NOW.

**F. S. BOWSER & CO., 530 Front St. W., TORONTO.**



Established 1870. 7 Gold and Silver Medals.  
**MAPLE SYRUP**  
Small's Brand is Standard  
Government certificate of analysis on every package. That's all! Product of the Canada Maple Exchange, Montreal.  
For sale through the wholesale trade only.

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



The Oldest and Largest Manufacturers of

**PURE, HIGH GRADE COCOAS AND CHOCOLATES**

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

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

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



In barrels

In 100-lb. bags

**THE ONTARIO SUGAR CO. LIMITED**  
**EXTRA STANDARD GRANULATED**  
**BERLIN, ONT.**

Argument No. 1

Argument No. 2

**AN OFFICIAL CHEMICAL ANALYSIS.**

ONTARIO AGRICULTURAL COLLEGE.  
 Guelph, Canada, Aug. 24th, 1904.  
 THE ONTARIO SUGAR CO.,  
 BERLIN, ONT.

GENTLEMEN,—

We have analysed the ten (10) samples of your granulated sugar, also ten (10) samples of granulated sugar from the Eastern Refineries which you forwarded to us. The following are the average results:

	MOISTURE.	CANE SUGAR.
	%	%
Average of 20 samples	.0737	99.697
10 "		
Ontario Sugar Co.	.0727	99.698
Average of 10 samples,		
Eastern Refineries	.0747	99.697

These figures show, judging from the results obtained from the analysis of the sugars submitted to us, that the sugar manufactured by your company from sugar beets contains practically the same amount of moisture and cane sugar as that refined in the Eastern Refineries. What little advantage there is in both items is in favor of your sugar. Your sugar was crystallized smaller, but is fully equal in value to the so-called pure cane sugar made in the Eastern Refineries.

R. HARCOURT,  
 Prof. of Chemistry, Ont. Agricultural College.

OUR REFINERY, COVERING 10 ACRES OF GROUND, IS LOCATED AT

**BERLIN, - ONT.**

We manufacture and refine during every 24 hours of our season from October 15th to January 15th, 400 Barrels of

**EXTRA STANDARD GRANULATED SUGAR.**

Using daily 600 tons of beets and 100 tons of coal and employing in and around our plant,  
**200 CANADIAN WORKINGMEN.**

Our supply of beets is furnished by  
**1780 CANADIAN FARMERS.**

residing in 18 Counties of Ontario, who employ a large amount of labor in growing and harvesting the beet crop. Don't you think this is a

**Canadian Industry**

worthy of your support by selling its product? For the convenience of the Grocery trade, our sugar is packed in Bags of 100 lbs. each, as well as in Barrels. Bags having proved a handy package in which to sell to consumers.

Our sugar is unsurpassed in quality and purity and there is none better  
**FOR TABLE USE AND PRESERVING.**

**Ask For It.**

The Trade Supplied by all the Principal Wholesale Grocers.

If your Wholesaler will not supply you, let us know and we will tell you who will.

**THE ONTARIO SUGAR CO., Limited, BERLIN, ONT.**





**HAY CASTLE BRAND**  
 (HIGHEST SELECTED CURRANTS)

CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT - W. H. GILLARD & CO., - SOLE AGENTS. HAMILTON, ONT. FOR CANADA.



**PARADISE BRAND**  
 SELECTED CURRANTS.

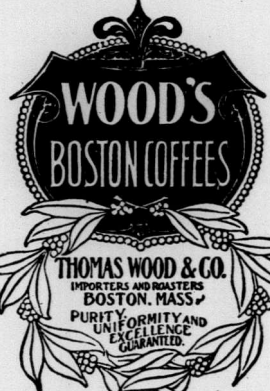
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT - W. H. GILLARD & CO., - SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

**FINEST GROWN IN GREECE**

Approved by the Greek Government as being of superior quality and handsome appearance.

Packed solely for

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



**WOOD'S BOSTON COFFEES**

THOMAS WOOD & CO.  
 IMPORTERS AND ROASTERS  
 BOSTON, MASS.  
 PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

**SKILLED LABOR**

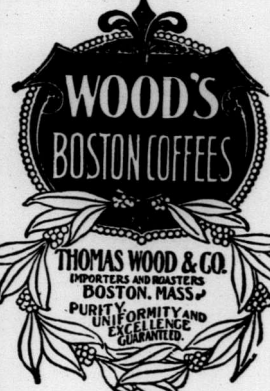
None but skilled and experienced men are employed in the development of WOOD'S COFFEES, from their growth on their "native health" to their favored perch on the Grocer's counter.

These experts, from intimate knowledge and experience, select the very best, and they help the Grocer "Push things," with our perfect Coffees at the front.

We invite you to consult with us for your temporary and permanent profit.

**CANADIAN FACTORY AND SALESROOM**

**No. 428 St. Paul St., Montreal**



**WOOD'S BOSTON COFFEES**

THOMAS WOOD & CO.  
 IMPORTERS AND ROASTERS  
 BOSTON, MASS.  
 PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

**ABOUT HALF THE MAPLE SYRUP SOLD**

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents,

Montreal

$\frac{1}{2}$




**These are the Goods.**

**Have you a good supply?**

AGENTS  
**ROSE & LAFLAMME**  
 MONTREAL



## INSPECTORS FOR CANADIAN FOOD PRODUCTS

IN this week's issue of The Grocer is reproduced a series of interviews with Toronto manufacturers on the subject of "Adulteration of food products" and the suggestion which appeared in a recent issue of The Grocer to the effect that the present problem might be solved by the appointment of factory inspectors in the different manufactories.

### Mr. R. Greig, of the Robert Greig Co.

The plan adopted by the Dominion Government in its "pure food" campaign cannot be said to be exactly satisfactory to all parties concerned, the manufacturers in particular. A Government appointed agent now goes to the grocery trade indiscriminately and selects samples. The retailer is asked the name of the house from which the article in question was purchased and the result of the chemical analysis thus associated with a certain manufacturer. On one or two occasions it has actually been proven that an article identified in this way came from another source altogether, to the injury of the firm singled out.

There is no question but the manufacturers are as much interested in the "pure food" campaign as anyone else. No one will for a moment excuse a manufacturer who brands his product as "pure" when as a matter of fact it contains foreign constituents. It is another matter, however, for a manufacturer of food products to supply a cheaper but at the same time perfectly wholesome food to a certain class of trade. In regard to the suggestion in a recent issue of The Canadian Grocer that representatives from the manufacturers and the Government get together and formulate a standard for such food products it would be very difficult to arrive at such a standard owing to the fact that there is a good deal of diversity in regard to the quality of the article required by consumers in different sections of the country.

Even if such a standard could be arrived at its effective enforcement would scarcely be practicable. Neither would an inspector appointed by the Government answer the purpose; there is about

one chance in a hundred that such an agent would be competent to pass judgment on a food product, since the man of requisite technical equipment for such work is still a scarce article in Canada.

### Mr. W. A. Mitchell, of Todhunter, Mitchell & Co.

On the whole the efforts of the Dominion Government to bring about an effective enforcement of the "Food Adulteration Act" may be said to have sanction of manufacturers of food products as well as of the retail trade throughout Canada.

We are face to face with the lamentable fact that food products are being offered on the Canadian market to-day as "pure" when in reality they are more or less mixed with foreign material—in other words they are adulterated. No one will contend for a minute that the sale of compound goods is not perfectly legitimate, when the regulations of the Act are complied with. In many cases, mustard for instance, a good compound meets the taste and other requirements of the consumer better than almost any ordinary pure mustard would. At the same time it is necessary to protect the public to a certain degree, and it is manifestly unjust that a loop-hole should be left for the manufacturer to mix and compound goods to his heart's content, especially when it is borne in mind that harmful ingredients have been detected in more than one instance. In justice to the manufacturer it must be said that the bulk of the grocery trade buy and get pure spices of the best quality. Any dealer who is desirous of getting strictly pure spices and is satisfied to pay their fair market value need experience no difficulty in getting them in any part of Canada.

Twelve or fifteen years ago, when the "Food Adulteration Act" first came into force, a manufacturer would have considered the branding of "compound" spices as "pure" a suicidal act. Present conditions are vastly different in so far as these things are now more or less connived at. The big question is how the Food Adulteration Act is to be effectively enforced? The suggestion to have factory inspectors is impracticable in the first place, and would probably fail to accomplish the purpose intended. After all, a firm's trade-mark ought to be sufficient

guarantee as to the quality of all such products. If the machinery of the Government, which in principle is all right but has become incapacitated through lack of use, could publicly expose some of the offenders—and it need not necessarily be a difficult matter if the thing were followed up systematically—the abnormal conditions would speedily become righted. In short, it is merely a question of the Government spending a sufficient amount of money and energy if the problem of pure food products is to be solved in Canada.

### Canadian Cannery, Limited.

Referring to "Pure Food Products," we think the Canadian Packers' Association is now united on the advisability of packing the purest kind of fruit products of all lines, and if the wholesale and retail trade would give it the support it deserves there would be no need of any pure food law to enforce pure food products. Unfortunately the competition in trade is so keen that the merchant is continually looking for the cheapest thing he can find to meet the demand from the trade, which leads to the adulterating of nearly all lines in commerce. There is no doubt that some law regulating this would be beneficial if it could be properly enforced without abuse.

The writer, who has been paying some attention to the pure food laws of the United States, finds that the manufacturing of food products is entirely in the hands of Government inspectors, and that blackmailing is levied on all alike. We would not care to introduce that sort of thing in Canada inasmuch as the Dominion and Ontario Governments have sufficient hangers on now.

In regard to the adoption of a standard can, we presume you refer to cans in use for canned goods. The matter has been frequently before the Government in years gone by. Let me say that the cans in use at present, known as 2 and 3 lb. cans, are standard sizes while not uniform in weight, from the fact that the different fruits and vegetables differ in weight when put in uniform sized cans.

If we manufacturers were obliged to sell uniform weight it would be necessary to make probably 50 or more different sizes of tins to contain the same weight of different kind of vegetables. This in turn would require 50 or more different sized presses necessary to make



**RISING SUN**  
IN  
**CAKES**  
WELL KNOWN AND RELIABLE

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

**DURABLE**  
3000 TONS SOLD

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

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

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

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

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

various sized cans, which are very expensive pieces of machinery and cost from \$200 to \$500 each. This would enhance the cost of the canned article and be a great disturber of trade without benefitting anyone. We would therefore say that whatever you have to say about fruit product, leave the size of canned goods as they are.

**Mr. Dalton, of Dalton Bros.**

The problem of "pure food products" is one of the most involved that has come before the Canadian trade for a long time. It will, however, be a very difficult matter to effect the reform proposed, which would undoubtedly be in the best interests of all parties concerned.

In the first place the field is a wide one, which it would be difficult to cover satisfactorily on account of the trade in different sections demanding entirely different qualities of goods. A certain class of consumers want compound goods, the cheapest to be had. Others want pure goods, and have no difficulty in obtaining the same when they are willing to pay the price.

For years an attempt was made to enforce the Food Adulteration Act, which failed for the reasons mentioned above—something like the Scott Act. Outside of Ontario the trade openly demanded compound goods, and a general Dominion regulation became largely a thing of the letter.

**INQUIRIES FOR CANADIAN TRADE.**

**F**OLLOWING are the inquiries concerning Canadian trade having been received by the High Commissioner for Canada in London, Eng.:

157. A firm of high-class china manufacturers are desirous of appointing a reliable agent to represent them in Canada.

159. A London firm has asked to be placed in communication with first-class shippers in Canada of canned and evaporated fruit and canned fish.

The following inquiries concerning Canadian trade have been received from Leeds and Hull, Eng.:

63. Large firm of apple importers having excellent facilities for northern district and for transshipment trade, and with New York agent, desires communication with Canadian exporters of XXX and XX Canadian apples.

65. Sales agent in Hull desires agency for Yorkshire, Canadian salmon and canned lobsters.

66. Large firm of fruit merchants with good northern connection desires communication with Canadian exporters; preference given to boxes with 50 pounds net weight of fruit.

67. Large firm of produce merchants and brokers desire communication with Canadian exporters of apples in barrels, especially heavy-weight barrels from 168 to 196 pounds.

No. 71. Large firm Hull produce merchants desire to deal direct with Canadian exporters or shippers of eggs in large quantities. Terms, 80 per cent. ten days after sight, with bills of lading, balance with account sales. References, the Union of London and Smith's Bank, Limited.

The following inquiries concerning Canadian trade have been received by the curator, Canadian Section, Imperial Institute, London, Eng.:

95. A London firm shipping herrings, sardines and preserved fish of all kinds wishes to open up trade in Canada.

98. A London firm is open to represent a reliable Canadian packer of gallon apples.

The following inquiries concerning Canadian trade have been received from Birmingham, Eng.:

93. A firm in Birmingham wishes to get in communication with firms who can ship large quantities of apples.

94. A large firm in the Midlands wishes to take at once about 3,000 barrels of cider.

95. A Midland firm would like to get in touch at once with firms in Canada now prepared to ship apples.

The following inquiries concerning Canadian trade have been received from Bristol, Eng.:

1. A local firm, importing cheese, butter and bacon, wishes to hear from Canadian exporters of these products.

2. A firm having an established connection in Canadian flour desires to handle Canadian apples on consignment.

3. A local broker handling tinned meats and tinned apples (gallons and 3's) is desirous of securing agencies for Canadian goods of these lines in West of England.

The following inquiries for Canadian trade have been received by the Department of Trade and Commerce, Ottawa:

33. Wanted, names of bean shippers desirous of exporting to France.

34. Scotch peas wanted by a grain importer of Marseilles, France.

35. Wanted by a firm in France, names of shippers of cod roes used as sardine bait.

42. A French firm desires to be put in communication with Canadian exporters of wooden packing cases. The firm in question could place a yearly order in Canada for 500,000 to 1,000,000 such cases.

The names and addresses of the firms making their inquiries may be had by application to the Department of Trade and Commerce, Ottawa. Parties making inquiries will be careful to mention the office under which said inquiry appears and the number.

A firm in Amsterdam, Holland, wishes to secure the Canadian representation for a Dutch firm of cocoa and chocolate manufacturers, who put up milk chocolate among numerous other lines. The name and address of the firm in question may be had by application to The Canadian Grocer.



November 11, 1904.

THE CANADIAN GROCER

# CURRANTS

Shipments to hand show quality  
away ahead of former years.

See our travellers' samples of lines to arrive before purchasing elsewhere.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

## IN STORE

New Apricots

New Peaches

New Peels

New Raisins

James Turner & Co., - Hamilton

WHOLESALE GROCERS.

# "TARTAN" BRAND

- NONE BETTER

All FALL FRUITS now ready for shipment.

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**

## IMPERIAL PEANUT BUTTER

RETURNED  
NOV 24 1904  
Cut Book 2  
Page 2  
Tua



A most nutritious food, made from the finest

### Virginia Roasted Peanuts

ground and packed. Strengthening in quality and dainty in taste, Extensively sold in Great Britain and the United States but now for the first time produced in Canada.

—PACKED IN—

4 oz. Bottles, cases each 2 doz., \$1.20 per doz.  
8 " " " " 2 " 1.90 "

**SEND A TRIAL ORDER FOR SMALL QUANTITY. YOU WILL FIND IT A QUICK SELLER.**

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,  
Manufacturers and Agents,  
51 Colborne Street, - - Toronto, Ont.

### Business Changes

#### ONTARIO.

**D**ARCH & HUNTER, dealers in seeds and dairy supplies, London, have sustained loss by fire.

E. Loyst, Napanee, has opened a grocery store.

Alex. Rogers, Owen Sound, has opened up a cigar store.

Mrs. E. Otterson, Arnprior, has opened a grocery business.

C. W. Varcoe, grocer, Toronto, has sold to W. J. Coutts.

J. S. Nicholson, general merchant, Strabane, has sold out.

L. A. Arthur, grocer, Port Arthur, has sold to R. C. George.

F. J. Schaefer, grocer, Hamilton, has sold out to J. S. Nicholson.

Wm. Beattie, general merchant, Brucefield, has sold out to J. T. Reid.

The assets of A. D. Nicholson, general merchant, Pendleton, are to be sold.

Beattie & Co., grocers, St. Mary's, have sold out to J. P. Rogers & Co.

T. A. Matchett & Co., general merchant, Emo, has sold to M. A. Locking.

T. McNea, wholesale liquor dealer, Wabigoon, has business advertised for sale.

Mr. Robert Haley, cheesemaker, Lanark, is now proprietor of the Central Grocery.

W. S. Whiting, West Lorne, has purchased a flour and feed store in St. Thomas.

J. R. Walker & Co., Shoal Lake, has opened up a grocery and confectionery business.

Wm. Hogarth & Son, general merchants, Mattawa, have assigned to John McMicken; meeting of creditors on the 11th inst.

S. R. Armstrong, general merchant, Wardsville, has compromised at 40c on the dollar.

A meeting of the creditors of A. L.



# "FALCON"

## EXTRA SIFTED PEAS

THE FINEST PACKED

## THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

Kemp, general merchant and lumberman, has been held at Silverwater.

R. Scoville, retail dealer in flour and feed, Kemptville, has retired from business. D. Baird has started up at Mr. Scoville's old stand.

A. Northey, grocer and fancy goods dealer, Fenelon Falls, has given up groceries and fancy goods and is going to devote his time to bakery.

### QUEBEC.

J. Raiche, cigar dealer, Montreal, has sold to G. A. Cataford.

Blunt & Welcome, general merchants, Eastman, have dissolved.

Lefort & Bourdon, grocers, Montreal, have assigned to Wilks & Michaud.

Albert G. Galarneau, grocer, Montreal, has received demand of assignment.

John P. Gallagher, fruit and confectioner dealer, Montreal, has closed business.

V. E. Paradis has been appointed curator to Ed. Jean, general merchant, Amqui.

Kent & Turcotte are curators to Casper Spector, grocer and liquor dealer, Montreal.

Leslie Innes has registered under the style of the Imperial Cigar Store, Montreal.

S. E. Adam, general merchant and lumberman, D'Israeli, is offering 60c on the dollar.

V. E. Paradis has been appointed curator to T. Bouchard, general merchant, Sayabec.

Alyre Madeau, cheese manufacturer, Bolduc, has assigned to P. Angers, provisional guardian.

Nap Ladry, cigar dealer and tobacconist, Montreal, has sold retail store to Napoleon O. Fortin.

The assets of G. Audette & Co., general merchant, Les Eboulements, were sold on the 7th inst.

The assets of N. Klineberg, store-keeper, Valcartier, were to have been sold on the 7th inst.

Wm. H. Steele, fish, game, etc., dealer, Montreal, has assigned; meeting of creditors on the 9th inst.

The assets of Arthur Gagnon, general merchant, St. Romuald, were to have been sold on the 8th inst.

Sansregret & Frere, grocers and liquor dealers, Montreal, have assigned to Chas. Mignault, provisional guardian.

C. J. Lockwell, J. Douville, F. Douville, have registered under style of Miller & Lockwell, cigar manufacturers, Quebec.

Jos. H. Grenier, commission, fruit and vegetable dealer, Montreal, has assigned; meeting of creditors to be on 11th inst.

### NOVA SCOTIA.

McLeod, Allan & Sons, grocers, Sydney, have assigned to D. J. McDonald, official assignee (in trust for benefit of creditors).

### MANITOBA AND N.W.T.

W. G. Elliott, grocer, Pilot Mound, has sold out.

John Elliott, general merchant, Creelman, is removing to Forget.

Abraham Dowad, general merchant, Kelloe, has assigned to C. H. Newton.

Hamilton Bros., tea and coffee dealers, Winnipeg, are retiring from business.

J. Bruce has been appointed receiver for R. C. Bauer, general merchant, Wetaskiwin.

W. T. Rutherford & Co., wholesale cigar dealers, Winnipeg, have business advertised for sale.

### BRITISH COLUMBIA.

Gus Hill, grocer, etc., Ladysmith, has sold out.

Pachara & Sedrovich, grocers, dry goods, etc., Fernie, have assigned to John Podbielancik; claims to be filed before Dec. 1, 1904.

### NEW BRUNSWICK.

John S. Trites (estate), general merchant, Lewisville, has sold to Clarence L. Grace.

D. Carruthers, general merchant, Beersville, has been succeeded by J. Carruthers.



## Upton's

### Jams

### Jellies

and

## Orange Marmalade

are trade winners  
every time.





**T**HIS is an article that can't help being popular, because people can't help liking nice things to eat—that's human nature.

**Acadia Prepared Codfish** is a nice thing to eat. It can be made up into the most delicious of Dishes.

Besides it is wholesome and nourishing, good food for body and brain alike.

Another thing in its favor is the convenience and cleanness of the article. It's already to cook—nothing fussy or dirty about it.

Put these facts before customers who have not yet tried the fish, persuade them to buy *just one* package and you will establish a new trade for yourself. Nothing could be easier. The people will like the fish and you will get the orders.

**BLACK BROS. & CO.**

LIMITED

HALIFAX and LAHAVE, N. S.

*A. H. Brittain & Co., Agents, Board of Trade Bldg. Montreal*



## FRESH AND CURED FISH

### An Attractive Fish Display.

**C**OULD there be anything beautiful in a display of fish?" asked a fair Canadienne the other day in conversation with a representative of The Canadian Grocer. The question was speedily answered by taking her to see one of Toronto's most up-to-date retail groceries, where the fish department is now receiving more attention than at any other season of the year.

The majority of the fair sex shrink at the mere mention of the finny tribe, preferring to see them properly baked, garnished, and ready for the table, and it is this very fact that many enterprising grocers have seized upon and turned to their own account in the prepared fish trade, netting many hundreds of dollars.

The window display of fish in question was one of the most effective the writer has seen for a long time. The background and floor of the window were lined with white glazed tile, immaculately clean. In the rear was a floral screen of crimson and yellow chrysanthemums, while the fish display proper was attractively arranged on slanting platters in dozens and half-dozens of the varieties of fresh and salt water fish in season at the present time. The aim of the grocer was evidently to attract even the most fastidious consumer, as the display comprised fresh water fish with the scales on, arranged on lettuce leaves and looking as if they had just come out of an angler's hamper; other platters held fillets and steaks of fish ready for the table. It goes without saying that the fair Canadienne immediately changed her opinion as to the possible attractiveness of a fish display.

Although The Canadian Grocer has urged a more vigorous prosecution of the fresh fish trade on the part of the retail grocery trade throughout Canada, as well as the necessity of display for rejuvenating trade and attracting new customers, it would not advocate such elaborate fish displays as the one mentioned except in towns and cities where there is sufficient fancy trade. The difficulty where the retail grocery trade has experimented with fish departments in one or two instances, is that an amount of work and money has been expended which has not been warranted by the financial returns from such a department. In other words, the grocer hasn't counted the cost, and in fish, above all other lines, the possibility of

trade in his particular district must first be thoroughly studied out. When a grocer begins to import sea and fresh water fish, advertises fresh supplies daily and makes a specialty of cleaning and filleting, he must have a fair percentage of trade to draw from that will pay the requisite price without murmuring.

The ways and means employed by enterprising grocers for working into the good graces of patrons of their fish departments are varied. One little thing which could not fail to win general approbation is the manner of wrapping fish to-day. Formerly any coarse brown paper was considered good enough; now fine parchment paper is in general use. The leading impression one gets in visiting the fish department of a modern grocery store is that no pains are spared in keeping it scrupulously clean and giving it as far as practicable an air of plain and quiet elegance.

### The Dog-Fish as an Article of Commerce.

**A** FEW more years may show us that we have been extremely slow in recognizing a good thing in the dog-fish, says the Maritime Merchant, and since he is so plentiful and we have such incentives to destroy him, an industry may arise in this province because of him that will add to the importance, value and more successful conduct of our fishing industry. The other day a firm in Halifax had an inquiry for 250 quintals of dried dog-fish. "Never mind what I am going to do with them," said the inquirer; "I can sell them at a price." So dried dog-fish may be a staple article in ten years, "dog oil" may be as important an article of commerce as cod oil, and people may even be putting up emulsions of "dog liver oil" for coughs and colds. And why not? The dog-fish is a cleaner living fish than many of those we are accustomed to eat every day, his meat cooked fresh is said to taste like a nice quality of halibut, and the oil he renders is good enough to deceive experts as to its origin. Wherever our prejudice against the dog-fish arose, we unquestionably have it, and it may be hard to shake; but it can be done and likely will, and then the beast we have cursed with many curses will have equal honor with the cod which has yielded us so much wealth. It may be that the prevailing high price of dried

cod will be the beginning of the end of our prejudice, for quite likely the inquiry for dried dog-fish has originated with some one who found the prevailing price of cod too high for some export market, and realizing the unmistakable firmness of the situation, saw the advisability of obtaining a substitute if possible. What more natural than to experiment with dog-fish, which open out large and make up into a nice looking article. Of course, even if it should be accepted in foreign markets (as we have no doubt it would) we could not assume that it would also become popular at home. But it is not necessary that it should. If we can export dried dog-fish and thereby increase our trade, what more could we want? Nevertheless, we believe that if our fishermen get into the habit of catching and curing it, the idea that it is edible will gradually work into the minds of the more particular people and in another generation the prejudice against the much maligned "dog" may vanish entirely. Is it too much then to hope that the present day "scourge" may be a profit bringing blessing in the future?

### To Develop B. C. Herring Fisheries.

**A** DEVELOPMENT of the herring fishing industry on the British Columbia coast will likely follow the visit of Mr. John M. Cowie, the expert from Scotland, who has just arrived in Vancouver from Ottawa. It is well known what success attended the experiments conducted by Mr. Cowie and his fifteen Scotch lassies in Nova Scotia, where it was shown that Canadian herrings could be cured the same as those caught on the Scottish coast, and how the price rose very materially. The herring resources of waters close to Vancouver are very extensive. Especially at Nanaimo, great schools of them are often cast upon the beach, being chased by whales or by large waves. The only use to which they are now put is for halibut bait, the smaller ones being secured for this purpose. Occasionally fresh herrings are offered for sale, but the demand is far greater than the supply. During the recent visit of Hon. Raymond Prefontaine he hinted at development of the herring fisheries, and there is no reason why they should not be, except



lack of enterprise. The market in the countries bordering on the Pacific Ocean and east of the Rockies in the vast Territories, is large, but as yet no one has taken an interest in the matter. Possibly with the visit of Mr. Cowie, and experiments in the curing, an enterprise may be started.

The success attending the Western Canadian Fish Co., a local concern, should be an incentive. They have more orders than they can really supply, and this week received an order for a carload from Montreal, and a telegraph order from London, Ont., for another carload. The method of curing adopted by this company makes the fish very palatable.

**Hatching Lobsters.**

IN the current number of the Scientific American appears a very interesting description of the lobster hatchery, which, under the supervision of the United States Fishery Commission, has, after three years' experiments, solved the problem of artificially rearing lobsters with complete success. In the propagation of the lobster from the egg there are four critical stages of development which have to be passed, and

the measure of success which has attended the experiments may be gauged from the fact that the best result reached produced twelve thousand seven hundred and fifty lobsterlings in the fourth stage of maturity—that is to say, in the stage in which they are able to look after themselves—out of about double the number of eggs. In one experiment on a smaller scale as many as fifty-four per cent. of the fry survived. The first step in the artificial propagation is that of obtaining eggs from the female lobsters. These are bought from the Newport fishermen in July and August, and the number of eggs obtained from them varies from three thousand to ninety thousand a lobster. The eggs are combed from the female into bags, the water in which is continually agitated by propellers, and remain there from two to three weeks. Many dangers threaten the youthful lobster in these weeks, for he may die from starvation or suffocation, he may be eaten by parasites or by his brother. The constantly moving water is the device which prevents most of these evils, and which, in addition, keeps food for the lobster—the soft part of clams—within reach of his enterprising but hungry mouth. The first stage of hatching takes three days; the second stage, at which the lobster

moults for the second time, four days; the third, another moult, six days; and when the lobster reaches the fourth stage he is liberated in battalions of one thousand to five thousand.

**Fish Notes.**

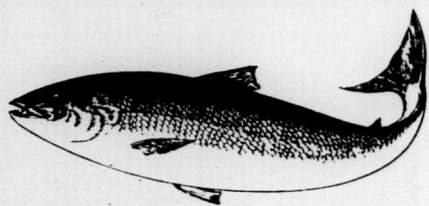
Black Bros & Co., Halifax, who have conducted a wholesale hardware and ship chandlery business since 1816, are about to retire from that department of trade and will devote their attention entirely to the fish business.

In response to a suggestion from the fishing interests on Vancouver Island, the Dominion Government has arranged to ship a quarter of a million salmon fry from the east to replenish the inland streams.

B. C. cannerymen will be interested in the announcement that in all probability a fish hatchery will shortly be established by the authorities of Washington State, on the south fork of the Nooksack River.

W. B. Stringer & Co., fruit brokers, Toronto, have secured the agency of the Stewart Fruit Co., of California, for deciduous and citrus fruits in Toronto and Western Ontario, as far west as London.

**SOCKEYE SALMON**



**"Sovereign" and "Lynx"**

**Brands**

**ARE THE CHOICEST IN THE MARKET.**

**EVERY TIN GUARANTEED.**

**TO BE HAD OF ALL GROCERS.**

**Haddies  
Kippered Herrings  
Bloaters**

Arriving fresh daily.

Orders promptly shipped.

Write, wire or 'phone.

**LEONARD BROS.**

St. John, N.B.

**Montreal.**

Grand River,  
Gaspé, Que.





**FIT FOR A KING**

ARE

**KING OSCAR  
SARDINES**

<p>CHOICEST SMALL FISH PURE OLIVE OIL NO SCALES OR BONES</p>
--

<p>HANDSOME PACKAGE MODERATE PRICE QUICK SELLER</p>
---

**THE ORIGINAL AND THE BEST.**

OBTAINABLE THROUGH MOST WHOLESALE HOUSES.

CANADIAN SELLING AGENTS:

**JOHN W. BICKLE & GREENING, Hamilton, Ont.**

**BUYERS WANTING**

*Labrador Herring,*

*Green Cod-fish,*

*Nova Scotia Herring*

should communicate with \_\_\_\_\_

**D. RATTRAY & SONS**

General Commission Merchants

**QUEBEC**

**Montreal**

**OTTAWA**



# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## TO CATCH THE BRITISH DAIRY AND PROVISION TRADE.

**T**HE London, Eng., correspondent of The Grocer was recently privileged to meet Mr. James Brodie and Mr. W. H. Hay, of the Exhibition Branch of the Department of Agriculture of the Dominion of Canada, at a little farewell gathering of newspaper men and others who have been very closely interested in the success that has attended the Canadian display at the "Grocers' Fair" and the "Dairy Show" at Agricultural Hall, Islington, London. The exhibition at the former fair has already been described, but a visit to the hall during the week of the Dairy Show provided an opportunity for still further observing the very highly satisfactory results that have attended both exhibitions.

The Department of Agriculture is to be congratulated on having placed this branch of the work in the hands of such capable men, whose untiring energy has done so much to open the eyes of British buyers to the resources of Canadian producers. Not only have these gentlemen been the means of enlightening British merchants in regard to matters hitherto unknown, but they have also acquired valuable information in regard to the requirements of the British market through having been so closely in touch with the largest and best merchants in the United Kingdom. There can be no doubt that Canada has profited enormously and will continue to do so through these practical demonstrations, especially if the recommendations of such representatives as Messrs. Brodie and Hay are but closely followed up and carefully acted upon.

Speaking of the value of sentiment in business, Mr. Brodie stated that he was a firm believer in it, although it was too much to expect that sentiment would overcome a difference in price. He was thoroughly convinced that where two similar articles were offered to the British buyer of same quality and of equal price, one Canadian and the other foreign, the order would be given to Canada nine times out of ten. Things being equal, sentiment would invariably bring down the scale on the Canadian side, but here an important fact must be emphasized, namely, that Great Britain, with its open ports for generations, is accustomed to have brought to its

shores the very best that the world produces, and unless Canadians are willing to send their very best produce to the Mother Land success can never be expected.

Canadian butter must compete with the home product, as well as Irish, Danish and even Siberian butter, and no amount of sentiment will induce buyers to stock the Canadian article if it is of inferior quality to that offered by competitors, which unfortunately has frequently been the case of late. The same applies to cheese and other commodities.

Then, again, there is the question of absolute uniformity of quality. Your Britisher is well-known as a very conservative customer, and having made one purchase of any line he insists that the repeat order must be of exactly the same standard. It has been proved again and again, however, that Canadian shippers do not realize the importance of this point, and considerable trouble has arisen from time to time through the indifference of packers and shippers. It is not enough to reason that an article that is good enough for Canadians is good enough for Great Britain. That may, or may not, be true, but when the Britisher parts with his own money for any article it is for him to say of what quality that article must be. It is for him also to say how that article will be packed and shipped to the British market. If the British buyer demands that his butter must be put up in a certain form, no other form is going to satisfy him, even though he should be assured that this was the form that is giving satisfaction in Canada. If John Bull wishes his butter packed in the shape of a diamond, let us say, instead of a roll, he is going to have it that way, and if not from Canada then from some other country. It has long been said of the British merchant who looks for trade in the Colonies, that he refuses to adapt himself to the requirements of the country for whose trade he is catering, but it must be said that Canadians are themselves just as open to this charge, and perhaps more so, than the merchants in the Mother Country.

No doubt upon Mr. Brodie's return to Canada his report to the Minister of Agriculture will be made public, and

many practical suggestions and criticisms will thus be brought before Canadian manufacturers and producers. Already the effects of the exhibitions have begun to show on the London market. In many of the restaurants and hotels "Canadian Cheddar" is to be found on the menus, and in one of the best West End shops one whole window is at present given up to a magnificent display of Canadian butter and cheese. Mr. Brodie and his colleague have done magnificent work on behalf of the Department of Agriculture during their few weeks sojourn in England, and it is to be regretted that these gentlemen are not stationed in London or Liverpool permanently, so that they might continue to stimulate the interest of Britishers in Canadian produce, and to give expert advice on matters that are of unlimited consequence to producers in Canada.

### Decline of British Dairying.

**O**NE plausible explanation of the manifest decline in dairying in England, says F. W. Makin, of Nottingham, Eng., is that it is more profitable to sell the milk, the drinking of which is increasing, than to convert it into butter. Consequently the average British farmer is making no butter to sell, but is even buying what he needs for his own use. Furthermore, it is asserted that some English dairies buy foreign butter and sell it as their own product—the domestic article, though inferior in the judgment of many consumers, commanding a higher price than the foreign.

### New System of Handling Eggs.

**A** NEW idea in the handling of eggs has been introduced which promises to take the place more or less of the ordinary egg crates with pasteboard fillers. It is known as the Zinket system, and takes its name from the fact that the carrier which forms the basis of the system is made of sheet metal coated with zinc.

These metal carriers are shaped entirely by machinery and are formed from metal sheets into a tray-like device with two sides turned partially over, so that one of these devices will fit into another and several of them will form a single unit. Twelve holes



# 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

Are You Selling Them

?

**FEARMAN'S**

FAMOUS

**SAUSAGES**

Easy to handle—easy to sell—the delicious flavor pleases the customer and increases your trade. Let us have your order for daily or weekly shipment by express.

**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.



# ENGLISH BRAWN

is a good line for winter months. Next to fine quality, it is important to have it absolutely fresh . . . with the "bloom" upon it.

"Matthews" Brawn is wholesomely prepared in clear jelly . . . nicely chopped and spiced. Fresh every day in 5 and 10 lb. moulds at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

It does not pay

**ROYAL  
YEAST**



is the standard Yeast of Canada

You know it and your customers know it

**WHY EXPERIMENT ?**

**E. W. GILLETT COMPANY LIMITED**

London, Eng.

**TORONTO, ONT.**

Chicago, Ill.

to stock more than

1

kind of

**YEAST**

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.**



are punched at regular intervals and over and below each of these holes there are chips arranged to grasp and hold the egg in place. The carriers are placed vertically instead of horizontally, and as a result the eggs carry with less breakages, the boxes in which the carriers are placed are much smaller than a corresponding package of the same capacity, of the kind now in general use, and facilities are afforded for convenient examination of the eggs.

**October Exports.**

The following figures represent Great Britain's imports from Canada for October, 1904:

	Quantity.	Value.
Cattle.....	16,798	£232,434
Sheep and lambs.....	13,165	20,565
Wheat, cwts.....	72,200	26,833
Wheat, meal and flour, cwts.....	103,800	52,826
Peas, cwts.....	18,570	9,307
Bacon, ".....	83,461	199,094
Hams, ".....	14,558	36,751
Butter, ".....	53,284	243,815
Cheese, ".....	314,553	680,717
Eggs, great hundreds.....	96,196	37,777
Horses.....	21	816

**Provision Notes.**

The Dairymen's Association of Western Ontario is holding a meeting to-day in Listowel.

Canadian poultry fanciers have been successful in carrying off a lion's share of the prizes at the World's Fair, St. Louis.

A butter factory has been erected at Kilmarnock, Ont., by the patrons of the Island Queen cheese factory of that town.

It is reported that J. M. Wiley, manager of the Dominion Packing Co., Charlottetown, P. E. I., will shortly sever his connection with that institution.

The Gallagher, Holman & La France Co. has established a wholesale fresh and cured meat business in Fort William and Port Arthur, Ont.

The Vogel Meat & Packing Co., Edmonton and Strathcona, has sold its retail meat business to P. Burns & Co., Calgary, and will confine its attention in future to the packing business.

The Moneton Pasteurized Milk Co., Lewisville, N.B., has been incorporated to manufacture and sell pasteurized milk, and evaporated milk and cream. The capital stock is \$15,000 and directors G. R. Jones, C. L. Jones, F. C. Jones, and A. T. Jones of Lewisville, and F. C. Lynch, of Moneton, respectively.

H. B. Somerville, general merchant, of Clamnis, Ont., is selling out.

**THE CANADIAN GROCER**

**INDUSTRIAL CONDITIONS IN BIRMINGHAM.**

By H. B.

**B**IRMINGHAM is the home of many British industries, and during times of general trade depression it seldom happens that work is short in all of them. At the present time, however, trade is very quiet all round. Manufacturers of light articles, such as jewelry, light brass goods and the thousand and one knick-knacks which the central great city of England supplies, are feeling the benefit of the customary demands for the Autumn season and the Christmas trade, but on the whole business may be regarded as flat, stale and unprofitable. The depression consequent upon lavish national expenditure in a great war with ever increasing foreign competition, seems for the moment to have practically paralyzed the home industries and Birmingham is suffering throughout her commercial system, as a natural consequence.

\* \* \*

In countries whose business limitations are fairly defined, trade ebbs and flows in great waves of certain volume, but the steady decline in the output of some of our local industries and the sharp and ever sharper foreign competition which this country experiences as a result of her "unprotected" condition, is bringing Mr. Chamberlain's great scheme of tariff reform more and more within the range of practical statesmanship. We are suffering not merely from the depression which is to be generally looked for after years of plenty terminating in a big war, but also from the excessive dumping of the surplus stocks of other countries, who, when Birmingham was regarded as the "toy shop of the world," used to look to her as a source of supply, but have now become her fiercest rivals. This change in the relationship of the hardware city towards those who were once her customers, combined with the pinch she is experiencing in the home trade, is causing her to turn more and more to "protection" for relief, and when the time comes for Mr. Chamberlain to make his appeal to the country upon the question of fiscal reform, Birmingham will be found practically solid at his back.

\* \* \*

Government requirements have kept the military gun trade fairly busy, and happily a recent order to restrict the output of the new army rifle, so far as the Birmingham manufacture of it is

**FISH and OYSTERS**  
WHOLESALE.

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

**POTATOES**

NEW BRUNSWICK WHITE STOCK  
GUARANTEED  
SOUND AND SAFE FOR STORAGE  
STRAIGHT VARIETIES IN CAR LOTS  
**J. McCUAIG, TORONTO**  
BOARD OF TRADE BLDG. L. D. PHONE MAIN 1965

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

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

**IN BIRD SEED**

there is nothing so good as

**BROCK'S**

Sales are doubling.

SAMPLE FREE.

**NICHOLSON & BROCK, TORONTO**

**Egg Cases**

—AND—

**Woodboard Fillers**

**BOTTOM PRICES.**

**WALTER WOODS & CO.**

Hamilton and Winnipeg.



BUY

**Star Brand****COTTON  
CLOTHES  
LINES**

—AND—

**COTTON  
TWINE**Cotton Lines are as cheap as Sissel or Manila  
and much better.

For sale by all Wholesale Dealers

See that you get them.

**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.**COMMON SENSE****KILLS** {Roaches and Bed-Bugs  
Rats and MiceAll 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.

**MINCE  
PIES**—as good as  
"mother  
makes" can  
be made  
from**Peacock Brand**

—The finest, richest Mince Meat

In packages only. Order from your wholesaler.

concerned, has been rescinded, or at least modified, in view of the coming Winter and its privations. Otherwise the gun trade would have been in a sorry state. Sporting guns have been in poor demand considering this is the season for them, but orders for cartridges have been sufficiently large to prove that to economy rather than to any decline in the sporting instinct, must be credited the unsatisfactory condition of this important Birmingham industry. On all sides the cry is the same—“Money is scarce.” Luxuries must therefore be curtailed. So the man that is ordering a new motor car dispenses with a new gun.

\* \* \*

Large orders for finely appointed rolling stock for South American railroads and steel wagons for the same lines have enabled railway carriage builders to face the situation with greater equanimity than otherwise they might have done, but bridge builders and producers of structural materials, girders, joists, and ties and angles and channels throughout the Midland district, though partially occupied, cannot be said to be busy. There is a fair demand for heavy iron founders work in some quarters, but signs of a general revival throughout local iron industries are not yet apparent.

\* \* \*

Heavy sales of War Office stores have had a depressing effect upon the saddlery trade in the neighboring town of Walsall, and though some cycle companies have been able to submit good balance sheets rumors of cheapening the make of cycles for the Spring season point to special efforts being made to suit buyers who have been affected by bad trade.

\* \* \*

The button trade was once peculiar to Birmingham, and probably the active output is greater to-day than ever it was in certain lines. In this connection it is satisfactory to observe that Plant, Green & Martin, Limited, at the recent annual meeting of the company, were able to report a most satisfactory year's trading and to declare a dividend at the rate of 11 per cent. per annum on their ordinary shares, after making liberal provision for all contingencies. There is hope also in last month's official trade returns. While the exports of the country show an increase upon last year's returns for the same period and imports have diminished, Birmingham has benefitted by an increase in her output.

We are indebted here to Mr. P. W. Ball, the Canadian Government commercial agent stationed in Birmingham, for much public information regarding Canada. Mr. Ball has recently given a very clear exposition of the effect of the regulations recently issued by the Canadian Customs Department to give effect to the “anti-dumping clause” of the tariff act. In effect Mr. Ball explains that the new regulations have been framed in the hope of assisting British manufacturers and effectually crushing the dumping so extensively carried on by American producers in the past. The friendly attitude Canada is adopting in her commercial relations with the Mother Country is gradually being understood and appreciated by our too conservative hardware community, and, as the reports of the many special agents who have recently been dispatched to inquire on the spot into Canadian possibilities of trade, are thoroughly digested, there is little doubt closer relations and much personal friendship will result. In promoting these objects Mr. Ball is a very important factor in our midst.

**MANITOBA MARKETS.**

Winnipeg, Nov. 5, 1904.

THE stir of the elections has now subsided and business generally is resuming a more even tenor. For the past week the most pleasant weather has prevailed and trade throughout the Northwest is now showing up to good advantage. All markets continue fairly firm with the exception of the sugar market which has now advanced 15 cents, making two moves on the upward turn.

**Sugar.**

The market has been very active for the past week. Since our last quotations on the sugar situation, the market has declined once 5c and advanced twice 5c and 10c, and Montreal granulated is now quoted in barrels at \$5.40 and sacks at \$5.30, and yellows, \$4.80. Wallaceburg is also quoted in advance of last week's price list, listing Wallaceburg in barrels at \$5.30 and sacks at \$5.20.

**Evaporated and Dried Fruit.**

The market is now holding all lines, fairly firm. As only half a crop of raisins and prunes were realized this year owing to the wet wather, the market has advanced, quoting prunes 90-100 at 41-2c, 80-90 at 43-4c, 70-80 at 51-2, 60-70 at 53-4c, 50-60 at 61-2c, and 40-50 at 71-4c. Valencia raisins, Trenor's brand, are quoted at \$2.10 per case.



## "Sawing Wood" —

We haven't been saying very much, we've been too busy, but—  
we have filled all orders for

### Canned Vegetables and Salmon—100%

That's sufficient—or at least is satisfactory to our customers—

—ARE YOU ONE?

## "Four-in-hand" the brand of a specially fine imported Sardine—

Small, tasty fish—finest Olive Oil—packed in the handsomest  
(club shape) tins, on the market.

WILL SELL AT SIGHT. Its QUALITY will make it a "repeater."

GOOD VALUE — and good money in them at "Two for a Quarter."

BETTER ORDER A CASE.—

## "New Currants" — IN STORE —

Our Currant Cleaning Department has been working overtime since the arrival  
of NEW CURRANTS. All back orders will soon be filled.

You will be more than pleased with the quality of our various brands this year.

HAVE WE YOUR ORDER?

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

Evaporated apples are now available; the market quotes 50 lb. cases at 61-4c to 61-2c, and 25 lb. cases at 63-4c. New currants are now on the market, uncleaned Filiatra loose pack at 51-4c per lb.; dry cleaned at 51-2c per lb., and wet cleaned at 61-4c per lb. One pound package dry cleaned the market quotes at 61-2c per lb.

#### Canned Fruits.

The market continues very active and quite firm, quoting strawberries at \$3.25 per case, raspberries at \$3 per case of 2 dozen; peaches (1904 crop) the market quotes 2-lb. yellow \$3.75 per case and 3 lb yellow at \$5.75 per case. Pears are still holding the price strong at 2 lb. F.B. at \$3.25 per case and 3 lb. F.B. at \$4.25 per case.

#### Rolled Oats.

The market continues bright and very strong, quoting 80-lb. sacks at \$2.25, 40-lb. sacks at \$2.30, and 20-lb. sacks at \$2.35.

#### Canned Vegetables.

Activity prevails in the market, quoting canned beans still at \$1.80 to \$1.90 per case and canned peas at \$1.90 per case. Tomatoes are now in advance of

last week's quotation and are listed at \$2.90 to \$3 per case.

#### Cornmeal.

The market for the past week has been active but firm, quoting cornmeal per sack at \$1.75 and per half sack at 90c.

#### Flour.

The market continues very bright and firm, quoting No. 1 patent at \$2.90, No. 2 at \$2.70, No. 3 at \$2.20, and No. 4 at \$1.55.

#### Syrups.

The market continues quite firm and bright, quoting Imperial brand half gallons, 12 in a case at \$6, and Edwardsburgh, 2 lb. tins at \$2.40 per case, 5 lb. tins at \$2.70, 10 lb. tins at \$5.50 per case and 20 lb. tins \$2.40 per case.

#### Green Fruit.

The market continues active and quotes bright Valencia oranges at \$5 to \$5.50 per case; Florida oranges at \$5.50 to \$6 per case; California lemons at \$6.50 per case; Washington plums at \$1.10 per case; Washington pears (Winter Nellies) \$2.25 per case; Ontario Fall apples at \$3 per barrel; Ontario snow apples, \$4 per barrel; Quebec snow

apples (Famous) \$4.50 per barrel, fancy XXX Kings \$3.25 per barrel, fancy XXX Greenings \$3 per barrel; Ontario basket pears 65c per basket; Malaga keg grapes \$7; Ontario basket grapes (blue and green) 25c; Ontario basket red grapes 30c; cranberries (Cape Cod) per barrel \$10; celery, per dozen bunches 50c; green tomatoes 3c per lb.; Jersey sweet potatoes, \$5.50 per barrel; (Bell brand) Spanish onions, \$1.50 per barrel; and oysters (per express only) \$2.50 per gallon.

#### Provisions.

**Cured Meats**—The firmness of the market is now quite general in all lines of cured meats and the market now quotes the same as in last week's price list:

Hams, per lb.	0 14
Breakfast bellies, per lb.	0 13
Breakfast backs, per lb.	0 10
Shoulders	0 10
Picnic hams, per lb.	0 08
Long spice rolls, per lb.	0 10
Long clear rolls, per lb.	0 08
Dry salt backs, per lb.	0 09
Short spice rolls, per lb.	0 10

**Lard**—The market has now resumed a more even tenor this week and our quotations are as follows:

Lard, 50-lb. pails	4 85
" 20-lb. "	4 05
" 10-lb. "	6 20
" 5-lb. "	6 35
" 3-lb. "	6 40
compound, in 20-lb. pails	1 65



**STOCK FOODS, A BOON TO THE FARMER.**

**N**OW that the season for outside pasturage is practically at an end the scientific farmer is beginning to look around for his usual supply of "stock food." During the long Winter months his herd of cattle and horses will be pent up in stables and will require something besides hay, bran and oats if they are to be kept in good condition. As a proof of the increasing popularity of stock foods among the stock-raisers of Canada may be cited the fact that more stock foods have been sold this year than ever before.

It is no secret that a reliable stock food is a wonderful aid to digestion; it acts also as a disease preventative, and since it helps an animal to assimilate its food it means a considerable saving in feed bills for the Winter season. The writer has in mind one case in which a steer was fattened to weigh the requisite 1,000 to 1,200 pounds in a period of from one to two years when stock foods were used, whereas under ordinary circumstances from three to four years are required. Another valuable property of a modern first-class stock food is that it does not cause any reaction. Formerly stock foods contained as a rule constituents serving as a powerful tonic and stimulants which were in the long run injurious to stock. These "fake" foods were common in the Canadian market as far back as fifteen years ago. When first introduced they took remarkably well, but soon caused disappointment on account of their many injurious constituents, and fell into general disrepute. It is only within the last few years that really scientific stock foods have appeared on the market and they have found it more or less of a problem to overcome the existing prejudice. Now, however, that the agricultural colleges and leading stock raisers throughout the country have taken them up stock foods are coming more and more into general use again. That they have been placed on a scientific basis is seen from the fact that no less than 53 prizes have been awarded for representative stock foods at the World's Fair, St. Louis, this year.

Stock foods are to be heartily recommended as a line for grocers and general merchants to carry. Not only are they coming to be looked upon as a commodity in many sections of the country, but their virtues are so manifold that nothing but a little advertising is necessary even where they are not known

to ensure their ready sale to the farming community. All a grocer has to do is to recommend a stock food to his country customer, and give him a package to take home on trial, the rest is assured since all reliable stock foods nowadays are guaranteed. Another consideration is that stock foods are non-perishable and can be easily handled. There is, moreover, a large profit, namely 50 per cent, which compares favorably with that to be made on any other commodity in the grocery store. For the information of intending purchasers it may be said that the season for stock foods extends from November to April.

One thing that must be impressed upon the grocer is that stock foods as well as any other staples must be placed where they can be seen occasionally in a store if they are to find a ready sale. Not long since the writer in making a tour of a certain grocery in Eastern Canada, stumbled upon several packages of stock foods in a rear store-room. But what is worse, he had the pleasure of listening to a long tale of woe from the grocer because stock foods had proved a losing game. It need hardly be stated that the grocer was recommended to remove the packages to the front of his store, to talk stock food to his customers and to use the local paper as an advertising medium. According to latest reports this grocer's store has become the stock food headquarters for the entire farming neighborhood.

Most manufacturers of stock foods manufacture medicinal preparations for horses, cattle, etc., which ought also to be carried by grocers and general merchants in outlying districts where there are no efficient veterinaries at hand. In any event such remedies as healing oil and colic cure ought to find a ready sale among farmers throughout the country since they represent the latest accomplishments in veterinary science and can be safely administered by any farmer.

**ACCIDENT TO MR. DELORME.**

Mr. A. G. Delorme, secretary-treasurer of the Laporte, Martin Co., Montreal, met with a distressing accident Saturday afternoon, November 5. He missed his footing while attempting to get off a big Lachine car and his left leg was run over by the wheels. So serious was the accident that when the patient was removed to the Notre Dame Hospital amputation was found necessary. Mr. Delorme endured the serious operation with great fortitude and those who know

him best will strongly sympathize with his misfortune. Mayor Laporte, head of the firm, was greatly concerned over the accident to one of his prominent officials. Personally Mr. Delorme is beloved by all who knew him and the accident has been generally deplored in the trade.

**DOMINION WHOLESALE GROCERS' GUILD.**

A meeting of the executive of the Ontario and Quebec Guilds was held in the committee room of the Board of Trade, Montreal, on Wednesday of this week. The meeting as far as can be learned was called with a view of conserving the various interests of the Provincial Guilds with those of the Dominion Wholesale Grocers' Guild, and satisfactory affiliating arrangements were concluded. Among those present were Wm. Ince, Jr., Toronto; H. A. Bate, president of the Ottawa Guild; H. C. Beckett, Hamilton; T. B. Escott, London, and the committee of the local Montreal Guild.

**PERSONAL MENTION.**

Mr. William Godfrey, manager of the Bank of British North America, Vancouver, B.C., is the latest to be captured by the charms of the Similwameen and Nicola districts. He has just returned from a trip made through the whole section, and predicts a busy future once transportation facilities are afforded. He advocates the Vancouver Board of Trade taking the railway matter up, for the building of the Great Northern will divert the trade to Spokane. The mineral resources of the districts are great, and the fruit raising and agricultural possibilities unlimited.

Mr. C. Fairall Fisher, representing J. W. Windsor, Montreal, who returned last week via New York on the SS. Baltic, from a two months' trip to customers in England, France, Germany, and other continental countries, reports business as rather depressed in England at the moment, with a scarcity of money. On the Continent, on the contrary, a better tone generally prevails. An exception as regards trade on the Continent is applicable to Germany and Denmark, where, owing to the falling off in the trade from Russia (largely supplied from these countries) a slight depression exists. Mr. Fisher reports that the canned goods trade, in which his firm is largely interested in foreign countries, is quite satisfactory. Windsor's brand of lobsters, and other Canadian canned products, have secured for themselves due recognition abroad.



# ANGLO = SAXON

## Stock Food

—AND—

## Veterinary Preparations



Three of the four pigs that won the Anglo-Saxon prize at Ottawa owned by J. E. Brethour, Burford, Ont.

ARE SOLD TO DEALERS AND TO DEALERS ONLY.

We offer Dealers greater and more practical inducements than any other Stock Food concern.

We have nothing to say about the goods of others,—we are selling our own: and we know that they are right.

With his hogs fed and fitted on our food, J. E. Brethour, of Burford, Ont., cleaned up practically all the prizes in his classes **against all-the-world competition at St. Louis Exposition, winning Fifty-three prizes in all, including The Premier Championship** of the world, and others almost as important.

Every stockman knows Mr. Brethour, and no stockman wants a higher recommendation than the above.

To demonstrate our confidence in our goods we authorize dealers to sell **on positive trial.**

**WRITE US TO-DAY FOR OUR PROPOSITION!**

**It Will Interest You!**

---

# THE NAISBITT CO., Limited,

## TORONTO, CANADA.

**WINNIPEG BRANCH: 184 James St.**

**P. C. POWYS, Manager.**

**MARITIME BRANCH: St. John, N.B.**

**W. W. HUBBARD, Manager.**



## CROCKERY DEPARTMENT

### Pottery and the Fiscal Question.

IN this week's issue The Grocer has pleasure in publishing the opinion of a prominent English pottery manufacturer on Mr. Chamberlain's proposed fiscal policy.

"It is quite time that something was done to enable us to maintain our national industries. Sixty years ago Mr. Cobden's free trade policy was the right and best thing for the country; but in this world of progress and change many things may happen in sixty years. Mr. Cobden evidently expected other European countries to follow our lead and become free traders. Instead of this being the case we have seen the Continental countries grow in power and extend their commercial arrangements under a protective policy.

"On the whole our national industries may be said to have prospered under free trade. For some time past, however, the volume of our manufactures has shown a great falling off. This can be traced directly to the competition of foreign manufacturers, both in our own markets and in the markets abroad supplied by ourselves. This being so it is time we did something to check foreign competition.

"Duties on foreign pottery imported into this country are not sufficient, however, to restore our pottery industries to their once flourishing condition. Tariffs may help by reducing competition in our home market, they will not assist us in foreign markets in which we are beaten by competitors whose goods have to pay the same duties ours have. A part of our export trade in cheap china has gone to the Germans. In order to recover this we must adopt more economical means and methods of production, and then, if the suggestion that our colonies give our goods preferential duties as against similar productions from foreign countries is carried out, our pottery industries will flourish again."

### The Best Buyers of Crockery and Glass.

THE proportion of expensive goods in pressed and blown glass or made of semi-porcelain is very slight.

A few decades ago the wants of the day laborer were satisfied with a tin

wash-bowl and a few coarse plates and cups. Larger wages, the spread of education and refinement have enlarged the demand for better things, yet it is still true that the chief buyers of glass and queensware are women, representing the great salaried class which has grown greatly under modern business conditions.

The average salaried man and those in the professions and in small businesses earn from \$15 to \$40 a week, and find the cost of living to have increased from 20 to 25 per cent. during the past ten years. The family man, after paying rent, food and clothing, has little left for dishes, and the broken set will be made to do a little longer. This is especially true of the man in the big city, where rents have steadily increased and where street car fares, lunches etc., make the expense of existence more noticeable and the tempting display of luxuries is an added reason why most urban residents generally live up to or beyond their means.

Conditions are different in small cities, towns and villages. Not only is the cost of living less, but these places are filling up with retired farmers, who have leased their farms and are free buyers of such cheap luxuries as good table and toilet ware. In consequence of the prevalence of more ready money per capita in the smaller cities and reduced cost of living for all, it follows that for a time the smaller places will be bigger consumers of the average output of potteries and glass factories.

Thus it would seem that the plants which supply only the largest jobbers—growing less in numbers yearly—and large department stores in great cities would feel a general dullness sooner than those potteries catering to trade in towns or lesser cities, or else devoted more especially to novelties bought by the wealthy or special classes. To create new trade rather than to supply an uncertain demand is one of the ways by which manufacturers in other lines have maintained their prestige. A few potters are working on these lines.

### Hints for Crockery Display.

CROCKERY needs to be properly displayed in order to induce sales. Some merchants object to handling it because of the room required for proper display, but where space is limited a capital plan is to have a small dining table, or something of that character, nicely covered with a clean white cloth

on which one dinner set only is displayed. This should be changed at least once a week whether the set is sold or not, and in this way a constant succession of new goods is brought prominently before visitors to the store. The experience of those who have tried it has been that a set shown in this way invariably sells just because of its attractive layout, and the idea is well worth trying. If desired, a nice lamp can be placed in the centre and articles of glassware added as the taste of the person who has this work in charge may dictate.

### PERSONAL MENTION.

Mr. T. B. Greening, Hamilton and Toronto, is a caller upon the jobbing trade of Montreal this week.

Mr. Fred B. Mason, representative of J. D. Bradshaw & Co., Toronto, is a caller upon the Montreal trade this week. While in the city he favored The Grocer with a call.

Mr. Albert Irving, who has represented the Salada Tea Co. in Toronto for the past six years, has resigned his position and will now go to Philadelphia in the interests of this firm.

The late Mr. J. M. Douglas, who died September 15 last, left a legacy of \$5,000 to the Montreal General Hospital for its endowment fund and \$10,000 to establish a poor fund at Port William, Scotland, his native place.

Mr. F. D. Cockburn, eastern representative of Comfort Soap, is now a citizen of Westmount, having removed bag and baggage from Toronto to Montreal's classic suburb. This removal will place Mr. Cockburn in the centre of his district and in closer touch with his company's premium office in Montreal, of which Mr. Cockburn has charge.

Mr. R. S. McIndoe, one of Toronto's best known and popular brokers and commission merchants, was met by The Grocer at the Windsor, Montreal, on Monday. Mr. McIndoe, who represents Wm. Clark, Montreal, Bovril Limited, and Chinese Starch, is on a business trip to his principals. Speaking of trade in the west he referred to the serious setback sustained through the fire in the Spring in which so many firms suffered, but expected now that building operations were in full swing that trade would in a short time resume its former aspect, in fact he thought an improvement was bound to result. Before leaving for the west Mr. McIndoe honored The Grocers' office with a call.



# JOHN GRAY & CO.'S

CELEBRATED GLASGOW

# PEELS

LEMON ORANGE CITRON  
CANDIED and DRIPPED.

SPECIALLY LOW PRICES ON CASE LOTS.

THE ROBERT GREIG CO., Limited  
TORONTO.

## THE Oldest Crockery House IN CANADA

### WE MAKE A POINT

OF GIVING THE UTMOST CARE  
TO MAIL ORDERS. THEY ARE

### A SIGN

OF CONFIDENCE THAT

### WE KNOW HOW

TO APPRECIATE.

**LOOK** OVER YOUR STOCK, AND  
LET US KNOW YOUR REQUIREMENTS.

THE **JOHN L. CASSIDY CO.** LIMITED  
MONTREAL.

*If you want a good thing, we have it.*

## PERHAPS YOU'RE SCOTCH ? PERHAPS NOT ?

ANYWAY,  
WHETHER YOU ARE OR NOT, or  
WHETHER YOUR CUSTOMERS ARE OR NOT,  
YOU AND THEY  
WILL BE PLEASED WITH OUR  
**SCOTCH MOTTO WARE**

(MADE IN ENGLAND, BY THE WAY)

LET US SEND YOU  
A \$25<sup>00</sup> ASSORTMENT !

IT WON'T BE TOO MUCH, BUT IF YOU SHOULD  
THINK IT SO WE CAN SEND  
A SMALLER LOT—



MORE LIKELY YOU  
CAN DO WITH  
\$100<sup>00</sup> WORTH

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"Ozo" Co., Montreal.

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Eby, Blain Co., Toronto.  
Ewing, S. H. & A. S., Montreal.  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Gorman, Eckert & Co., London, Ont.  
Greig, Robert, Co., Toronto.  
Japan Tea Traders' Ass'n.  
Kinnear, T., & Co., Toronto.  
Lipton, Thos. J., New York.  
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**Woodenware.**  
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**NEW ADVERTISEMENTS.**

Central Business College, Toronto.  
Truro Condensed Milk & Canning Co.,  
Truro, N.S.

**OUR TRADE WITH BELGIUM.**

THAT a lively interest in Canada and things Canadian exists among the people of Belgium has been evidenced in a striking manner by one of the Belgian newspapers, which has recently sent a permanent correspondent to this country. The interest is in the main commercial, though the Belgians evince a desire to become better acquainted with our constitution, our social system and our people in general.

From a trade standpoint, our relations with Belgium are worth cultivating. Among the nations who sell to us she stands fifth, with a total sale of \$2,649,490 worth of products during the last fiscal year. In the list of our customers, Belgium also ranks fifth, being exceeded in her purchases only by Great Britain, the United States, Australia and Newfoundland. During the last fiscal year she bought goods to the value of \$2,150,550, of which \$1,658,163 were home produce.

In still further analyzing our trade with Belgium we find that the following goods comprise the bulk of Canadian purchases: Cement, \$261,618; drugs, etc., \$91,235; glass, \$581,584; metals, and manufactures of, \$764,282; precious stones, \$82,677; sugar and molasses, \$430,763. The importation of cement has continued of steady proportions for several years, averaging about \$200,000 per annum. The importation of drugs, dyes, etc., has grown very considerably latterly. In 1899 we only imported a little over \$6,000. The importation of glass has shown substantial growth since 1899, when it stood at \$349,910. The importation of metals and their manufactures has grown by leaps and bounds, advancing from \$78,000 in 1899, to \$100,000 in 1900, to \$173,000 in 1901, to \$288,000 in 1902, and to \$764,282 in 1903. This expansion has been mainly in steel rails. The importation of precious stones has likewise grown remarkably, being only \$202 in 1899. On the other hand sugar and molasses have fallen off very considerably from \$2,854,524 in 1901 to \$430,763 in 1903.

Our exports to Belgium are composed principally of: Breadstuffs, \$1,309,296; fish products, \$42,062; metals and their manufactures, \$150,649; seeds, \$129,339; wood and its manufactures, \$257,312. In all of these departments there has been a substantial growth of late years. Breadstuffs totalled \$569,800 in 1899; fish, \$13,140; metals, \$51,985; seeds, \$93,508, and wood only \$77,924. Contrast these with the importations of the past fiscal year and the advance is most apparent.

Judging then from the extent of our commercial transactions with Belgium, it would seem quite the thing that the people of that country, and especially its merchants, should desire to know more of this country. On the other hand, we should not allow ourselves to be outdone in the securing of useful information. It is time to investigate the resources, industries and commercial methods of Belgium.

**INDIGNANT BRITISH MERCHANTS**

Republished by Special Request.

MUCH harm is being done in business circles in the Old Country, particularly amongst Birmingham exporters, by the representative of a Canadian publication, who claims to have

been delegated by the Canadian Government to interview manufacturers and exporters with a view to securing their advertisements in the trade paper with which he is connected, and which, he claims, is a Government subsidized trade organ.

A number of advertisers have had their eyes opened to the misrepresentation recently, and a short time ago a meeting was held in Birmingham, when 75 firms decided unanimously that their advertising contracts would be immediately cancelled. These 75 men represent only a portion of the total number who have been induced to place orders in this paper, and no doubt the remaining advertisers will soon follow in their wake. It seems almost incredible, but a large number of these firms jumped at the offer of a list of "the best Canadian buyers," personally prepared by the gentleman in question.

It is to be regretted that firms who placed their orders in the paper referred to did not make close and careful inquiry regarding the standing of the publication before entering into contract with it. We understand, however, that many allowed themselves to be rushed into signing the contract on the representation of the canvasser that his affairs would not permit him to call upon them again.

**THE CANADIAN EGG.**

THERE seems to be a jealous busybody in the Motherland at the present time who is trying to injure Canadian trade in dairy produce and provisions. A complaint was recently registered there in regard to Canadian cheese which has since been creditably refuted. Following on the heels of this complaint comes a circular denouncing the Canadian pickled egg, but producing no evidence to substantiate the charge. The largest export merchants of Montreal when interviewed on the subject were unanimous in their opinion as to its falsity. In fact the feeling was so strong that immediate action was taken by a leading provision merchant who happened to be travelling in the Old Land at the time the canard was circulated. This gentleman substantiated his denial of the charge by proving conclusively that no such eggs as



those described in the circular as "unfit" had been shipped from Canada. Several of the largest and most influential English importers of eggs and other Canadian products have gladly assisted, moreover, in placing the blame where it belongs. While the matter was in doubt the English press went so far in several instances as to remark that they expected something more than "Yankee cuteness from their own kith and kin." It is only fair to add that the "cuteness" or whatever it was that prompted the shipment of poor eggs to England under the caption of Canadian shippers did not originate in the Dominion.

After all it must be remembered that Canadian agriculturists have captured a lion's share of the prizes at the St. Louis Exposition. Additional credit is due to them in view of the international bickering before the show commenced over certain unjust customs restrictions with which Canadian exhibitors had to contend and which so annoyed them that they went so far as to petition the Canadian Government to withdraw the appropriation it had made towards a display at St. Louis. Canada carried off the grand prize for the whole agricultural exhibit. In the cheese contest the winner was a native of St. Hyacinthe, Quebec, and a French-Canadian. The gold medal for Spring and Fall wheat was also included in the prize; further, J. F. Clark, of Ottawa, with his herd of 16 Ayrshire cattle won prizes aggregating over \$2,000. This hardly agrees with the reports of the enemy in England whose aim is undoubtedly to place Canada in a false position.

Her agricultural record proves her to be second to no other agricultural country in the world; in skill, energy and enterprise also Canadian producers and exporters have achieved an enviable reputation. Canada has nothing to fear from truthful reports concerning her and it is only a question of Europe becoming sufficiently conversant as to the facts when the Dominion will be known everywhere abroad as she deserves.

**TO CURB THE GIVING OF PREMIUMS.**

OWING to the unprecedented growth of the premium-giving idea all over the United States the various mercantile associations there have found it necessary in the interests of trade to join hands in an attempt to stamp out what they consider an evil of the worst kind. It is stated on reliable authority that scarcely a single one of the necessities of life is sold in the United States to-day without carrying, either through its wrapper, trade-mark, label, box-front or other token, some sort of premium value. The great objection thus far to any of these individual premium plans is that the average consumer does not purchase enough of any one commodity to entitle her to a premium of any considerable value, and that in consequence the public has been deluged with cheap and trashy premiums.

The latest development, however, which has aroused the animosity of Am-

business. As soon as the housewife becomes "wise" to the fact that she is being "gulled" and "humbugged" she will make her displeasure so manifest that the premium-giving practice will stop in short order. Some of the more conservative business men are in favor of giving the system a loose rein, in the hope that it will soon die out of its own accord. The difficulty here is that much harm is being wrought in the meantime.

There are grave economic abuses in connection with the trading stamp and premium giving business which call for the united opposition of business men. The harmful effects are universally recognized by merchants as a deadly parasite upon trade whose abolition is earnestly sought, not only by those who have not adopted the system, but by those who have been deluded into believing it a benefit and have made use of it accordingly. Its primary effect, as we have often pointed out, is to delude the public into believing it is getting something for nothing, when in fact the public is paying for more than it receives. This glittering inducement has so much attractive power for the moment that it diverts a considerable volume of trade from the merchant who does not offer trading stamps to the one who does; the benefit to the latter, however, is only momentary, for the reason that as soon as the facts of this diversion of trade are fully known other merchants are in self-defence compelled to arrange for trading stamps with other companies and to make still more glittering offers to hold the trade or to attract back that which has been lost. The result is extremely detrimental to all. A few leading stores having adopted trading stamps from motives of policy, most of their principal competitors are likewise compelled to adopt trading stamps, while hundreds of smaller concerns being unable to get the trading stamps under the exclusive contracts which are made by the companies suffer in their business with the result that trade generally becomes demoralized. This has been the experience wherever trading stamps have been used. The fundamental basis on which the whole business rests is the delusion of the public. The incidental effect is the demoralization of business, the ruin of small dealers where the practice is general and the enrichment of the trading stamp companies.

**Notice to Advertisers.**

Thursday next being Thanksgiving Day the forms of THE CANADIAN GROCER will go to press one day earlier than usual.

Will advertisers please note that all new copy and changes must be in our hands on Monday morning, Nov. 14. We cannot guarantee to change advertisements after that date.

THE PUBLISHERS.

erican grocers and general merchants is a plan devised by the leading manufacturers of the United States whereby the purchaser of soap, cereals, condensed milk, canned goods, tea, coffee, cocoa, soups, extracts, baked beans, figs, shoe polish, catsup, salad dressing, olive oil, smoking tobacco, cigars, cigarettes and over three hundred different brands of consumable commodities, may secure, instead of the inferior clap-trap premiums something handsome and substantial.

The strong sentiment prevailing throughout a large section of the American trade against what is conceded to be a phase of the trading stamp system will be appreciated in Canada and especially in Ontario where the same evil has been cropping up of late. The Canadian and American trades are of the opinion that an educational campaign reaching the consumer is what is needed to put a stop to this foolish premium



November 11, 1904

## Business Men in Parliament

Mr. W. S. Loggie, Member-elect for Northumberland, N.B.

IN the new Dominion Parliament, Northumberland, N. B., will be well represented by Mr. W. S. Loggie, one of the prominent merchants and foremost citizens of the Town of Chatham. Mr. Loggie is the proprietor of a



Mr. W. S. Loggie.

large general store in that town; he is also interested in a fruit canning industry located there. He has shown himself a level-headed business man and has conducted both mercantile ventures with considerable success.

Mr. Loggie has also taken a prominent part in the deliberations and practical work of the Maritime Board of Trade, being an ex-president of that organization. His political career began some years ago when he entered the municipal arena and served his town well as occupant of the mayoral chair. Then he contested his county in the Liberal interests in the last provincial elections, defeating his opponent by a sale majority. He resigned his seat in the New Brunswick Legislature a few weeks ago in order to enter federal politics, and was equally successful in the election of November 3.

Personally Mr. Loggie is a quiet, unassuming man, averse to all self-advertising. He is, however, very popular among a wide circle of friends, and is held in great esteem among the business men of the provinces. He has been always a good church and Sunday school worker in his home town, and makes all-round a first-rate citizen.

### ANOTHER GRAND PRIZE.

The Grocer is in receipt of the official announcement that Lipton's teas and

## THE CANADIAN GROCER

coffees have been awarded the grand prize and gold medal respectively at the World's Fair, St. Louis.

### JUDGMENT IN CASE OF TRADING STAMPS.

MR. JUSTICE DOHERTY has rendered judgment in Montreal in the important case of Wilder vs. the city, better known as the trading stamp case.

This will be remembered as an injunction taken out to prevent the enforcement of the city by-law prohibiting the use of trading stamps. Among other grounds raised by the petitioner were the following: That the city council had adopted the by-law without the required notice; that the Act of the Legislature authorizing the city to pass such a by-law was unconstitutional, and that the by-law itself was ultra vires of the Legislature and hence of the powers of the council.

The city, on the other hand, claimed that the special statute under which the

maintained the city's pretensions in every respect and quashed the injunction. One of the chief points raised by the petitioner was that the council's proceedings to pass the by-law were irregular and illegal, but the court held the contrary.

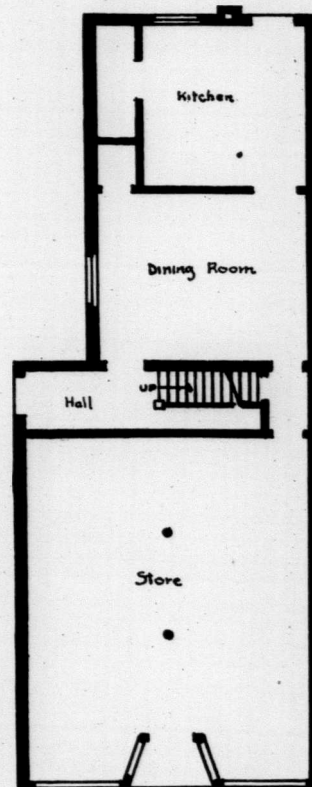
Mr. Wilder, owner of the Trading Stamp Co., has made an appeal and declares that he will continue his trading stamp business until the Privy Council shall have decided against him.

Mr. G. A. Cook, of G. A. Cook & Co., wholesale and retail grocers, Halifax, is in Toronto this week on business, and paid a visit to the offices of The Grocer.

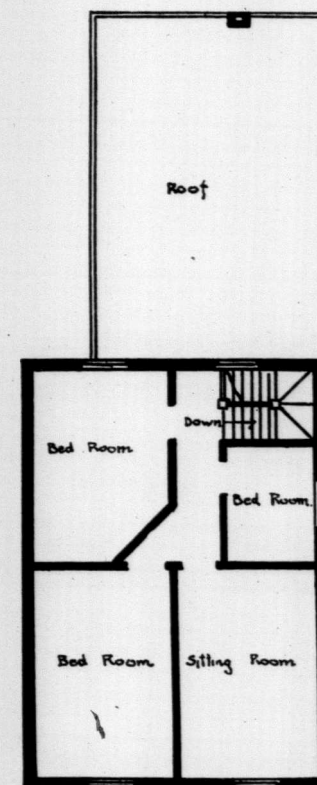
### A NEW DEPARTURE.

In answer to an inquiry from a valued subscriber, The Grocer is publishing in this week's issue plans and specifications for a combined store and dwelling in a country village of 200 inhabitants. In order to answer the require-

Store and residence in Huttonville, Ont.  
Scale, 1/8 inch to the foot.  
Cost, \$3,540.  
To be built of brick.  
Symons & Rae, architects, Toronto.



Ground floor plan.



First floor plan.

by-law was passed required no notice, as the power was conferred by special statute, and also defended the constitutionality of the Act of the Legislature.

By the judgment rendered the court

ments of its many friends and patrons throughout the country The Grocer has decided to inaugurate this week a series of house and store plans which we believe will be appreciated by our readers.



**THE HIGHEST AWARD AND**  
**GOLD MEDAL** AT THE WORLD'S  
 FAIR, ST. LOUIS, 1904 



Can any better proof be given of its superb quality—

**Sealed  
 Packets  
 Only**

There's a profit satisfaction to the dealer,  
 There's a joy to the consumer that's immense,  
 There's a common sense good reason  
 Why it sells in every season,  
 It's "SALADA" of good quality intense.

**Black  
 Mixed  
 Green**

The only Tea that has stood every test—that is not experimental, and the main factor upon which the success of your Tea sales must depend.

**You need this kind—and this alone.**

**We supply it—write us,—“SALADA,” Toronto and Montreal.**

**COLES** Electrically Driven  
 Coffee Mills.

GRANULATOR. PULVERIZER.

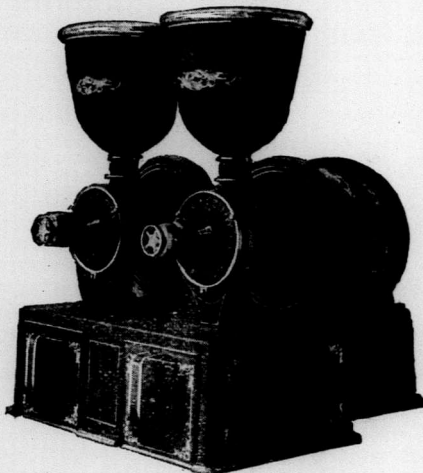
**Single and  
 Double  
 Grinders**

**Pulverizing  
 and  
 Granulating**

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

**Our Grinders**

**Wear Longest**



**No. 65.**

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.  
 Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

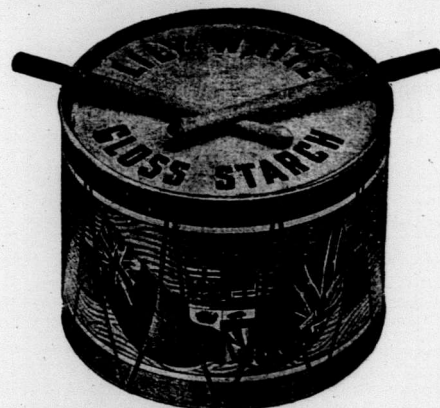
**COLES MANUFACTURING CO.,**

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.  
 Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.  
 Gorman, Eckert & Co., London, Ont.



**Here's to Better Starch Business**

Please your customers' eye and you have their attention. Then you can tell them your story. The new drum package in which we put up our

**Lily White Gloss Starch**

stands out well in your stock. It will catch your customer's attention and then you can tell them what good starch it is.

We pack Lily White Gloss Starch in handsome 6-pound drums, 8 drums to a case, and a pair of drum sticks for each drum. Don't you want this kind of a trade attractor in your stock?

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







**JAMS  
MARMALADES  
PRESERVES**

We have done our best,  
and when

**McGREGOR**

does his best, there is nothing  
better being done.

Send for Our Price List.

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

**Turner's Noted  
French Mustard**

Made from pure ingredients  
highly appreciated by the  
public. A good seller.  
Just the thing for table use.

SEND FOR PRICE LISTS.

**Turner & Co.**  
23 Jarvis St. Toronto.

**EGGS**

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

CORRESPONDENCE SOLICITED.

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

**BUTTER and EGGS**  
—WE ARE—  
**BUYERS and SELLERS**

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

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

The point is made by believers in the market that the stock of coffee in the world is now at its maximum and that with smaller receipts and probably rapidly decreasing stocks for the balance of the crop year the natural tendency of prices will be towards a higher basis. Europe, which apparently has not given credence to the statements which have been current the past few months of a small yield from the present Brazil crop has held off as a buyer, and has allowed her stocks on hand and to come forward from Brazil to decrease to a point over 1,000,000 bags below her holdings at this time last year. Not only, however, is the European visible supply of coffee much smaller than at this time last year but it is also understood that the stocks existing in the interior of Europe in the hands of the consuming trade have been considerably reduced. Therefore it is believed that Europe is in a position to easily take care of all the remaining coffee that Brazil will have to market for the balance of the present crop year. The visible supply of coffee for the United States, it is true, stands at high record figures, but on the other hand the indications are that much of this coffee is closely held, and therefore there will be no general spilling of supplies should an advance in prices occur.

We quote the following prices:

	Per lb.
Green Rios, No. 7	0 09½ 0 10
" " No. 6	0 10½
" " No. 5	0 11
" " No. 4	0 11½
" " No. 3	0 12
Mocha	0 21 0 25
Java	0 22 0 25
Santos	0 10½ 0 12½
Plantation Ceylon	0 26 0 35
Porto Rico	0 22 0 25
Green, Guatemala	0 22 0 25
Jamaica	0 15 0 20
Maracaibo	0 16 0 23

**RICE AND TAPIOCA.**

The market in both rice and tapioca is reported strong and advancing, although prices locally have not been affected so far. We quote the following prices:

	Per lb.	Per lb.
Rice, stand. B.	0 03½	Tapioca, staple. 0 03½ 0 03½
Patna	0 05 0 05½	" double goat 0 04½
Japan	0 06 0 07	Carolina rice 0 08
Sago	0 03½ 0 04	

**SPICES.**

Cable advices from Singapore, Penang, and London report active and higher markets for white and black pepper. Locally trade is quiet with last week's prices unchanged. Our quotations are as follows:

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

**TEAS**

This week's cables from Calcutta report an advance in the price of common

tea generally, and it is reported in the same cable that the leaf has changed for the worse. This is unwelcome news to the trade because the leaf has been rather poor throughout the season which is now so far advanced that with poorer leaf at this period likely to develop into light red leaf with sticks, it will give little opportunity for securing a supply of desirable teas at moderate prices. Buyers have been consistently advised of conditions by Calcutta houses, but for the most part have held out of the market in the hope of doing better; it will now be impossible to do as well. According to usual practice buyers have commenced to operate more freely at advanced prices on teas which were declined as unsuitable when prices were lower, and some importing business has been done with Calcutta this week.

The Ceylon market is steady at the recent decline for common teas and firm at the recent advance for teas possessing any quality. Strictly fine tea is scarce and very high. A buying order in London for strictly fine tea has brought the response that no more than 150 chests per week can be obtained, although buyers' requirements are for 300 chests per week.

There is no change in the position of green teas which are meeting with only a moderate sale. Our quotations are as follows:

Congou—half-chests, Kaisow, Moning	0 12 0 80
cadies, Peking	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 28 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 38 0 38
" " seconds	0 23
" " thirds	0 16 0 18
" " common	0 15
Pingsueys—Young Hyson, ¼-chests, firsts	0 28 0 32
seconds	0 18 0 19
half-boxes, firsts	0 28 0 32
Japan—¼ chests, finest May pickings	0 38 0 40
Choice	0 33 0 37
Finest	0 30 0 32
Fine	0 27 0 30
Good medium	0 25 0 28
Medium	0 21 0 23
Good common	0 20
Common	0 17

**Sugar.**

The market has more than maintained its strength and we have again to record further advances and the situation is entirely without parallel in recent years. As we went to press last week the nominal quotation for centrifugals in New York was 43-8c for 96 test. Since then there have been large sales of spot and nearby sugars at 4.41c and 4.43 duty paid for 96 test. There have also been sales of new crop Cubans at 3.00c and 31-16c c. and f. the latter equal to 4.42c duty paid, showing an advance of 1-16c in distant sugars. We also hear







BEANS.

The crop is now all harvested and that portion offered for sale is moving freely. During the week the price on handpicked prime No. 1 and 2 has declined 5c per bushel. No further decline is anticipated. Our quotations are:

Beans, handpicked, per bush	1 55	1 40
prime, No. 1	1 45	
prime, No. 2	1 35	
Lima, per lb	0 07	0 07 1/2

SEEDS.

Trade continues quiet and as a result prices have become easier, although for strictly fancy seed a higher price is being the last week. First consignments of present prices for some time; if any change should take place it will be an advance. Our quotations are as follows:

Alsike clover, per bush	3 50	6 75
Red clover	5 00	6 75
Mammoth clover, per bush	5 00	6 75
Timothy	1 00	1 35

Green Fruits.

Fruit has had a freer movement during the last week. First consignments of Florida oranges have arrived, reports stating a fine crop. As these oranges are the favorites a heavy movement is expected. California navel oranges are not expected to receive much attention till after Christmas. New Messina lemons are arriving in good condition. Frost has affected the crop of Cape Cod cranberries and prices have advanced.

The banana crop in Honduras has been totally destroyed by storms and this with the increased demand in the absence of small fruits, warrants an advance in price. Dates are expected to arrive shortly from Asia. Sweet potatoes are firmer, the price on cloth covers having advanced 25c per barrel.

Canadian grapes are arriving in large quantities; recent frosts, however, are expected to stop the supply. There is a better inquiry for Fall and Winter apples, especially the red variety. Cape Cod cranberries (late Howes) are selling at \$9.50 per barrel, Florida oranges at \$3.50 per box and Florida grapefruit at \$5 per box. Crab apples have been struck off the list as their season is practically over. We quote the following prices:

Jamaica oranges, per bbl	4 75	5 00
per box	2 75	3 00
Jamaica grape fruit, per bbl	7 00	7 50
Florida oranges, per box	3 50	
Florida grape fruit, per box	5 00	
New messina lemons, 300's, per box	3 25	3 50
300's, per box	3 00	3 25
Bananas, large bunches, crated	1 50	2 00
Bananas, 8's, per bunch, crated	1 25	1 50
Apples, Fall varieties	1 50	2 00
Winter varieties	1 75	2 25
Sweet potatoes, double heads, per bbl	3 50	4 00
cloth covers	3 00	3 25
Pears, Canadian, per basket	0 25	0 35
Grapes, small taskets	0 15	0 20
large	0 25	0 30
Canadian Catawba grapes, per basket	0 25	0 30
Almeria grapes, per bbl	5 00	6 00
Canadian chestnuts, per bush	4 00	5 00
per peck	1 00	1 25

Cape Cod cranberries, per bbl	6 50
Cape Cod cranberries late Howes	9 50
Canadian cranberries, per bbl	6 00
Smyrna figs, four crowns	0 10
" five	0 11
" six	0 13
" seven	0 15
" eight	0 11
" 12 oz. square boxes	0 08
Comadre figs	0 03 1/2

W. B. Stringer & Co., representing J. C. Houghton & Co., Liverpool and London, have received the following cable from Liverpool, November 9th, 1904:

"29,000 barrels selling. Prices lower. Baldwins xxx, 10s to 11s, xx 8s 6d to 10s; Greenings, xxx 11s to 12s 6d, xx 10s to 11s; Spy xxx, 12s to 14s, xx 9s 6d to 11s 6d; King, xxx 13s 6d to 15s 6d; Golden Russet, xxx, 12s to 14s, xx 9s 6d to 11s; Ben Davis xxx, 8s 6d to 10s 6d."

Eben James, Toronto, has received the following cables:

Woodall & Co., Liverpool: Nov. 9th: "35,000 barrels sold. Market sixpence easier."

Boyd, Barron & Co., Glasgow, Nov. 9: "Demand good. Supplies at present insufficient for requirements. Firsts 11s to 15s, seconds 9s to 12s."

M. Isaacs & Sons, London, Nov. 9: "Market firm, prices unchanged."

APPLE SHIPMENTS.

Shipments for week ending Nov. 5th, 1904:

	To Liver- pool.	Lon- don.	Glas- gow.	Vari- ous.	Total.
From Boston	32,091	5,903			37,994
New York	2,859	15,593	7,838	8,751	34,341
Portland, Me.	17,471				17,471
Montreal	16,716	4,356	12,632	5,128	38,842
Halifax			421		421
St. John					421

Total for week	69,137	25,862	20,691	13,879	129,569
Same week 1903	115,696	45,832	28,109	49,784	239,421
Same week 1902	100,625	14,701	24,895	12,854	153,075
Total since season opened					944,244
Same time 1903					1,664,509
Same time 1902					1,004,960

Woodall & Co., Liverpool, Eng., in their circular of October 29, 1904, say in regard to the English apple market that reduced receipts have had a beneficial effect on the market, but that larger receipts can be readily disposed of from now on. This activity is satisfactory as showing that the English crop is becoming much scarcer and that every day is hastening the time when supplies must be drawn from foreign markets and relatively better prices anticipated. The general excellence of quality and condition has been maintained and occasionally some beautiful lots of red varieties been offered realizing a high range of values; for instance some choice Canadian Kings realized 19s per barrel with Spies up to 15s 6d.

Vegetables.

There is a fair supply of all lines except onions. Prices are steady. Green-

house grown stock is meeting with better inquiry. Our quotations are as follows:

Head lettuce, per doz. bunches	0 25	0 40
Greenhouse lettuce	0 30	
Greenhouse radishes, per doz. bunches	0 40	0 50
Mushrooms, per lb	0 75	
Mint, per doz bunches	0 15	
Parley, "	0 20	
Sage, per doz	0 15	
Savoury, per doz	0 15	
Carrots, per bag	0 50	
Beets, per bu	0 40	
Beets, per bag	0 50	
Dry Onions, per bag	1 35	
Dry Onions, per basket	0 40	
Green house water cress, per doz	0 25	
Cauliflowers, per doz	0 40	1 00
Michigan celery, per doz	0 50	
Canadian celery, per doz	0 35	0 50
Vegetable marrow, per doz	0 50	0 75
Potatoes, per bush	0 75	
Butter squash, per doz	0 75	1 25
Parsnips, per bu	0 50	
Cabbage, per head	0 05	
per doz	0 25	0 50
Furnips, per bag	0 35	0 40
Pumpkins, each	0 10	0 15
Citrons, per doz	0 50	1 25
" each	0 10	0 15
Spinach, per bu	0 50	

Fish and Oysters.

As a result of cold weather an excellent trade is being carried on in both fish and oysters, but more particularly in oysters. Prices continue unchanged. We quote the following:

Hallbut, "	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
" Baltimores, per wine gal	1 50
" "Standards," per small pail	4 50
" "Selected,"	5 35
Ciscoes, per basket	1 00
Kippers, per box of 80	1 00
Bloaters, per box of 75	1 00

Grain, Flour and Breakfast Foods.

GRAIN.

Wheat is moving more freely owing to favorable weather, and as a result prices have declined on Manitoba wheat. Other varieties remain firm with no indication of an advance. Oats and buckwheat are still advancing. Other prices continue unchanged. We quote the following:

All on track Toronto		
Manitoba wheat, Northern No. 1 new	1 06	1 06 1/2
" " " " No. 2	1 02	1 02 1/2
" " " " No. 3	0 97	0 97 1/2
Red, per bushel, new	1 08	1 08 1/2
White " " "	1 08	1 08 1/2
Barley " " "	0 47	0 51
Oats, " " "	0 35	0 36
Peas, " " "	0 71	0 72
Buckwheat " Nominal	0 60	0 61
Rye, per bushel, "	0 81	0 82

FLOUR.

Demand continues steady, in particular for domestic consumption. Our quotations are:

Manitoba wheat patents, per bbl	5 70
Strong bakers	5 40
Ontario wheat patents	5 25
Straight roller	5 20

BREAKFAST FOODS.

The demand for breakfast foods continues brisk with prices unchanged. Rolled oats and oatmeal are meeting







Phoenix	4 65
Bright coffee	4 60
" yellow	4 55
No. 3 yellow	4 55
No. 2 "	4 35
No. 1 " bbls.	4 25
No. 1 " bags	4 15
Raw Trinidad	3 60
Trinidad crystals	3 75

SYRUPS AND MOLASSES.

There has been a fair demand for grocery grades of molasses and somewhat better distribution has taken place. Receipts have not increased and foreign molasses has a tendency to advance in price. The lower grades of molasses seem to be attracting considerable attention, and full figures have been paid for them. We quote:

Barbadoes, in puncheons	0 28
" in barrels	0 30 1/2
" in half-barrels	0 31 1/2
New Orleans	0 22 0 35
Antigua	0 25
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02 1/2
" 1-bbls.	0 03
" 3 1/2-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
1-bbls.	2 75
Kegs	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	1 35
" 10-lb. " 1/2 doz. "	2 25
" 20-lb. " 1/4 doz. "	2 10

COFFEE.

Activity has been noticed in the coffee market during the last week, inasmuch as news from the countries of production was encouraging. Receipts have continued larger than was expected, and coupled with this a cable has been received from one of the most reliable Brazilian houses that the October flowering was promising very unsatisfactorily. The combination occasioned a reported advance in coffee. It is reported that stocks are heavy in Santos, Rio, and the States, and an increase is expected in the world's visible supply of nearly 300,000 bags. Notwithstanding the estimate of experts that 500,000 bags will equal the crop, the market has not been disturbed. The demand locally has been slow and rather less than for some weeks previously. In consequence the quotations have tended downwards. We quote:

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

SPICES.

The demand for all kinds of spices is good. Importers seem, however, to be purchasing fresh supplies in limited quantities. An advance has been noticed in white pepper and the supplies in this commodity are extremely limited. The stock to arrive is small and the chances are that higher prices will exist to the consumer. Some considerable interest has been taken in Acheens peppers and a considerable advance was shown. The reported shortage of the clove crop has been denied and the product is supposed to be above the average. Nutmegs are in improved demand and

although stocks are small, indications are that liberal arrivals will be received early in December, in view of which prices are expected to decline. Ginger has been dull and prices remain firm. We quote:

Peppers, black	Per lb.	0 20	0 22
" white		0 25	0 31
Ginger		0 17	0 24
Cloves, whole		0 25	0 35
Cream of tartar		0 25	0 30
Allspice		0 16	0 19

TEA.

The market has increased in strength considerably this last week, and on the whole is firm, and considerable demand has been noticed for different grades which have been quiet for some time. Plenty of supplies are coming in and the decline in low-grade teas has occasioned considerable increase in the volume of business. The probabilities are that shipments of this class will be on a liberal scale, and in increased quantities, so that no immediate prospects may be looked for of any upward movement. The improvement in the Dooars and Sylahets has continued and the trade is observing this. Assams and Darjeelings remain of indifferent quality. Finer qualities have sold in less favor to buyers, owing to the extensive supply. Japan teas are coming in freely and increased business has been recorded. Moderate quantities of Ceylons are on the market. Fannings and dust show no change in value. Considerable hardening has been noticed in the rates for broken pekoes. Congou tea is quiet and in Chinas, Formosa Oolongs have shown a good business. A fair private inquiry has been noticed for Scented Capers. We quote:

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12 1/2	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14 1/2	0 15
Gunpowders	0 13 1/2	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

Little change has taken place in the canned goods market, and the demand from the country has been very slight. The consumption is small and the large holders do not anticipate any chance of forcing sales at less than proper value. New pack goods of all kinds are in stock and the demand seems to be increasing. The Norway sardines are holding a strong position in the market locally and they promise to continue to do so. French sardine fishing is over, and probably the smallest stocks on record have been recorded in the sixteen ounce and eighteen ounce tin. In fact some contracts for 18 oz. tins are re-

ported to have been cancelled. Portuguese sardines are advised from the best sources, and they can be now obtained at a moderate figure, and are said to sell absolutely on their merits. Low prices are noted for canned apples, and there has been considerable inquiry for California pears. Low prices have been quoted for limited quantities. We quote:

COAST PRICES.

Fraser River salmon	5 75
Skeena	5 65
River Inlet and Lowe Inlet salmon	5 35
Spring sockeye	5 00
Coho	4 00
Humpbacks	2 75

TRADE PRICES.

Tomatoes	1 25
Corn	1 20
Peas	0 87 1/2
String beans	0 85 0 90
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 47 1/2
Lawtonberries, 2s	1 57 1/2
Raspberries, black	1 42 1/2
Gooseberries	1 63 1/2
Pears, 2s	1 52 1/2
" 3s	2 00
Peaches, 2s	1 63
" 3s	2 57 1/2
Plums, Lombard 2s	1 35
" Green Gage, 2s	1 47
Cherries, red pitted, 2s	2 30 1/2
Baked beans, 3s	1 03
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10 1/2
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz.	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 1 00
" spring	1 55
" Rivers Inlet red sockeye	1 65
" Fraser River red sockeye	1 50 1 75
Lobsters, talls	3 45
" 1-lb. flats	3 50 4 00
" 1/2-lb. flats	2 25
Canadian Sardines, 1/2s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

VEGETABLES.

Corn, 2-lb. tins	\$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 25
Gallon tins	3 35
Peas	\$0 82 0 85
Fine French Peas	1 30
Sugar beets	\$0 85 0 95
2s Asparagus Tips	2 50
2s Beans, Golden Wax	0 80
2s " Refugee or Valentine	0 82 1/2
2s " Crystal Wax	0 92 1/2
2s Peas, No. 4 "Standards"	0 82 1/2
2s " No. 3 "Early Junes"	0 85
2s " No. 2 "Sweet Wrinkled"	0 95
2s " No. 1 "Extra Fine Pitted"	1 30
2s Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in	
2, 2 1/2 and 3's	\$1 15 \$2 20
Peaches—White yellow and pie, 1 1/2's, 2's, 2 1/2's	
3's	1 25 2 82 1/2
Gallon pears	3 15 3 67 1/2
peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72 1/2
3-lb. squash	2 50
2s Cherries, red, pitted	2 20
2s " " not pitted	1 75
2s " black, pitted	2 20
2s " black, not pitted	1 75
2s " white, pitted	2 40
2s " white, not pitted	2 00
2s Currants, red, heavy syrup	1 57 1/2
2s " red, preserved	1 77 1/2
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2s " black, heavy syrup	1 75
2s " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2s Gooseberries, heavy syrup	1 62 1/2
2s " preserved	1 85
Gals. " standard	7 25
2s Lawtonberries, heavy syrup	1 57 1/2
2s " preserved	1 85
Gals. standard	4 97 1/2
2s Pineapple, sliced	2 35
2s " grated	2 35
3s " whole	2 50
2s Plums, Damson, light syrup	1 00
2s " " heavy syrup	1 30
2 1/2's " " " "	1 57 1/2
3s " " " "	1 85
Gals. " standard	2 95
2s " Lombard, light syrup	1 05
2s " " heavy syrup	1 35
2 1/2's " " " "	1 62 1/2
3s " " " "	1 90



# BEFORE THE COLD WEATHER SETS IN

—AND—

Before close of Navigation it will be well to place your orders now and save paying Winter freight rates.

## Revise the Following List :

### Canadian Vinegars—Following brands defy all competition.

French	English	Spanish	Italian
118 grains	100 grains	80 grains	60 grains

In barrels of 10, 20, 30, 40 and 50 gallons. Freight paid on 50 gallons to Quebec and Ontario Stations east of Fort William. With every 100-gallon order we give **FREE** one HALE'S Non-Corroding Vinegar Pump.

Do not overlook ordering your **Pickled Fish** for *Advent*

We offer—**Labrador** and **Nova Scotia Herrings**, very choice quality, in barrels and half-barrels.

**CODFISH** is very scarce, but we have in stock to offer for immediate delivery No. 1 Medium at very reasonable prices. We will shortly have No. 1 M and No. 2 Small to offer at attractive prices.

### Dried Fruits—We have a most complete assortment.

VALENCIA RAISINS—F.O.S., Selected and 4-Crown Layers.

CALIFORNIA SEEDED RAISINS—12-oz. and 16-oz.

Grocers will find it profitable to take advantage of our prices.

#### Table Raisins—Layers and Clusters.

Boxes, 22 lbs.;  $\frac{1}{4}$ -boxes,  $5\frac{1}{2}$  lbs.; fancy 1-lb. cartoons, 30 to case.

### Pickles—IMPORTED and DOMESTIC in bottles, to retail with good profit at 10c., 15c., 20c. and 25c., also Bulk Pickles in 1, 2, 3 and 5 gallons.

## A BARGAIN

### 1000 Valencia 4-Crown Layers, Palares brand

For delivery on arrival about December 10th. We offer these at attractive prices. Write for quotations or see our travellers.

PROPRIETORS OF REGISTERED TRADE MARKS, "PRINCESS" AND "VICTORIA" FOR BAKING POWDER, JAMS, JELLIES, TEAS AND CIGARS.

**Samples and Prices on Application. Prompt Delivery.**

CANADIAN AGENTS FOR THE CELEBRATED TEAS OF SIR THOS. LIPTON, LONDON AND CEYLON.

# LAPORTE, MARTIN & CIE., Limited

ESTABLISHED 1870.

Wholesale Grocers, Tea, Wine and Spirit Merchants,

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Gals. " standard	3 15
2s " Green Gage, light syrup	1 15
2s " heavy syrup	1 47 1/2
2 1/2s " " "	1 72 1/2
3s " " "	2 00
Gals. " standard	3 45
2s " Egg, heavy syrup	1 52 1/2
2 1/2s " " "	1 80
3s " " "	2 10
2s Raspberries, red, heavy syrup	1 40
2s " preserved	1 60
Gals. " standard	8 00
2s " black, heavy syrup	1 35
2s " preserved	1 50
Gals. " standard	4 75
2s Rhubarb, preserved	1 15
3s " " "	1 90
Gals. " standard	2 62 1/2
2s Strawberries, heavy syrup, 1903 pack	1 47 1/2
2s " " " 1904 pack	1 60
2s " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

Foreign Dried Fruits.

Considerable interest is being taken in dried fruits as the Christmas season approaches, and early orders for goods due to arrive have been reported in many cases. Supplies have up to date been equal to the occasion, except perhaps in currants, and this want may be supplied well when the Str. Jacona arrives at Halifax. Prices have not been seriously affected by the scarcity, except perhaps the case where forward offers of fruit for shipment close at hand are, if anything, inclined to be slightly cheaper than those at present ruling on the market. Importers like to realize their fruit as soon as possible after arrival, and any market is healthier from having frequent supplies and fresh stocks. Dried fruit would suggest rare possibilities for profit if properly handled. Plenty of currants have arrived in New York, but they were swallowed up to cover future sales already made. Saturday of this week the Fredrica was expected in New York. She has 1,700 tons which is said to be the total spot supplies for the market until the Regina Elena arrives about the 10th or 15th of November. In raisins the demand is good and the quality of stock arriving is up to the mark. Prices have exceeded the expectations of importers. The fruit is exceedingly good and buyers take it readily. Malaga fruit is in good demand, and to arrive stock is being sold generously at good prices. We quote:

VALENCIA RAISINS,		
Fine off-stalk, per lb	0 05	0 08
Selected, per lb	0 07 1/2	0 09 1/2
Layers	0 07 1/2	0 07 1/2

DATES.		
Dates, Hallowees, per lb	0 04	0 04 1/2

CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per b	0 12 1/2	
Peaches " "	0 09 1/2	
Pears " "	0 12 1/2	

MALAGA RAISINS.		
London Layers	2 00	
" Connaisseur Clusters	2 50	
" Royal Buckingham Clusters, 1/4-boxes	1 10	
" Excelsior Windsor Clusters	4 50	
" " "	1 35	

CALIFORNIAN RAISINS.		
Loose muscatels, per lb	0 07 1/2	0 08
" " seeded, in 1-lb. packages	0 7 1/2	0 09
" " " in 12-oz. packages	0 05 1/2	

PRUNES.		
30-40s	0 08 1/2	
40-50s	0 08	
50-60s	0 07	
60-70s	0 06	
70-80s	0 06	
80-90s	0 05	
90-100s	0 05	

Oregon Prunes (Italian style) 40-50s	0 08	
" " " 50-60s	0 07	
Oregon prunes (French style), 60-70s	0 06	
" " " 80-100s	0 04	
" " " 100-120s	0 04	

CURRANTS.		
Fine Filiatras, per lb. in cases	0 04 1/2	0 05
" " cleaned	0 05	0 05 1/2
" " in 1-lb. cartons	0 06	0 06 1/2
Finest Vostizzas " "	0 06 1/2	0 07 1/2
Amalias " "	0 06 1/2	0 06 1/2

SULTANA RAISINS.		
Sultana raisins, per lb.	0 06 1/2	0 08
" " 1-lb. carton	0 09	
Shelled Walnuts	0 19	0 20

NEW FIGS.		
Six crown, extra fancy, 40-lb. boxes	0 13	
Five crown, fancy, 10-lb. boxes	0 09	
Four crown, fancy, 10-lb. boxes	0 09	
Glove boxes, fine quality, per box	0 11	
Fancy washed figs, in baskets, per basket	0 20	
" " pulled figs, in boxes, per box	0 22	
" " stuffed figs, " "	0 28	

ELEMEE FIGS.		
12-oz. boxes	0 08	0 08 1/2
16-oz. " "	0 10	0 10 1/2
10-lb. " "	0 08	0 09 1/2
30-lb. " "	0 12	0 12 1/2

Green Fruits.

Abundance of green fruit is still on the market and the most notable arrival has been a quantity of tinted Almeria grapes, known as the famous "Villalobos," which means that the grapes will keep long. They are selling at \$7 a keg and are in strong demand. New lemons are attracting attention, extra fancy selling at \$3.75. California fruit has arrived in abundance. Tokay grapes are selling at \$3.50 per crate. Solway peaches at \$2 a box and Italian plums at \$2.25 a box. Apples are being disposed of in large quantities by the local exporters, and on the spot Spies, Baldwins, Russets and Greenings were selling at \$3.25. Hand picked Fameuse at \$3. We quote:

Cocoanuts, per bag of 100	4 00	
Canadian apples, in bbls	1 00	2 75
Pineapples, 24 to case	4 00	
" " 30 to case	3 50	
Cranberries, finest dark	8 00	
" " dark	7 50	
" " 25 quart boxes	2 25	
Bananas	1 10	1 50
Bananas, red, per bunch	1 00	
New Messina lemons 300's	3 50	
" " 360's	5 50	
Peanuts, Bon Tons	0 12	
" " Sun brand	0 11	
" " Diamond G brand	0 09 1/2	
" " Coon brand	0 08	
New Brazils	0 13	
Sweet potatoes, per bbl	2 75	3 50
Limes (100)	1 25	
California peas, per box	3 25	
California peaches, per crate	1 65	
California plums, per crate	2 00	
California late valencias, per box	4 25	
Verdell lemons, 300's, per box	4 25	
California grapes, per crate	2 50	3 00
Canadian grapes for wine making	0 13	0 14

NUTS.		
Grenoble walnuts	0 13	
Tarragon almonds	0 13	
Sicily filberts	0 10	
Shelled walnuts	0 19	
New Brazils	0 14	
Jumbo pecans	0 14	
Large " "	0 12	
Shelled almonds	0 28	
Peanuts, Spanish shelled	0 12	
" " Virginian brand, shelled	0 11	
New chestnuts, per lb	0 12	

Vegetables.

A large and steadily increasing business has been carried on in vegetables of all descriptions. Probably the most notable has been in onions. New Yorkers are still after Canadian onions, and the product from the Simcoe, Ont., fields seems to be attracting the American

connoisseurs. Hudon, Hebert & Co. had a large quantity of Canadian onions, which in color and weight seem quite equal to some of the Spanish product. We quote:

Bunch lettuce, per doz. bunches	0 75	
Radishes, per doz. bunches	0 25	
Mushrooms, per lb	1 70	
Mint, per doz. bunches	0 20	
Paraley, " "	0 20	
Sage, per doz	1 00	
Savory, per doz	1 00	
Beets, new, per doz	0 25	
Egg plant, per basket	0 75	
Rhubarb, outdoor, per doz	0 35	
Green onions, per doz	0 15	
Spanish onions, large cases, per case	3 25	
" " crates, per case	1 00	
Red onions, in 75-lb. bags, per bag	1 50	
Yellow onions, in 80-lb. bags, per bag	1 60	
Green house water cress, per doz	0 45	
Green cucumbers, per bush, hamper	1 25	
" " per half bushel hamper	0 60	0 75
" " per doz	0 40	0 50
Green cabbage, per doz	0 60	
" " beans, per bush	1 00	1 25
Waxed beans, per bush	1 00	
Cauliflowers, home grown, per doz	1 50	
Green peppers, per basket	0 45	
Michigan celery, per doz	0 40	
Canadian celery, per doz	0 35	

Fish.

All kinds of fish are in active demand. Haddock and steak cod are plentiful and prices are easier. Fresh dore are practically out of the market. Fresh lake trout closes its season on the 15th of November and is therefore in considerable extra demand. Salt lake trout is now in the market and is selling as high as \$5.25 for keg of a hundred pounds. The market has changed little since last week. We quote:

Standard bulk oysters, per gal	1 40	
Selects	1 60	
Shell oysters, bbl	5 00	8 00
Fancy Malpeccques	8 00	9 00
Caracquet	4 00	5 00
Dressed bullheads	0 08	
" perch	0 08	
Haddies	0 07	
Bloaters in boxes, 100 fish	1 25	
Kipperd Herring in half boxes	1 00	
Smoked herring, per box, new	0 15	
Fresh haddock, per lb	0 04	
Pike, " round and dressed	0 06 1/2	
Halibut, per lb	0 11	
Gaspe salmon, fresh frozen	0 15	
B. C. Salmon, fresh	0 14	
Fresh steak cod	0 06	
Market cod	0 04	
Lake trout, per lb	0 08	
Whitefish	0 08	
Dore	0 07 1/2	
No. 1 Labrador herring in 20-lb. pails	0 80	
No. 1 Herring, Labrador, per bbl	5 50	6 00
" " half bbl	3 25	3 50
No. 1 Holland herring, per half bbl	6 50	
No. 1 Scotch herring, " "	6 50	
Holland herring, per keg	1 00	
" " "	0 65	
No. 1 Salt mackerel, pail of 20 lbs	2 00	
Boneless cod, 1 and 2-lb. blocks, per lb	0 06	
" " fish	0 05 1/2	
" " loose, in 25 lb. boxes	0 04 1/2	
Pure Georges cod, 40 lbs	0 07 1/2	
Skinless cod, cases 100 lb. (new)	5 00	
Green Codfish, (200-lbs.) No. 2	5 50	
" " No. 1	6 50	7 00
Large " "	7 00	7 50
Labrador Salmon, half bbl	9 00	
" " (200 lbs.) bbls	17 00	
" " Large (300 lbs.)	25 00	
Sea Trout in bbls, 200 lbs	9 00	
" " half bbls	5 50	
Marshall's kippered herring, per doz	1 40	
Canadian kippered, per doz	1 00	
Canadian 1/2 sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	1 30	
Canned cove oysters, No. 2 size, per doz	2 25	

Country Produce.

EGGS.

Eggs are an interesting commodity and are strong in price. The market is very firm, although no actual change has taken place during the week. Several lots changed hands during the early part of the week, at 21 to 21 1-2c and in some cases as high as 22c was paid for really







ADVERTISING LESSONS BY MAIL.

REFERENCE was made in a recent issue of The Grocer to correspondence courses by mail. It was stated at that time that there were at least two institutions in Canada who provided a course of instruction in advertising through the medium of correspondence. One of these institutions is the Central Business College of Toronto, whose activities in several departments of correspondence instruction have illustration in the plentiful advertising this company is doing. The Central Business College has prepared its course with manifest thoroughness. Each study paper is issued in pamphlet form, with an official-looking blue paper cover. From the printers' point of view the job is a good one, and from the student's point of view the lessons commend themselves as being ample, practical and excellent. This course has been prepared by Mr. W. A. Lydiatt, a Toronto man whose instincts led him years ago to enter the world dominated by printers' ink. He is a practical printer, has had an extensive experience in advertising in Canada and across the border, has a quick appreciation of the value of the many forms of publicity, and has brought to his work matured judgment and fine ability. All his work is characterized by sanity and clearness, and the student under his direction is assured of a forceful, helpful teacher.

The Central Business College in its prospectus entitled "Better Advertising" is very frank in its statements to prospective students. Unlike the highly-colored, enticing literature sent out by many of the American correspondence schools, this prospectus holds out no fairy dreams of \$2,000, \$5,000 and \$10,000 positions for those who complete the course. It states in straightforward language the advantages of a course in advertising to every man concerned with the problems of selling, whether the merchandise be groceries, life insurance or banking.

There are several courses adapted to the varying needs of those who enroll. There is a course for the grocer, one for the shoe dealer, one for the druggist and so on, and there is a complete course designed to equip the man or woman whose ambitions are to become an advertising expert or specialist.

These courses range in price from \$50 on the installment plan, for a full course, down to about half this sum for a specialized course. When one considers the cost of preparing and issuing the

series of lessons, the fact that no text books and college attendance are required, and that the student has the benefit of a specialist's direction and assistance during the full period of his study, the fees do not seem excessive. Advertising is one of the weighty factors in present day merchandising, and is worth studying by every man and woman who has ambitions beyond the mere taking of orders.

BOOKS, CATALOGUES, ETC.

One of the most unique catalogues which have come to the notice of The Grocer for a long time is that issued by the Eby-Blain Co., Toronto. Besides

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Nov. 10, 12.30 p.m.

**BUTTER**—Unsalted creamery, 19½c.; creamery salted, 19½ to 19¾c.; in boxes and in tubs, 19 to 19½c.; under grades, 18½c.; dairy butter, 15 to 16c.  
**CHEESE**—Finest Ontario colored, 9½ to 9¾c.; white, 9½ to 9¾c.; townships, 9½ to 9¾c.; Quebec, 9½ to 9¾c.; summer goods, 8½c.  
**EGGS**—Production light and stocks not large. Dealers are paying 19½ to 20c. for straight gathered stock at country prices; selling here at 21 to 22c. Pickled stock and No. 1 cold storage sell at 20c., and No. 2 cold storage, 18 to 19c. Small eggs bring 15 to 16c., and select boiling eggs run from 23 to 25c., according to quality and quantity.  
**PROVISIONS**—Local market steady for live hogs. Receipts good. No change in price. Good run of hogs sell at \$2.25. English market is steady. Compound lard, 6½ to 7c.; Canada lard, 6½ to 7c.; kettle rendered, 8½ to 9¾c.; hams, 12 to 13c.; bacon, 12 to 13c.; fresh killed abattoir, \$7.50; heavy fat hogs, \$4.50; new lots, \$5; select, \$5.25 off cars.

CHEESE AND BUTTER EXPORTS.

Butter, week ending, November 5th.

Liverpool	5,251
Manchester	3,415
Glasgow	2,384
S. Africa	100
<b>Total, 1904</b>	<b>11,150</b>
<b>Total, 1903</b>	<b>7,144</b>
To Nov. 6 since May 1st	458,857
Same period of 1903	314,036
<b>Cheese, week ending Nov. 6, 1904</b>	<b>Boxes.</b>
To Liverpool	12,042
" Manchester	5,374
" Glasgow	2,111
" London	16,415
" Hull	7,754
" Aberdeen	3,466
" S. Africa	100
	47,262
For same period 1903	42,141
<b>Total Cheese Shipments since May 1st to Nov. 6th</b>	<b>1,836,671</b>
Same period in 1903	2,174,834

being a complete price-list of every commodity of interest to the retail grocer, it is brim full of valuable classified information as to how and when to buy, and a veritable encyclopaedia of weights and measures, sizes, packages of all staple lines, fruits, etc., and will undoubtedly prove of great practical assistance to the retailer in buying, besides possessing considerable educational value. The Eby-Blain Co. is distributing these catalogues throughout the Canadian trade and will be pleased to forward one to any who may be overlooked.

HINTS TO BUYERS.

J. W. Bickle & Greening, Hamilton, report extensive selling of King Oscar sardines, especially in Ontario and the Northwest.

White & Co., Toronto, have received a couple of cars "Seal Brand" Florida oranges for their Thanksgiving trade.

The Walter M. Lowney Co., Boston, and Montreal, have lately put up a new line of goods in Diamond Sweet Chocolate 6-lb. packages which is proving popular with the trade.

J. R. Greig Montreal, Canadian agent for Kkovah goods, is receiving his second shipment of Kkovah plum puddings and mince meat. The sale of these two holiday lines is reported as far exceeding his brightest expectations. These lines are attractively packed in stone basins and jars of various sizes and sell at sight. They are of the highest quality.

White & Co., Toronto, received their first car "King Edward" new Messina lemons this week.

Warren Bros. & Co. are offering special values in Eleme figs, 2½ inch in 10 lb. and 56 lb. boxes.

Howe, McIntyre & Co., are the Montreal agents for the "King Oscar" sardines and other high class goods packed by Chr. Bjelland & Co.

Leonard Brothers, Montreal, have an excellent variety of oysters still to offer at reasonable prices. They are also in receipt of large quantities of Labrador herring in barrels and half barrels and the arrivals are by express daily.

Laporte, Martin & Cie., Montreal, are offering for immediate shipment extra choice Labrador and Nova Scotia herrings in bbls. and half bbls.

HAMILTON FIRM EXPANDING.

To keep pace with their growing business Lumsden Bros., Hamilton, are adding a 5th storey to their Jersey Cream Yeast factory. The demand for Jersey Cream Yeast is such that the firm is at present 700 boxes oversold.

H. P. Eckardt & Co., Toronto, are doing a good business in Eureka brand maple syrup.

PERSONAL MENTION.

Mr. Walter S. Mitchell, Canadian manager of Bovril, Montreal, is wearing a pleasant smile these days. The reason, and a very substantial one, is the advent of a son and heir. Congratulations.

Mr. James R. Greig, Montreal, is on a business trip to Quebec in the interest of Kkovah products. Kkovah Plum Pudding in crocks is a taking line with the trade.



# A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

“Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with.”

**N**EW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.



### TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, B.C., Nov. 3, 1904.

THERE is little change in groceries to note this week. Prices are firm in those articles in which fluctuations occur. Coffees have advanced and there is no prospect of lower prices. Tapioca has gone up, and the business is good at the increased figures. Canned vegetables are firm, and merchants do not look for any lower prices. Provisions are featureless. Eggs, though, are very firm, as the supply is short, and it is not unlikely that there will be a slight advance with the approach of holiday time.

In fruit, peaches are over and blackberries are just done. There are some second crops but the quality is poor, nor were they as plentiful as the second crop strawberries. There were some boxes of the latter to be seen a week or so ago, and the second crop must have been on the market for a month or more. This year was certainly exceptional in this respect, for growers up the Fraser sent many crates to the Territories, and received therefor large prices. Persimmons will be obtainable in a day or two, and will go at \$1.50 per case. Egg plants are to be seen at many of the stores, and as a novelty sell well. Cranberries are 4c per lb. Onions have dropped a little. Radishes and lettuce are now to be had in good quality and quantity. There is nothing to note in regard to other vegetables.

Mr. Maxwell Smith, Dominion inspector for the Fruit Marks Act, has secured his first conviction in Vancouver of a violation of that enactment. It provides that fruit marked a certain quality should be that quality. Rev. George Ditcham, agent of the New England Fruit Co., was charged with selling pears to a local commission dealer marked XXX, indicating No. 1 quality. Examination revealed that the fruit was slack in the boxes, badly bruised, and quite a number of small and deformed specimens were included. Part of the fruit was also scabby. One of the best boxes had fully 25 per cent. below grade. The case was well defended, but a conviction was entered by the magistrate. Mr. Smith has very assiduously watched this branch of his duty, and this is the third time he has brought punishment on unfair packers. The enforcement of the Act means good fruit to the purchaser, and if its provisions are observed there will be no such complaints as bad fruit, or little specimens at the bottom.

A car of Ontario apples, consisting of 162 barrels, have been condemned by

Thomas Cunningham, fruit inspector under the Provincial Government. They were consigned to a local warehouse, but an order was given either for their cremation or re-shipment out of the province. The inspector was astonished at the very bad condition of the apples. When the car was opened it was found to be infected with the larvae of the codlin moth. Some were crawling over the heads of the barrels and others had taken up their Winter quarters between the barrel hoops. The inspector expressed his amazement at the stupidity of Ontario shippers in sending infected fruit to British Columbia, when it is known that none will be allowed to enter. Mr. Cunningham also wired interior inspection stations to be on the lookout for infected Ontario apples.

• • •

There will be a big fruit crop in the Okanagan district next year, and already the C. P. R. and the provincial freight rates commissioner, R. M. Palmer, are preparing for it. Mr. W. M. Kirkpatrick, assistant general freight agent of the railway company at this city, has, with Mr. Palmer, just returned from the interior, where they went to observe conditions. Points which had no service last year will be accommodated next year, and better rates will be established. The fruit trade in the Okanagan is expected to be so large, judging by the increased acreage, that two fruit trains daily will have to be run. Even at this time of the year potatoes and other vegetables and apples are being shipped in such quantities that the accommodation is hardly sufficient. Tomatoes are a great feature of the interior grower. This year there were many hundred tons shipped out, but the demand was not filled. The grade grown is of the best, and in 1905 there will be many more acres devoted exclusively to the growing of this article.

• • •

The Delta Milling Co. is still actively engaged in coming to the front. Those interested are endeavoring to erect a building either in Vancouver or New Westminster soon. It is a combination of farmers who think they are not getting fair play from the produce buyers.

Mr. W. J. Brandrith, secretary of the B. C. Fruit Growers' Association, is arranging for the shipment of a representative assortment of B. C. apples to Toronto, where they will be on exhibition at the annual meeting of the Ontario Fruit Growers' Association from the 8th to the 12th instant. The samples will be selected from Vancouver Island, the lower mainland and the interior, and should do much to acquaint the east with the possibilities of British Columbia as a fruit growing country.

Apples are also to be sent to England for competition purposes. Some of those grown on the Coldstream ranch at Vernon have been sent to the agent general, and will be entered in the show of the British Horticultural Society, which takes place about the end of December.

Butter made at the Edenbank creamery is recognized as the best in this part of Canada, and the demand is always greater than the supply, notwithstanding that the price is generally 5c better. Mr. A. C. Wells, president of the creamery company, was in the city this week from Sardis, in the Chilliwack district, and stated that the creamery was to be enlarged to meet the ever increasing demand.

The Dominion Fisheries Department has agreed to send out a quarter of a million salmon eggs from the east for distribution in the Cowichan and Nainimo rivers, at the request of the Fish and Game Club of Vancouver Island.

Those engaged in the construction of the fishway in the Quesnel Lake dam have returned and report that very few salmon were seen in the Quesnel River, and none were females.

Mr. G. I. Wilson, Mr. R. Welch and Messrs. Evans, Coleman & Evans, all of this city, and formerly associated with the B. C. Packers' Association, are acquiring a number of canneries by lease, to date from May 1 next. Next year is that of the big run, and they are preparing for it. The first secured has been that of the Washington Packing Co., at Bellingham.

### NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,  
St. John, N.B., Nov. 7, 1904.

WITH the elections well over it is expected more interest will be taken in business. October was a quiet month. The fact that lumber interests are so depressed is a large factor in the general condition. At this season large quantities of provisions usually go into the woods but this Fall business in this particular has been light. On Prince Edward Island the agricultural situation this Fall is not good. This does not help the general situation. It must not be thought, however, that there is any serious depression. Many report a heavy Fall business and a generally strong market leads to a feeling of confidence. The advance in sugar has been the chief feature of interest in business during the week. Spices attract considerable attention at this season. Cloves are still high. Pepper is firm and tends upward. Ginger and



## Thanksgiving Day

When the son and daughter return to the old home how delightful is the cup of tea the mother serves! "Good tea, Mother," says the son; "What delicious tea," the daughter; and the mother says, "Yes, it is

## Blue Ribbon Ceylon Tea

Don't you see why the mother won't buy any other?

The Red Label at 40c. worth 50c. makes good customers.

In building up your Coffee trade it will be well to consider only the best; quality is the primary basis towards your customers' confidence. The use of **CHASE & SANBORN'S** brands insures the best trade.

# CHASE & SANBORN

The Importers, Montreal



Lipton's Teas and Coffees still in the lead in competition with the whole world.

They have again received the highest awards obtainable at St. Louis.

# GRAND Prize

ALSO

GOLD MEDAL FOR PACKAGE TEAS.  
GOLD MEDAL FOR PACKAGE COFFEES.

Why not sell the best? It gives you the same profit as others.

SEE PRICES ON PAGE 76.

MONTREAL      NEW YORK      CHICAGO      TORONTO

# Dates

New  
Hollowee  
New Fard  
New Sair

For Prompt Shipment.

Warren Bros. & Co.  
TORONTO.

SELL

HEINZ

## APPLE BUTTER



We never say to the housewife that our Apple Butter is better than home-made. She might be sensitive. It is, in ninety-nine cases out of a hundred, but we prefer she should find it out for herself.

You might just as well get the profit on the Apple Butter your customers use as let some huckster have it. Call up our nearest Branch or Agency.

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



nutmegs are low. Cream of tartar quite firm.

#### OIL.

In burning oil sales are large. Prices are unchanged. Lubricatings are rather quiet. Paint oils have but a light sale, and there is no change in price. Cod oil is finding a rather dull market. This is a primary point.

#### Salt.

Quite a large cargo of Liverpool coarse salt arrived this week. Stock on hand is not large. There is a fair demand and prices are very firm. In factory filled there is but very little imported at this season. The demand for fine salt is earlier. Canadian fine has a fair sale right through the season. There is very little rock salt used here.

#### Canned Goods.

Corn and tomatoes come to hand slowly. Stocks will be light. Prices which are high are very firm. Peas seem plentiful. Fruits are firm except gallon apples. These are offered low with but a fair sale. Salmon is in good supply. Prices are unchanged. Meats have but a light demand. New oysters are being offered and full prices are asked. In domestic fish, prices are unchanged. Clams gain in demand each year. They are fine goods and should sell even more freely.

#### Green Fruits.

Apples are freely offered. Prices are low. Auction sales are daily held but only second grade stuff is sold in this way. In oranges, Jamaicas have a good demand. Lemons are quiet and quality of stock is only fair. Ontario grapes are low. They have not as large a sale as expected. Malaga grapes have a light demand. Cape Cod cranberries are freely offered. Some natives are seen. Sweet potatoes have just a fair demand.

#### Dried Fruits.

Business is very active. New goods are arriving freely. Malaga and Valencia raisins, peel and figs are all here. Prices show little change from last year. In seeded California raisins several cars have arrived. Loose Muscatels are daily expected. Prices of seeded are low. New prunes are not yet here and prices are low, but 90-100s are now held at a premium on the coast of half cent as compared with the larger sizes. Evaporated apples are easy and demand is but fair. Onions are rather higher. There is quite a range in price and quality. New peanuts are quoted. Prices are lower than have ruled. Shelled

There may be **Beans** on the market which can be bought for less money, but there are none which can give the satisfaction to a customer that

## CLARK'S Pork and Beans in Chili Sauce

always has and always will.

No saving by buying cheap goods will repay you for a dissatisfied customer.

### HANDLERS OF FINE GROCERIES!

## Setna's CHUTNEYS

are the finest goods of this kind manufactured—your particular customers will relish them.

Guava Jelly —Pts. } These goods stand at the head of  
Mango Sauce —Pts. } all similar goods and are a revelation — quality finest.

ASK FOR QUOTATIONS.

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

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS

# COCOA

## SATISFIED CUSTOMERS

Is one of the best ads. we want. It is our constant aim to place before our customers the very best values obtainable. The results have been most satisfactory to us as well as to our customers, judging from the number who are taking advantage of our offerings.


We expect a large shipment of Fancy Table Raisins and New Shelled Almonds to reach us this week per SS. "Jacona." Ask for our prices.

The R. & J. H. Simpson Co.,  
WHOLESALE GROCERS AND TEA IMPORTERS,  
Guelph, Ont.



**OUR METALLIC  
CEILINGS AND WALLS**

Are both artistic and serviceable.  
Popularly used by practical people  
everywhere.



Easily applied—most moderate in  
cost—fire-proof, sanitary and won-  
derfully durable—with countless  
designs to select from.  
Write us for booklet telling all about them.

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

**Butchers, Merchants and Hide  
Buyers**

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

**\$ SIGNS \$**

Mr. Merchant, are you awake to the appearance of your Store? Have you got your Name up properly? Do you realize that the best Advertising Medium in the world is advertising where you have the goods to sell? We can supply you with Signs that will advertise you, sell goods, and brighten up your Store. We make everything from the smallest Show Card to the largest Sign.

**The Martel-Stewart Co.**  
681-685 Craig Street, - Montreal.

almonds are lower but the tendency is again to higher figures.

**Sugar.**

Holder of stocks are buoyant and the stock held is quite large. Price has advanced twenty cents during the week and market is firm. Quite a quantity of English sugar has been bought. The tariff situation is unsettled.

**Fish.**

The high prices still rule. Dry codfish are very high. This has tended to create a fair demand for pollock. Pickled fish are also held at full figures. Some Canso and Yarmouth herring are offered. In smoked herring there is a fair supply and compared with a few months ago prices show a decline.

**Flour and Feed.**

In flour, full prices are held. There is a good business. Feed shows but a fair sale. Oats are quite firm. Oatmeal remains unchanged. The large sale of breakfast foods affects the demand. Cornmeal is quite high, some think too high. Beans are unchanged and there seems a tendency to shade prices. Barley is in limited demand. Peas are scarce.

**Provisions.**

There continues to be a very light sale for barreled pork. Local packers are offering quite freely and prices are low. In beef prices are rather firm with, however, but little business. Smoked meats hold quite firm. Pure lard is rather higher. Refined is slightly lower and is now well below pure lard. In fresh meats there is but a fair business. Beef keeps low but retailers make little or no change in prices. Lamb is still freely offered. Mutton is dull. Veal shows fair value. Pork low.

Mess pork, per bbl.	\$16 00	\$18 00
Clear pork "	17 00	20 00
Plate beef "	13 00	14 00
Mess beef "	10 50	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 05 1/2	0 07
Hams "	0 12	0 13 1/2
Rolls "	0 10	0 13
Lard, pure, tubs "	0 08 1/2	0 08 1/2
" pails "	0 08 1/2	0 09
Refined lard, tubs "	0 08	0 08 1/2
" pails "	0 08 1/2	0 08 1/2

**Butter**—There is but a light stock. Prices are firmer. Good butter is in demand.

Creamery butter	0 20	0 22
Best dairy butter	0 17	0 19
Good dairy tubs	0 15	0 16
Fair	0 12	0 14

**Eggs**—The price continues to advance slowly. Fresh eggs are high.

Eggs, hennery	0 22	0 24
case stock	0 20	0 21

**Cheese**—There is a fair supply. Prices are firmly held. Twins have local demand.

Cheese, per lb.	0 10	0 11
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**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

**GROCERY BUSINESS WANTED.**

**WANTED**—Grocery business in Toronto; stock and fixtures; worth about \$600. Address Box 194, CANADIAN GROCER, Toronto. (45)

**TENDERS FOR GROCERY STOCK.**

**TENDERS** will be received by the undersigned, up to the 3rd day of December next, for the sale of a stock of groceries, provisions, stationery, etc., lately managed by the late Archibald Butter, of Priceville. The stock lists, which can be seen with the undersigned, amount to \$827.43. The highest or any other tender not necessarily accepted. Terms of sale, \$100 on acceptance of the tender and balance within 10 days when stock will be handed over. Send sealed tenders to Sarah R. Butter, Priceville. (49)

**FOR SALE.**

**FOR SALE**—First-class family grocery; established 14 years; prosperous city; stock and fixtures under \$2,000; yearly turnover \$25,000; easily increased; must be sold; owner's health failed. Apply Box 196, CANADIAN GROCER, Toronto. (47)

**AGENCIES WANTED.**

**COMMISSION AGENT** with A1 connection in Montreal and district, is open for a few extra lines in grocers' sundries; able to give satisfaction to principals. Address L.L.S. Box 195, CANADIAN GROCER, Montreal. (51)

**FOR SALE**—Old established combined 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.

**BUSINESS CHANCES.**

**WANTED**, a purchaser for small manufacturing business, capital required about \$5,000.00. Present owner would take an interest in the business with a reliable man. The present owner's reason for selling is other business takes up all of his time. Address box 191 Canadian Grocer, Toronto. (46)

**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)



# Window and Interior Displays

Timely Hints  
and Suggestions

## Mechanical and Electrical Effects.

**B**Y the use of a small motor there are innumerable displays of a spectacular nature that will work wonders in advertising a business, and will prove of unending interest to the passersby. The crowd never tires of a mechanical display, and there is such a wide range of ideas available that novelty can always be a part of the window. The effect need not be of an elaborate nature, nor should the motor be in constant use; its efficiency as a feature of the display will be much increased if it is varied with ordinary arrangements. The average window dresser considers such a mechanism as entirely beyond his means, but the cost is not as prohibitive as might be supposed. A quarter horse power is ample for an ordinary moving display, and even less may be found sufficient; a half horse power will run any effect desired. The cost depends upon the current used, alternating or direct, the latter being about three-quarters the price of the former. The alternating current is now, however, most used. For this a good  $\frac{1}{4}$  horse power motor should cost about \$80, 1-3 horse power \$90, and  $\frac{1}{2}$  horse power \$105; but motors of less trustworthy construction can be obtained for considerably less money. The same power with direct current would cost about \$60, \$70 and \$80, respectively. In addition to the motor there are necessary only the belting and a few pulleys.

If the expense of a motor is too great, or there is no electrical connection, the window dresser can set up a water motor that will cost him only a few cents and will give good satisfaction where not too great power is desired. In some place out of sight and near at hand (the cellar is preferable as it is nearest the window) place two barrels, one filled with water on a table or elevation above the other. The water runs through a small hole onto a water wheel fixed on an axle in the lower barrel. By connecting by means of a belt a small wheel on the end of the axle with the object to be moved in the window, the apparatus is complete. A simple revolving platform can be made of a tireless bicycle wheel fastened in the window floor by its axle. A belt wound around the rim and connected with the water wheel will easily turn quite a heavy load. This motor

can be made more powerful by placing one of the barrels upstairs and connecting it with the water wheel downstairs by means of a tube or pipe, the extra fall of the water accounting for this. A water wheel under a tap will generate good power and remain in action for any time. The barrel will supply the power for some hours without refilling.

Many windows can be greatly improved by fixing colored or frosted incandescent bulbs through the display. The effect is exceedingly good, and the cost small, after the initial expense. In wiring for such a window care must be taken that the insulation is perfect, otherwise fire is apt to break out, and

home grapes hanging down in bunches.

The background is composed of closely gathered olive green satine, which is fastened to the edge of roof, and hangs down the full length of the six feet of the back. Each side is white cheese cloth draped with grape vine attached and a small bunch of wheat on one side and oats on the other, tied with white and pale purple ribbon respectively. Suspended from the very top to centre and back of the background are streamers of white and pale purple ribbon.

In the centre of window against the background are two pillars 8 inches in diameter and 3 feet high, on which is resting the sign in a gilt frame, white mat and black paper with white let-



Thanksgiving Window—Dressed by J. C. Whitesides for Fred Carne, Jr., Victoria, B.C.

the insurance would be hard to collect. All lights before the eyes should be colored or frosted to prevent a blinding glare.

Even the moving figures which are set going by winding are serviceable for a change, and are so inexpensive that a half dozen can be purchased for very little money. Such schemes have not the favor they once had, but their adoption is not at all objectionable at times.

## This Week's Illustration.

This window was dressed by J. C. Whitesides for Fred Carne, Jr., Victoria, B. C. The roof is a lattice work of puffed cheese cloth, and suspended from it is a natural grape vine with the

ters, "Our Thanksgiving, 1903." Between the pillars to the front is a box covered and surrounded with white cotton batting forming a mound recovered with puffed white cheese cloth and surmounted with another covering of green satine, similar to the back. Standing on the top is a large doll size of a big baby draped in white, with the ribbons of a sign in hands with the words: "Everything for Thanksgiving Dinner."

The goods displayed were placed on different colored plates, starting with canned soups and on down to fruit, wines, whiskies and everything dainty that could be wished for, with price tickets on nearly all. On the floor on background were vegetables that were on exhibition at the fall fair.

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We beg to advise the Grocers of the Dominion that we are making the finest

# MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

**COWAN'S COCOA** (Maple Leaf Label) Absolutely Pure.

**THE COWAN CO., LIMITED, TORONTO**

CANADA:  
No better  
Country



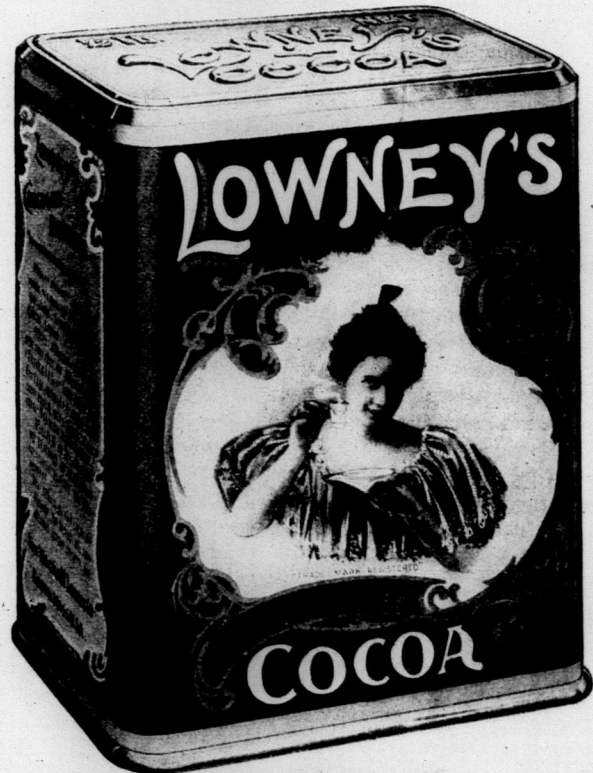
MOTT'S:  
No better  
Chocolate

## A VERY LARGE MAJORITY

of Canadian consumers prefer Canadian made goods if satisfied that the quality equals imported lines. Try MOTT'S Chocolates. They equal the best.

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

SELLING AGENTS:  
J. A. TAYLOR, R. S. MCINDOE, JOS. E. HUXLEY  
MONTREAL. TORONTO. WINNIPEG.



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

**THE WALTER M. LOWNEY CO., - - Boston, Mass.**  
Canadian Branch, 530 ST. PAUL ST., MONTREAL.

## Your Customers' Health

is a matter of interest to you. Sick people's accounts are hard to collect. If you hear a cough suggest at once that best of Cough Remedies -

### MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

The most successful remedy for Coughs and Colds.  
Mathieu's Nervine Powders are a safe cure for Headaches, Neuralgia, Fever with or without colds.

**J. L. MATHIEU CO., Limited, Propr's, SHERBROOKE, P. Q.**



# KEEP IN MIND

when buying condensed goods, milk, coffee, etc., that you should be satisfied you are getting the best.



## “Reindeer” Brand

condensed preparations are absolutely reliable, every tin guaranteed.

DO YOU KNOW —

there is a good trade for an unsweetened condensed milk. You can get this in

## “Jersey” Cream

It contains no sugar.



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

### Avoid Pitfalls

Do not allow yourself to be misled into buying jams and marmalades of doubtful quality and of no reputation.

## Southwell's

### Jams and Marmalade

are time-tried—are standard in England, and matchless in Canada. Order them from your wholesaler.

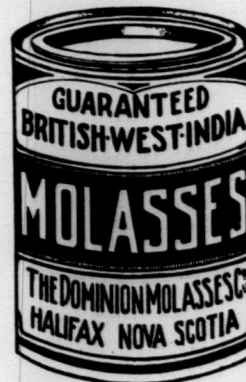
Canadian Agents

## Frank Magor & Co.

403 St. Paul St., MONTREAL

# MOLASSES

2 lb.



5 lb.

3 lb.

10 lb.

Finest quality West India Molasses in cans.

For samples and prices write to

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without hesitation no matter where you live. Our Soda Biscuits do not cost you a cent more for freight than do those of other makers. It is purely a matter of business with us.

## PERFECTION CREAM SODAS

are decidedly too good to be confined to a small section of Ontario. They are sold to-day all over Canada and the demand grows with their use—so good are

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TORONTO, ONT.

### FROM THE LAND OF THE MIKADO

JUST now, with the eyes of the world fixed upon Japan and her valorous fight for national existence, it is interesting to hear from one of her prominent business men. Last week one of The Grocer's Montreal representatives had the pleasure of a chat with Mr. V. Nakamura, head of one of the largest tea growing, manufacturing and tea firing companies in Japan. Mr. Nakamura was unable to speak English and the conversation was carried on through the courtesy of Mr. Shaw T. Nishimura, who represents this company in Canada. It is high-grade teas that Mr. Nakamura grows and manufactures. His headquarters are at Haibara, Shizouka, 150 miles from Yokohama inland, and he has a branch at the latter place, by means of which he keeps in touch with the tea planters of the country. In addition to running his own extensive business, from which is produced about one-fourth of the total quantity of tea exported, Mr. Nakamura has found time to be a director in the Toyo Co., also represented in Canada by Mr. Nishimura; he is also president of the Yen Yo Bank, and a director of the Agricultural and Industrial Bank at Haibara.

He has just returned from the St. Louis Exposition, where Japan tea received the Grand Prix, and his table sauce (something like Worcester of England and called Shoyu) won the gold medal, or as the Japs call it, a "Kim-pai." This sauce they claim to have invented long before the best English sauces were on the market. The same sauce, which is manufactured by Mr. Nakamura, took the grand prize at Paris Exhibition.

In his opinion the war had not interfered with things in general in Japan. The reason that the tea production has fallen off about four million pounds was because poor prices have been current for export, and the farmers have devoted their land and time to rice growing this year. Mr. Nakamura referred to the present season in Japan as very pleasant. It would be comfortably warm and laborers would be busy cropping the rice. The Japanese people are most appreciative of the British and Colonial sympathy in their war struggles, and Mr. Nakamura remarked that it was a little flattering to call them the Britain of the Orient. He has just visited Boston, New York and Chicago, and at these points he noticed a distinct increase in the consumption of high-grade teas. The same change would likely reach Canada very shortly. He believed that Japan tea would continue to be cheap because the machinery and modern methods which were being con-

tinually introduced lessened the cost of production.

Referring to the tea export duty which had been proposed, he thought that when the Government assembled at the end of November the subject might come up, but it would entirely depend upon the circumstances whether such a tax was imposed. He, with hundreds of other prominent merchants in Japan, believed that the economy of the Mikado and his Ministers would preclude any necessity of a tax on tea. Further, he had the assurance that many other articles would be taxed before tea was touched, owing to the fact of the immense export trade done in this commodity. The total export of tea amounted to over forty millions of pounds, while the home consumption was something enormous. According to his observations of trade possibilities (by reasoning from an experience based on the life of his father and his grandfather, who were both engaged in the tea business) the trade in Japan tea will be greater than it ever was. Mr. Nakamura will be in the country about ten days prior to his trip to the coast and then home.

### MARKET NEWS FROM TRINIDAD.

ACCORDING to latest reports received from Gordon, Grant & Co., Port-of-Spain, Trinidad, dated October 20, the market in bread-stuffs is quiet and steady, with flour of all grades in light supply and stocks generally exceedingly moderate. There is a decidedly better feeling in hog products, but the demand is restricted and values in consequence unchanged. Last receipts of codfish, consisting of 500 casks, by American and Canadian steamers, have temporarily supplied requirements, but as stocks previously were nearly exhausted, the position continues healthy. The next Canadian boat brings but a very small quantity so prices may be expected to be maintained if not still further advanced. Good split herring are wanted and medium and large mackerel would also sell to a limited extent. The exceptionally dry, hot weather ruling at the present time will, if it continues, undoubtedly retard the ripening of the cocoa pods and seriously affect prospects for the coming crop. The cultivation of Venezuelan cocoa is reported to be suffering also from lack of rain. Advices from Venezuela indicate that the production of Balata is much curtailed and shipments cannot be of any magnitude until prices in foreign centres again reach a level to encourage attention to the gathering of the article.



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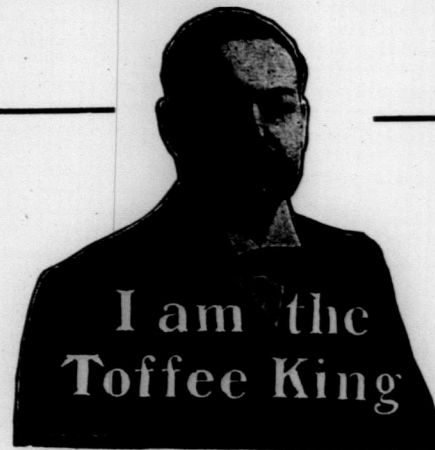
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**Canadian Swiss Trading Co.**

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XAVIER STREET, **MONTREAL.**



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

**A MARKET FOR CANADIAN BLACK CURRANT PULP**

By H. Watson, London, Eng.

THE consumption of jams, jellies and similar preserves in the United Kingdom is very large. The demand for certain fruits being in excess of the quantity grown at home, considerable importations are made from abroad. When practicable, fresh fruits are purchased, but the exigencies of transportation and other reasons render it necessary that a certain proportion of such fruits reach the British market in the form of "pulp." As an indirect result of previous reports on the general features of this trade, Canadian fruitgrowers and canners have been enabled to ship raspberries to the United Kingdom upon several occasions. In many years, however, when crops in Great Britain are large, prices are too low to be profitable to Canadian shippers and the trade in raspberry pulp is attended with great uncertainty. Representations have, however, been made from several quarters that Canadian fruitgrowers would more advantageously direct their attention to the possibility of developing a trade in black currants. An endeavor has, consequently, been made to obtain some definite and reliable details upon the subject, more particularly because black currants can be grown to great advantage in many parts of Canada, the present acreage being limited simply because the domestic demand for black currants is comparatively small.

**DEMAND FOR BLACK CURRANTS**

Black currants, it may be mentioned, are not only used largely by jam manufacturers, but there is also a considerable consumption for the production of cordials, essences and similar purposes. One large firm hazards the opinion that the amount of black currant pulp used by jam makers alone would approach from 1,600 to 1,700 tons. A considerable proportion of this is imported from abroad, either fresh or pulped, but as the customs does not separate black currant from other varieties of fruit-pulps in the trade returns, no figures are available from that source. Speaking generally, there would appear to be a considerable quantity of black currant pulp imported annually, and several firms state definitely that there is usually a good demand for good whole fruit—black currant pulp packed in the approved style. The demand, it should be emphasized, is for "whole fruit," and any arriving in a mashed up condition would realize very inferior prices. The packages commonly used for continental pulp is the 5 kilos tin, packed 10 to the case, and many firms recommend this as the most suitable. One large firm, however, speaks very highly of the square 15-lb. can used by the Australian ship-

pers of fruit pulp as being excellent "travellers." These are packed four to the case, separated by cross partitions so that each can lies in a nest so tightly that shaking about and bruising is almost impossible. The cost of packages being often a considerable item, any means of decreasing this expense deserves the fullest consideration. An inquiry made as to the possibility of shipping the pulp in casks has, however, elicited the unanimous opinion that casks and barrels are unsuitable, as the fruit would be almost certain to sustain damage in transit, and the suggestion is, therefore, condemned.

**PRICE.**

Having ascertained that there exists a pretty regular demand for black currant pulp, the next important feature is the question of price. In exceptional years like 1903, when the fruit crops failed almost everywhere, phenomenal figures were paid. The information essential for the Canadian shippers, however, is whether the average price realized for black currant pulp in this market would be generally of a profitable nature. One dealer says that before disease attacked the English crops fresh currants could be bought at as low as £12 (\$58.40) to £16 (\$77.87) per ton. Another jam maker considers 24s (\$5.83) to 26s (\$6.32) per cwt. (112 lbs.) a fair average value both for fresh fruit and pulp. Against this, prices were as high as from 50s (\$12.15) to 55s. (\$13.36) and even up to 60s (\$14.58) for best quality fruit.

One large dealer in pulp considers that in recent years the average value has varied between 40s (\$9.72) and 50s (\$12.15), and regards this as a good basis. Another important firm which handles a great quantity of fruits and pulps and is very conservative in its ideas states that until the disease is stamped out Canadians would be safe in planting for this market and can rely upon realizing between 28s (\$6.80) to 33s (\$8.02) per cwt. (112 lbs.), c.i.f., for good whole fruit pulp.

As a result of thorough investigation the general opinion in Great Britain at the present time seems to be that the prospects for Canada building up a profitable export trade in black currant pulp with Great Britain are favorable, provided only Canada can supply black currants of the quality and in the form required by the British market. Prices named above are in shillings per 112 lbs. cost, freight and insurance, to London or other ports.

As a rule importations of fruit pulp are actually made by merchants and brokers from whom the jam makers obtain supplies as required. Among the



November 11, 1904

GREEN FRUITS

The Canadian Grocer.

numerous English firms interested in black currant and other kinds of fruit pulps may be mentioned:

H. & T. Walker, 41 Eastcheap, London, E. C.

John Idiens & Sons, Evesham and 84 Leadenhall street, London, E. C.

Duhamel & Co., Plough Yard, E. C.

W. E. Aylevin & Co., 46 Feuchurch street, London, E. C.

Anderson & Coltman, 5 Philpot Lane, London, E. C.

Any of the above invite correspondence from Canadian producers or shippers.

#### Violates Fruits Marks Act.

An action was brought against a prominent fruit grower of Lytton, B.C., last week, by the Dominion fruit inspector, for violating the Fruit Marks Act. The case in point was that on Sept. 10 the grower sold 40 boxes of Bartlett pears marked XXX, which mark represented the highest standard of excellence of fruit. At the same time the boxes were not marked with the name of the variety as required; the fruit was not uniform in size, was bruised, and showed a fungus growth called scab.

An organized effort is now being made to enforce the law with reference to the correct designation of all fruit grown in British Columbia, and in regard to the proper packing of the same. This is of prime importance if British Columbia fruit is to hold its high standard in the market, since a single shipment of imperfect fruit designated as high-class, or of fruit so packed that it will not stand shipment, will often close the market of an entire district to growers in the locality whence it is shipped.

#### Use Gallon Apples.

Few people know how to use gallon apples; if they did, they would not waste so much time and money on green fruit, as gallon apples are already prepared for use, and only require opening the can, pouring the fruit into a serving dish after removing the water, and covering it with a hot syrup made from granulated sugar to suit the taste. They are ready to be served as soon as the syrup has had time to permeate the fruit. For pies, the quarters are sliced and treated the same as in making green apple pie.

#### Fruit Notes.

The first shipment of new Hollawee and Sair dates arrived in Toronto Wednesday last.

The fruit and confectionery business of J. E. Orange, Crystal City, Man., has been purchased by W. Richard and H. Colter.

## FOR THANKSGIVING

### FLORIDA ORANGES and GRAPE FRUIT

OUR SEAL BRAND FLORIDAS ARE THE FINEST PACK. RIPE, HEAVY, AND JUICY.

Malaga or Almeria Grapes

OUR STOCK IS WELL SELECTED.

Cape Cod and Late Howe Cranberries

LONG ISLAND NATIVE OYSTERS.

RUSH ORDERS Promptly Attended To.

WHITE & CO.,

Wholesale Fruit and Produce,  
64 Front St. East,

TORONTO.

W. B. Stringer  
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2 and 1

'Phone Office  
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2 brands of LEMONS and 1 brand of ORANGES that will always please your customers. Ask your dealer for them.

LEMONS—"ST. NICHOLAS," Ex. Fancy; "KICKING," Ex. Choice.

ORANGES—Sweet Sonora "STAR" Brand Mexicans.

61 Front St. East  
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W. B. STRINGER & CO.

Agents  
Fruit & Oysters

## Diamond Brand MAPLE SYRUP

High Grade Moderate Price  
All Wholesale Grocers

## 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.

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Mail Orders.

HUGH WALKER & SON

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This design a guarantee of quality.

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ALL GRADES, AND BEST OF EACH  
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

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## DRIED APPLES

BRIGHT, DRY STOCK  
WANTED.

O. E. ROBINSON & CO.  
INGERSOLL

Established - - 1886

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

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## Dried Fruit

cleaned and renovated by the  
latest improved machinery  
and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

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Tel. Main 776.



**The BEST Grocers**  
—SELL—  
**The BEST FLOUR**



**Proven Best by Daily Test**



# FLOUR AND CEREAL FOODS

## The Grain Situation.

**T**HE very heavy eastward movement of grain from Manitoba and the Northwest Territories continues. During the month of October 9,074 cars of wheat went to the lake front, or roughly speaking, 9,074,000 bushels. This is 785 cars more than for October, 1903. Considering that farmers did not deliver grain at the elevators as early as they did last year by two weeks, owing to the lateness of the season, the forward movement so far has been exceptional, the railway companies in the west apparently straining every nerve to keep grain on the way and prevent blockade. The general impression seems to be that the railway lines have never before given such an efficient service at this season. At the same time the fact remains that there are abnormally large stocks of wheat in store at Fort William and Port Arthur, simply because the facilities for transportation by water are inadequate. This drawback is having more or less of a tendency to demoralize trade.

The scarcity of cars is altogether a more serious matter in Ontario, where much difficulty is being experienced in moving grain from such shipping ports as Point Edward and Goderich. As an instance may be cited the fact that grain ordered for shipment a month ago from the former port has not yet reached Toronto. As a result several Ontario flour mills have been obliged to close down temporarily.

The grain market continues firm but steady, with prices of Manitoba Northern No. 1 a shade easier than a week ago, and prospects pointing to a continuation of the present firm situation, and perhaps a further hardening in the market. Some flour exporting is reported for the week, notwithstanding the fact that export prices are not much above the level ruling at home, the reason being that Canada has at present more than sufficient flour to answer domestic requirements. Speaking generally of the western grain crop, besides a splendid asset of 60,000,000 bushels of wheat there remains to be considered 50,000,000 bushels of oats, 10,000,000 bushels of barley, and splendid crops of potatoes, flax, rye, and vegetables. Manitoba and the Territories will easily sell \$10,000,000 worth

of live stock, and will have an agricultural round-up aggregating nearly \$90,000,000 for about 60,000 actual farmers.

So much better did Western Canada fare this year than the northwestern Spring wheat states that the farmers of Northern Minnesota desire to have the duty on seed wheat from Canada remitted, else they will have trouble next year in getting good seed for their fields.

The quality of the Ontario grain collected so far is, generally speaking, below that of last year. Wheat is small in the kernel and weather beaten. Barley is a shade lower in color and oats not as bright as usual. Peas and buckwheat, on the other hand, are improved in quality, the former being freer from weevil.

### THE VISIBLE SUPPLY.

	Nov. 7, 1904.	Nov. 7, 1903.	Nov. 8, 1902.
Wheat.....	28,362,000	25,155,000	36,098,000
Corn.....	2,388,000	7,776,000	2,790,000
Oats.....	24,563,000	9,245,000	7,632,000
Rye.....	1,557,000	1,077,000	1,272,000
Barley.....	6,149,000	4,938,000	3,520,000

During the past week wheat increased 1,867,000 bushels; corn decreased 661,000, and oats increased 564,000. Last year wheat increased 2,939,000.

### WORLD'S SHIPMENTS OF WHEAT.

	Nov. 7, 1904.	Nov. 9, 1903.	Nov. 10, 1902.
America.....	1,482,000	4,340,000	5,715,000
Argentina.....	872,000	40,000	.....
Australia.....	432,000	.....	.....
Danube.....	180,000	378,000	952,000
India.....	2,488,600	1,440,000	704,600
Russia.....	5,168,000	2,728,000	3,088,000
Total.....	10,602,000	9,524,000	10,459,000

According to Beerholm's latest London list, the final estimate of the wheat crop of the United Kingdom is  $1\frac{1}{4}$  million quarters less than last year. The quality and natural weight, however, average far higher and it is probable that of this year's crop at least 4 million quarters will find their way to the mills as against  $4\frac{1}{2}$  million a year ago. Liberal supplies and large shipments to Europe have combined to bring about general indisposition to buy wheat, in spite of the extraordinary position in America, where the markets appear to be following an entirely independent course. At present the trade would seem to be somewhat perplexed by the great possibilities in the American position, and the probability in Argentina, where crop conditions, according to latest cable advices, were favorable. It will, however, be several weeks before a definite idea of the Argentine crop can be formed. For the immediate

period supplies are so ample that buyers are difficult to move from their present waiting position.

In France the quantitative shortage in wheat is largely compensated by the excellent quality of this year's grain, which is yielding excellent flour results, thus lessening the apprehension that considerable imports would be necessary to supplement the home crop. In Russia, weather conditions have not been favorable to Winter wheat and rye, of which large areas have been sown.

## Russian Wheat in Great Britain.

THE possibility of a passage at arms within the last fortnight has between Russia and Great Britain. If of all other sizes is good, there is brought more or less prominently before the Canadian trade the prospects of supplying the "Tight Little Island" with sufficient food to keep her going if supplies from the Russian Empire were to be cut off.

The general opinion seems to be that Great Britain would feel the lack of sufficient wheat in the event of hostilities, or in any event if the requisite amount was forthcoming, the shortage, with Russia a non-shipper, would be such as to advance prices noticeably.

Within the past year or so Russia has been perhaps the largest shipper of wheat into Great Britain, particularly since the United States' home demands have been such that, notwithstanding an annual crop of 500,000,000 bushels or so, she is unable to part with any considerable quantity, as compared with her shipments to the United Kingdom in former years.

To-day the Republic is shipping something like one-fifth of what she did a few years ago, the consequence being that Russia and the Argentine have been called upon to make up the deficiency. Last year Russia shipped about twenty per cent. or one-fifth of the total wheat imported into Great Britain, and this year the percentage has been much larger, running all the way from a fourth to a third. It is not at all certain what the Argentine crop will be. Some reports have hinted at a comparative failure, and a small-sized crop would mean no export to speak of, placing Argentina in the same position as the United States.

From this time forward the United States will not monopolize the export





## Wonder Struck

We own right up to it  
—we are surprised our-  
selves at the way in  
which

# Orange Meat

has forged ahead.

We had opposition,  
lots of it. We met it,  
conquered it

The retail grocer  
fought us—didn't want  
any more of these come-  
to-day, gone-to-mor-  
row breakfast foods.

We've kept the grocer  
in good humor, how-  
ever, by sending cus-  
tomers to him, so he  
has quit his kicking.

**Two Sizes, 15c. and 25c.**

*1st size costs \$4.50 per  
case, 36 pkges. to case.  
\$4.40 in 5 and 10 case  
lots with freight paid.*

*2nd size costs \$4.00 per  
case, 20 pkges. to case;  
freight paid on 5 case lots*

Your Wholesaler Sells It

**The Frontenac Cereal Co.**  
Limited.  
**KINGSTON, ONT.**

trade in grain to Great Britain as she has done for many years past. Her acreage can not more than keep pace with the ever growing population, and England must look to other markets. At present Russia and the Argentine, more particularly the former country, are filling in the gap. Now is the time for Canada to assert herself. That dream of Imperial unity which Mr. Chamberlain has laid before the people takes hold when the Empire is placed in the position of England at this very minute. Canada will have 30,000,000 bush. of wheat to export, but what is more significant, she is in a position potentially to supply the whole of the 200,000,000 bush. which represent the requirements of Great Britain every twelve-month.

### U. S. Wheat in Canada.

According to reliable reports a certain confectionery and biscuit firm in Winnipeg has been reduced to the extremity of importing wheat from the United States for manufacturing purposes. The reason assigned is because there is practically no Fall wheat grown in Western Canada. Farmers in Manitoba and the Territories sow Spring wheat almost exclusively, but for some reason or other this wheat does not make the right kind of flour for biscuits, baking too hard and taking too dark a color. Fall wheat flour, on the other hand, seems to answer the purpose exactly.

### To Re-adjust Duty on Breadstuffs.

**A**N effort is being made by American millers to bring about a re-adjustment in the existing customs relations governing the importation of foreign breadstuffs. At the present time grain may be imported into the United States on payment of a duty of 25c per bushel; it may also enter the country in bond but must re-cross the border bushel for bushel in the form of by-products and flour made from the identical wheat.

The chief objection to existing conditions is that it is practically impossible to preserve the identity of wheat throughout the milling process, and that it does not pay to export such by-products as bran and shorts. Accordingly, the American milling industry desires legislation which will admit of such by-products being consumed at home, and also provide for a rebate of duty on exportations of unidentified flour on condition that it is equal in quality to the Canadian wheat purchased; in other words, it wants a law which stipulates that a pound of flour be exported for every pound of wheat imported in bond, but at the same time allows of the local disposition of by-products. It is claimed that this will place the big American

flour mills in a position to import Canadian wheat in bond for purposes of export, as well as to buy outright in large quantities for domestic use.

### Quick Bread-Making Process.

**A**N English journalist by the name of Pickering is credited in a current newspaper item with an invention which entirely dispenses with the customary night work in bread making. The preparation of the dough takes most of the time required in the ordinary baking process, as, after mixing and kneading, it must be left to rise, which requires from four to twelve hours. Mr. Pickering's invention reduces this time to about one hour. No additional plant is required and no extra ingredient is put into the bread, the desired effect being produced by the action of temperatures. The inventor has patented the process, and a company to exploit it, called the Quick Bread Co., has been formed. At a practical demonstration recently given it is said that the flour was made up into dough ready for the oven in fifty-nine minutes, and the batch of twenty-five loaves was produced from the raw flour in two hours and thirty-five minutes. The flour was weighed and the number of loaves compared with the number produced by the ordinary process, and it was found that eight more quarter loaves than usual are produced from a sack of flour.

### Good Bread From Dark Flour.

The Department of Agriculture of the Northwest Territories have issued a pamphlet on the comparative values of the different grades of wheat. One of the most interesting facts brought out in the report is that bread made from some wheat and flour graded low, while dark in color, is of just as good quality as bread of light color.

### Cereal Notes.

J. T. Edwards is erecting a large flour and feed warehouse in Vancouver.

Operations have begun on a grain warehouse at Ponoka, Alberta, for Blain & McKelvey. It is also reported that an elevator is about to be erected at Ponoka for the Alberta Grain Co.

### KENTVILLE BOARD OF TRADE.

At the recent regular quarterly meeting of the Kentville, N.S., Board of Trade, a report from the merchants of the town with one exception showed a much larger business, better cash sales and fewer customers' notes in the bank this year than last. The outlook for Winter business in this section is very bright.



# 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.

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# Shredded Wheat

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## TRISCUIT

### NEW PRICE LIST

#### SHREDDED WHEAT

Per Case, Containing 50 Cartons, \$5.25

" 1-2 " " 25 " 2.75

#### TRISCUIT

Per Case, Containing 30 Cartons, \$3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

# "Enterprise" RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and

Increases the Coffee Trade

Because clerks will try to sell coffee when not compelled to grind by hand

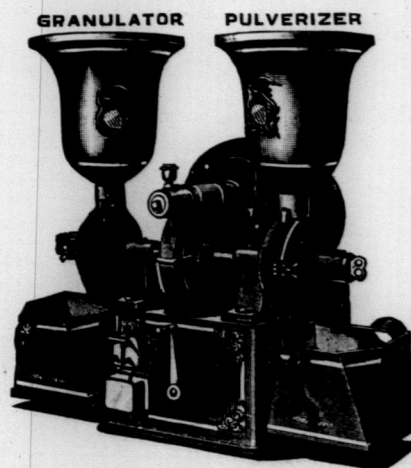
25 to 50 lbs. of Coffee can be ground FOR ONE CENT

Will be furnished for Direct or Alternating Current to suit all conditions

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U. S. A.



No. 08712

Height 51 inches Width 32 inches  
Length 25 inches Weight 320 pounds

#### PRICE ON APPLICATION

Grinding Capacity  
Granulating, 2 pounds per minute  
Pulverizing, 1/2 pound per minute  
Capacity of Iron Hoppers, 6 lbs. of Coffee  
Capacity of Nickel-Plated Hoppers, 7 1/2 lbs.



## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### Tobacco Industry of Canada.

**T**HERE is a Canadian industry that has been but little recognized in the past, says a contemporary, but which possesses possibilities of almost magic import for the future, and which under fair conditions may be made to expand into a veritable Klondyke of wealth, namely, the tobacco industry.

The Canadian farmer who proposes to make a specialty of tobacco raising must consider four important elements in the carrying on of that industry. Firstly, the nature of the soil—including the character of the fertilizers; secondly, the quality and nature of the seeds; thirdly, the time and manner of planting, transplanting and cutting; fourthly, the proper method of curing it, as well as the construction of the drying house and the precautions necessary in the seasoning of the tobacco. These four points are capable of development in all the details that practice constantly suggests, into four volumes of theory. But, in the present instance, unlike in the case of many other industries, the theory is the outcome of practical testing, instead of the practice being the outcome of pure theory. It must be considered that conditions in Canada, especially in regard to tobacco, differ greatly from those that obtain in more southern climates. Under proper treatment and by the exact application of the theory that experience has taught in Canada, we can raise as good, as highly and as sweetly flavored tobacco as the best that grows in Virginia, or in any other section of the American Union, but the sine qua non is a strict adherence to every detail of the rules that practical experience has suggested to those who have made an interested study of the subject.

The first great mistake that the Canadian farmer makes is to attempt to raise tobacco on any kind of soil, regardless of whether it corresponds or not with the requirements of the tobacco plant. To sow tobacco in ground that should be given over to the raising of oats, or wheat, or vegetables, is merely a wasting of the soil and of all the labor put on it. Your ground, which might be profitably used for other purposes, is simply utilized to raise poor tobacco that will command no price, and will only serve to lower the standard of

Canadian tobacco. There are some farms that have not one acre of ground, from end to end, that is suitable for the planting of tobacco. The soil must be dry and high. The space at our disposal will not permit entering into further details, but they constitute a most interesting study. Equally as important as the selection of the soil, is that of the fertilizers. This is a veritable scientific study. No fertilizers should be left on the land longer than eight or twelve hours before being ploughed in; otherwise they evaporate and become injurious instead of beneficial.

The transplanting, from the glass-boxes to the field, should take place during the last weeks of May, so that the plants may have two months and a half to grow and be ready for cutting by the middle of August. In planting there should be at least eighteen inches between the plants and two feet and a half between the rows. These few details are given merely to afford an idea of the exactness with which the rules of practical theory must be followed and to show that it is not sufficient to scatter tobacco at random as you would sow some other products.

Then, when the harvest time comes, it is necessary that the tobacco be cut

in a dry season. If it has rained heavily, it is necessary to wait till the sun has heated the soil again and made it dry, before attempting to cut the plants. And in cutting the ground should be covered with a sheet, a sail, or some such canvas covering to save the leaf from coming in contact with the soil. The tobacco leaf is covered with a species of gum to which sand sticks, and that deteriorates the quality of the tobacco when pressed. The plant should be divided into three. The one culling the tobacco should make four piles; the first for the top leaves, the second for the middle leaves, and the third for the bottom leaves, or those near the root, while there is a fourth pile for the refuse or stems or broken leaves. These piles indicate the grades or quality of the tobacco.

When the crop is gathered in comes the most exact, delicate and important work—that of properly drying or seasoning the weed. It should be hung in bunches from hooks in the roof of a drying-house. These bunches should be far enough apart to allow the air to circulate between them. The house should have ventilating windows whereby the warm air, in sunny weather, may be allowed to enter and the damp air in rainy weather may be kept out. For

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.



## Here it is again:

*1,000 Cigars, assorted as desired, express paid, to any address in Canada. Will take back at invoice price, at the end of three months, any unsold stock.*

The best offer made by any manufacturer in the country. Think of it! You can't possibly lose, and you have three months in which to make money. Cigars pay big profits, and there's not a place with men in it where cigars are not sold. You may do the selling—and make the profits.

Best order **Pebble** for a 5-center, and **Pharaoh** for a 10-center.

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



**B**LOW your own horn. Boy-size blowing suits our modesty. We have been making **T. & B.** Smoking Tobacco for a couple of generations, have made it the king of tobaccos, and are getting our reward.

We thank the grocery trade, the confirmed smokers and ourselves for our good history.

SELL THE 10-CENT SIZE

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



there must be no moisture permitted to dampen the leaves, and yet they must not be allowed to dry up too rapidly. If it were possible to allow a crop to season for two years, it would be worth forty and fifty per cent. more than tobacco that has been fabricated after a hurried drying.

#### Inland Revenue Returns.

The Grocer has received the following returns from the Inland Revenue Departments of Winnipeg, Ottawa, Kingston and Prescott, in regard to turnover in tobacco and cigars for the month of October, 1904:

Winnipeg—Cigars ex factory, \$1,548; cigars ex warehouse, \$2,532.60; manufactured tobacco ex warehouse, \$25,929.51; raw leaf tobacco, for use, \$1,387.15; total, \$31,397.26.

Ottawa—Tobacco, \$3,095.75; Canadian twist, \$6; cigars, foreign, \$180; bonded factory, \$16.91; officers' supervision, bonded factory, \$25; total, \$3,323.66.

Prescott—Foreign leaf cigars ex warehouse, \$150; raw leaf, \$51.40; total, \$201.40.

Kingston—Cigars ex factory, \$507; cigars ex warehouse, \$1,050; raw leaf for use, \$501.92; manufactured tobacco

ex warehouse, \$1,042.50; total, \$3,101.42. Grand total for month, \$38,023.74.

#### Canadian Exhibit at St. Louis.

The Canadian exhibit of tobacco is interesting. The Province of Quebec displays leaves of the 1901 crop with the accompanying statistics that it amounted to 7,655,975 pounds. A case of Queen's Navy chewing plug exemplifies the manufactured article. A large number of cases show the varieties of white Burley grown in the Province of Ontario, also samples of Little Dutch, Zimmer Spanish, Connecticut seed leaf, Blue Prior, Quesnel and Havana seed.

## The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

**J. M. FORTIER, Limited,**  
MONTREAL.

MANUFACTURERS OF

**Cigarettes and Cut Tobaccos**



## The Hunting Season

is short for some kinds of game

For

### McAlpin's Tobaccos

the open season is from 1st Jan. to 31st Dec. These tobaccos pay better than any other make. Why not sell them?

**McALPIN CONSUMERS' TOBACCO CO., Limited, TORONTO.**



## FREIGHTS AND CHARTERS

AS the ocean season of shipping nears its close freights have improved slightly. New charters are quite rare, and now that elections are over considerable interest is being taken in the grain movement from the west.

Freight engagements are reported of Manitoba wheat from Fort William through to Montreal by the all-water route at 5½c per bushel, and by lake and rail at 5¾c, with 6c asked. The rate on corn to Buffalo from Chicago is 1½c per bushel, but this is not important, as little business is done in corn from Chicago to Montreal. The handling of grain by the trunk lines is attracting some attention, because the board of managers of the New York Produce Exchange has adopted the agreement recently proposed regarding the handling of grain by the trunk line of railways.

companies may put together in elevators, warehouses, boats or barges, provided by themselves for the purpose, grain of the same kind and grade, without regard to the ownership, after the same has been inspected and weighed in accordance with the agreement; either receivers of grain or the railroad companies may preserve the identity of the shipment if they so choose. It is also provided that all questions of difference between the New York Produce Exchange or any member thereof, and the railway companies, or either of them, parties to this agreement, growing out of the inspection and delivery of all grain arriving by rail at the port of New York, shall be settled by a private arbitration committee, consisting of three persons.

All this arrangement, if adopted, will be operative just as the ocean shipping

# SWEET CAPORAL



## CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all Leading Wholesale Houses.

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.

### BERTH QUOTATIONS.

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

DESCRIPTION.		Liver- pool	Glas- gow	Lon- don	Bristol	Belfast	Leith	Aber- deen	Dublin	Man- chester	Cardiff	Ham- burg	Ant- werp	Havre	Rotter- dam	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.	8½	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.....	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	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/	30/	25/	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	.....
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	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.

The old agreement has been in force twenty years and was entirely out of date. The new one goes to the trunk line committee for adoption, and will probably be put into effect Nov. 24.

It provides in effect that the regular

season for ocean and lake traffic is ended.

It, therefore, will have its effect upon St. John, Halifax and Portland, where all the leading Canadian steamship lines trade in Winter.

Rates on nearly all commodities have been advanced slightly, owing entirely to the time of year. Lake and rail freights of the Dominion are very copious and profitable at this period.



# CAN YOU WRITE A GOOD AD ?

We make it worth trying.

There are thousands of people in Canada who know a good advertisement when they see it. Most of them have the ability to write a good advertisement—some have the ability, but don't know it.

We want them all to enter this national contest—open free to all—to try and carry off one of the valuable prizes.

In case of a tie, the first ads. received get the prizes, so get YOUR advertisement in as soon as possible. Contest will be closed December 15th, and prizes awarded as soon after as possible.

The successful ads. will be reproduced in this journal with the names of the winners, and accompanied by a special article commenting on the entries, and enumerating the good points of the best of them.

### CONDITIONS OF THE CONTEST :

Advertisements entered may be for any business the contestant may choose. Each ad. entered should be accompanied by a statement specifying what the ad. is intended to advertise, or what results it is intended to secure.

Each ad. must have been written by the contestant, either specially for this contest, or for publication in any Canadian newspaper during the preceding three months.

It shall occupy, or be intended to occupy, a space NOT LARGER than 5 inches, double column.

Illustrations may be used if necessary to illustrate the article advertised, or if thought to make the ad. more result-producing.

Consideration will be shown by the judges to the neatness of appearance of copy, the display arrangement, etc., so that every ad. should be properly laid out the same as you would send it to the newspaper for publication.

All entries will be stamped with the date received, and in case two or more ads. of equal merit are considered better than all others, the one first received will be awarded the prize. So don't delay in entering the contest.

There is no limit to the number of entries to be made by any one person, but no person can secure more than one prize.

Any further particulars may be secured on request, and all communications and entries should be addressed to

**CORRESPONDENCE DEPARTMENT  
CENTRAL BUSINESS COLLEGE  
YONGE AND GERRARD STS., TORONTO.**

## AD-WRITING CONTEST. OPEN FREE TO ALL! 12 PRIZES

**FIRST PRIZE, \$50.00.** Our Complete Course of Personal Instruction in Advertising, including 30 specially printed text books, value \$50.00. Free of all cost. Awarded for the best advertisement.

**SECOND PRIZE, \$25.00.** Any one of the Specialized Courses of Advertising Instruction, including text books, value \$25.00, or, if desired, the Complete Course at 50% discount from regular cash price. Awarded for the second best advertisement.

**THIRD PRIZE, \$10.00.** The Complete Course, or any one of the Specialized Courses, at 25% discount from regular cash prices, value about \$10.00. Awarded for the third best advertisement.

**FIVE SPECIAL CONSOLATION PRIZES,** allowing the winners a special discount of 10% on regular cash prices of any course. Awarded for the five next best advertisements.

**FOUR MORE CONSOLATION PRIZES,** of one year's paid-up subscription to The Canadian Grocer, Hardware and Metal, or The Dry Goods Review. Awarded for the four next best advertisements.

All prizes awarded in the order of merit according to the decision of the judges, which decision is final.

We have special literature concerning the courses offered as prizes which will be gladly sent on request.

### Trade With England

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

#### "Commercial Intelligence"

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

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

# Simplicity

is one of our strong points. Only those who have used our system can testify to its simplicity. Any one can be a book-keeper.

Write for our free illustrated catalogue.

THE  
**Briggs Ledger System Co.**  
Limited  
75 York St., - - - Toronto, Can.

## Who's Your Printer ?

We would like to be. If we were we could save you money. Just let us estimate on your next order and see for yourself.

G. A. WEESE & SON, 44 Yonge Street, - TORONTO.

## ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKay. Address : City Hall, Montreal, Que. Absolutely private treatment.

## Safes and Vault Doors

GUARANTEED FIRE AND BURGLAR PROOF.

### "THE WINNIPEG SAFE"

That's "OURS."

We are the sole distributing agents in Canada for the famous  
**DIEBOLD SAFES and VAULT DOORS**

AGENTS WANTED FOR OUR SMALL HOUSEHOLD SAFES.

**Winnipeg Safe Works**

Office and Salesroom—62½ Princess St.,

Phone 3006.

**WINNIPEG, Man.**



# THE OFFICE END

DEVOTED TO THE  
OFFICE STAFFS OF  
BUSINESS  
ESTABLISHMENTS

## FORMING A JOINT STOCK COMPANY.

A few points of interest to the bookkeeper in changing from a partnership to a Joint Stock Company or in the Amalgamation of Industrial Concerns.

By H. R. W.

FROM the legal point of view, the parties applying for a charter of incorporation must be not less than three, also twenty-one years of age, and may petition the Lieutenant-Governor through the Provincial Secretary for the issue of letters patent.

The provisional directors of a company are usually the applicants for the charter, and constitute a committee, who manage the affairs of the company up to the time of the first general meeting of the shareholders, when a board of directors is elected.

A company may be incorporated under special act, such as banks or mining companies, or by letters patent under the great seal.

In case of amalgamation, the directors of the different companies may enter into a joint agreement to be executed under the corporate seal of each company, prescribing the terms, conditions, the name of the new company, the last word of which shall be the word "Limited," which must be written out in full when the word immediately preceding it is neither "Company," "Club" nor "Association," but when any of these words precede, the word "Limited" may be abbreviated, provided the letters "L" and "D" shall be the first and last letters respectively. The prefix "The" in the name of a company may be omitted where any of the three words mentioned above form part of the name. The use, or rather, misuse, of the word "Limited," has been the source of legal disputes to some extent, and it might therefore be well to call attention to the responsibilities of the directors and officials of a company in this connection. The word must be used on all the letter paper of the company, on the signs, in the advertisements, on the corporate seal, in fact, everywhere the name of the company is used.

Every company, director, manager or officer who knows of the omission of the word "Limited," or of its abbreviated form as before described, and does not comply with the provisions in regard to its use, shall incur a penalty not exceeding ten dollars for each and every offense and may be liable to a penalty of one hundred dollars for a second offense.

With their joint petition for charter the various companies shall deposit with the Provincial Secretary an original of the agreement of amalgamation, the Lieutenant-Governor in Council may then by letters patent confirm such agreement, and from the date of such confirmation the said company shall be deemed consolidated, and the new company shall possess the rights, privileges, etc., of each of the companies so consolidated.

An action pending against any one of the different companies would not abate, nor would the right of creditors be affected in any way by the amalgamation.

If the number of shareholders is less than five in any limited company for a period of six months after the number has been so reduced, every person who is a

shareholder of the company during the time that it so carries on business after such period of six months, and knows the fact, is individually liable for the payment of the debts of the company contracted during such time.

The petition for charter should set forth the objects of the amalgamating companies; should state where the head office was to be situated; the provisional directors, their addresses; the nominal and paid-up capital; the number of shares and the value of each. It must be very specific, as the charter will only be granted for the purposes enumerated in the petition, and the company has no right to go beyond that unless additional letters patent are applied for through the usual formalities.

The proposed name of the company should be as short as possible, and must not conflict with that of any known company.

The Ontario and Dominion acts differ in some respects in regard to joint stock companies. Under the Dominion act one-half the total amount of capital stock must be subscribed before applying for a charter.

Usually after the required amount has been subscribed the company commences business before disposing of the balance, but if no business should be done for three years, the charter will be forfeited.

A company is governed by the laws of the province or state which granted its charter, no matter where it is carrying on business, although a fine or tax may be imposed according to the laws of any other province in which business is being conducted.

If the company's capital has been impaired, the shareholders cannot be held liable for any of the debts of the company provided their stock has been paid up in full; if this is not the case, they are liable for the unpaid portion.

Certain books are required to be kept by law—A copy of the letters patent; a copy of the by-laws which govern the annual meeting; the number which constitutes a quorum; the time of election of directors, their qualifications; transfer of shares, etc.; the names, addresses and calling of shareholders and the number of shares held by each, the amount paid and unpaid on each share; the name, address and calling of directors and date when each became, and ceased to be, a director, and a register of transfers.

These books shall during business hours be kept open for the inspection of shareholders and creditors, who may take extracts therefrom.

An annual statement must be filed on Government forms, for which a fee is charged.

It is necessary that a certain number of shareholders shall be present in order to constitute a meeting, the required number being called a quorum.

If the shareholders at the time of meeting do not exceed ten, the quorum shall be three; if they exceed ten, add to the above quorum one for every additional four up to fifty, and one for every additional ten after fifty.

A few general items of interest along this line will be given in next issue.

*Criticisms and replies to articles which appear on this page may be sent to the MacLean Publishing Co., "The Office End."*



### CHARTERED ACCOUNTANTS' STUDENTS' ASSOCIATION.

THE annual meeting of this organization was held at the offices of the Institute of Chartered Accountants of Ontario, 27 Wellington street east, Toronto, on Monday evening, October 3, at 8 o'clock, Mr. A. G. Ross, president, in the chair.

The following officers were elected for the ensuing year: W. T. Kernahan, C.A., hon. president; F. H. MacPherson, F.C.A., hon. vice-president; A. F. Park, president; G. M. Begg, vice-president; Howard R. Wellington, secretary-treasurer; A. L. C. O'Brien and A. G. Ross, executive committee; G. Noble, librarian.

The report of the retiring president evidenced a most satisfactory condition of affairs and showed that the efforts of the Association to raise the standard of efficiency among the more advanced office men in Toronto had been highly successful.

*Wealth is not acquired by speculation and splendid enterprises, but by daily practice of industry, frugality, and economy. He who relies upon these means will rarely be found destitute.—Success.*

### THE VALUE OF SYSTEM.

THE motto for every successful enterprise to-day should be, and is, to a great extent, "Be Progressive," or, in other words, "keep up with the times in which you live."

The tendency, however, with concerns who have been in business for a number of years, and who are also doing an immense volume of trade, is to stubbornly adhere to the old methods which have been in vogue for the past 50 years, contending that as a certain amount of success has attended their efforts so far, no change should be made. Especially is this the case in regard to office systems.

By adopting an up-to-date system and arranging the accounts in a systematic manner, statistics may be obtained in regard to the business which are simply invaluable to every progressive business man; excessive expenses in certain departments or branches, small profits on certain lines of goods, heavy purchasing, slow sales, may be instantly localized by a systematic arrangement of accounts and records.

There is, of course, in some instances, a possibility of "too much system," but with reasonable care and common sense this may be avoided.

Every new system which is put upon the market should not be adopted, as, in some cases, it will necessitate increasing rather than decreasing the staff of an office, but there are, without a doubt, systems which will produce far more satisfactory results at a greatly reduced cost than the methods now employed by a number of our leading commercial houses.

Conditions have changed wonderfully within the last few years, and office methods and systems must change accordingly to keep up with the new condition of affairs, although it is quite natural for the office man who has been running in a rut for so many years to be prejudiced against anything new along this line.

There are retail merchants running monthly accounts with customers right in our large cities to-day who rare-

ly furnish a bill of goods with a purchase. What satisfaction is there for the customer to have a large itemized bill rendered irregularly, sometimes a month after the goods were bought, with nothing in the way of a delivery slip to check it with?

Suppose the wholesale merchant sent a lot of goods without an invoice. What would the retail merchant say?

Don't use a scrap of paper to take an order on; it does not pay. You will probably lose the memo. of your order and perhaps a customer also.

The cost of duplicate cash sale and charge books is so small that every dealer should use them, and it would be much more satisfactory, both to the dealer and customer.

Don't be too severe on "New Systems," as they are called; each system has been specially adapted to some business to reduce expense and labor, although possibly not suitable for your own peculiar business.

When your attention is called to an error in your work—when it is suggested that you might improve along a certain line of work—when you are advised to do a thing in a different manner from that to which you have been accustomed—don't flare up or go around all day with a long face; it is for your own good. Rather benefit by the suggestions; guard against such errors in future; strive to improve.

*From Bradstreet's:—"Between capital and credit there is always a relative proportion. Capital is the foundation, while character, ability and circumstance govern, qualify and create credit."*

### BUSINESS LOGIC.

A retailer has the following in a neatly printed window card:

I believe in Advertising when I am busy so that I will get continuous orders when business is slack.

### SELF-RELIANCE A GOOD TEACHER.

WE often find that boys who have educated themselves in the country, almost without schooling or teachers, make the most vigorous thinkers. They may not be quite as polished or cultivated, in some ways, but they have something better than polish, and that is mental vigor, originality of method, and independence. They do not lean upon their schooling, or depend upon their diplomas; necessity has been their teacher, and they have been forced to act for themselves and be practical; they know little of theories, but they know what will work. They have gained power by solving their own problems. Such self-educated, self-made men carry weight in their communities because they are men of power and think vigorously and strongly; they have learned to concentrate the mind.

Self-help is the only help that will make strong, vigorous lives. Self-reliance is a great educator and early



poverty is a good teacher. Necessity has ever been the priceless spur which has called man out of himself and spurred him on to his goal.

Grit is more than a match for almost any handicap. It overcomes obstacles and abolishes difficulties. It is the man who makes an opportunity and does not wait for it—the man who helps himself and does not wait to be helped,—that makes the strong thinker and vigorous operator.

It is he who dares to be himself and to work by his own programme, without imitating others, who wins.

*Remember to show courtesy to others, not because they are gentlemen, but because you are one*

**HOTEL DIRECTORY.**

NEIL McCARNEY, PROP. W. C. McCARNEY, MANAGER.

**THE PROVINCIAL**

LEADING COMMERCIAL HOTEL. GANANOQUE, ONT.  
Located in Heart of Business Section. Ten First-class Sample Rooms.

**HOTEL GRAND**

O. F. BAKER, PROP. GALT, ONT.  
First-class accommodation for Commercial Men.

**THE BELL TELEPHONE CO.**

of Canada, Limited

has extended its

**Long Distance Service**

From

**BRANTFORD**

to

**MOHAWK, OAKLAND and SCOTLAND**

Rates may be obtained from any of the Long Distance Toll Stations of the company.

**Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.**

<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>	<p><b>Leading Canadian Accountants and Auditors</b></p>		<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>
	<p>DAVID HOSKINS, F.C.A. Chartered Accountant, Auditor, Financial Valuator. 27 Wellington Street East, Toronto, Canada.</p>	<p>This Space \$15 a Year.</p>	

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>	<p><b>LEGAL CARDS.</b></p>		<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>
	<p>TUPPER, PHIPPEN &amp; TUPPER, Barristers, Solicitors, Etc. Winnipeg, Canada.</p>	<p>This Space \$15 a Year.</p>	

<p><b>Educational Department.</b></p>		<p>The following institutions for the education of business men's sons and daughters are recommended by this paper :</p>	
<p>1889. <b>The Belleville Business College, Limited,</b> Business firms get the best results by applying to us 10 days before vacancies occur in their employ. See Catalogue pages 21, 27, 33, 41. J. A. Tousaw, } BELLEVILLE, { J. Frith Jeffers, M.A., Secretary. } ONTARIO. { President.</p>		<p>TELEGRAPHY SHORTHAND <i>METROPOLITAN Business College</i> - OTTAWA, ONT. - BOOK-KEEPING TYPEWRITING</p>	
<p><b>St. Margaret's College, Toronto</b> A Boarding and Day School for Girls. Thorough courses in every department. Only teachers of the highest academical and professional standing employed. GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON, Lady Principal.</p>		<p>One inch space in this dept. \$45 per year.</p>	



**WALL PAPER.**

**HANGING FLOCK PAPERS.**

By Joseph Dillon.

**T**HE first requisite is, an intelligent paperer one who has had experience in his art, and with sufficient pride in his work to make him aim as near perfection as a mortal may.

The flock itself must be handled with exceeding care, particularly avoiding repeated rolling and unrolling, which has a tendency to crack it and irreparably mar the artistic effect.

The application of the paste should be rapid and thorough, particularly remembering that only the best flour paste, free from various preservative agents, will insure the integrity of the delicate coloring of the flock. I strongly advise making the paste yourselves.

The edges should be trimmed after pasting, as in this way only can we be certain of an even pasting of the surface, without the danger of paste-smearred edges.

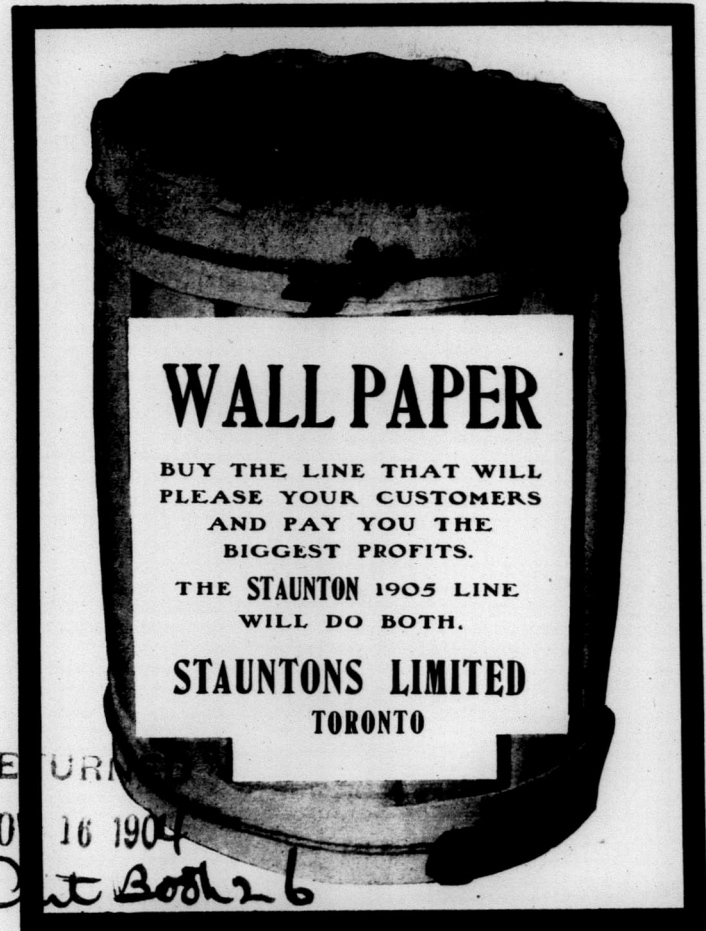
The paper should not be allowed to lie on the pasting board long after the paste has been applied, permitting the moisture of the paste to strike through the ground of the flock, and perhaps producing a permanent stain, but it should be transferred with reasonable rapidity from the pasting board to the wall, which has previously been properly cleaned and lined with good lining stock.

Probably on no one detail will so much of the success of the hanging of a flock depend as upon the careful butting and setting of the edges. Avoid rolling the edges, butt the flock true and flatten with a soft brush; avoid any extra pressure on any one part of the paper and treat all in the same manner. Any paste spots will ruin the work, and no amount of trade juggling will remedy it. Its cure lies in its prevention.

One word more, and you will have the gist of my experience in flock hanging: Avoid the hanging of flocks or any delicate goods in damp weather. The moisture is sure to penetrate the paper, thus preventing the firm grip which the setting paste would otherwise take, leading to the formation of blisters and the separation of the paper edges and causing for the manufacturer of that paper an undeserved complaint. I consider it safe to state that 90 per cent. is owing to defective hanging, and not to the manufacture of the goods.

**MOIRE PAPERS**

The moire papers for ceilings and for wall panels continue to find an extensive sale. Several effective designs are shown by Stauntons Limited, wall paper manufacturers, Toronto, and are extremely decorative. Prices are moderate and allow of a good profit to the dealer. This firm is also showing an extension with corners to match, suitable for panelling for walls and ceilings. Samples of these may be had at any time on application by wall paper dealers.



RE TURN  
NOV 16 1904  
Cut Book 26  
Pages 13

**TO THE RETAIL MERCHANT.**

Why do you sell bulk Soda? These are days of progress.

The enterprising dealer has ceased to figure percentage. Amount of goods turned over, and profit accrued, with economy of time and labor, is his method. A keg of Soda means to the merchant, 100 paper bags, 100 twines, 100 down weights, and the loss of 10 to 12 pounds, with no assurance of quality; since low prices mean cheaper methods of production among manufacturers, and of course inferior products (or Soda.)

Ask your Grocer's traveller for Cow Brand Soda in packages. You save the twine, time, paper bags, and loss of weight. You give your customer a handsome package of Soda, free from lumps, and of assured uniformity in strength. In short, they have the best Soda there is, and both merchant and customer have the satisfaction that always attends the handling of a first-class article.

Sold by all wholesale Grocers in package only.

A request by postal card will bring you some of our Cow Brand Cook Books in French or English, as desired.

JOHN DWIGHT & CO., Manufacturers,  
TORONTO AND MONTREAL.



# WM. BRAID & CO. COFFEE IMPORTERS

## How is your Coffee Trade?

**BRAID'S BEST COFFEE** is increasing in popularity every day because consumers appreciate its merit.

### ARE YOU SWIMMING WITH THE TIDE?

*If not, now is the time to change.*

*Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.*

*Bucking the current has carried down many a strong swimmer.*

**BRAID'S BLENDED COFFEES** are the best for grocers to buy—

**FIRST**—Because they yield him a satisfactory profit.

**SECOND**—Because the quality never varies.

**THIRD**—Because they give the public better satisfaction than any other coffee sold.

*These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.*

**Write us for  
Samples**

**WM. BRAID & CO.,**  
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

## 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.

November 10, 1904.

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	
Found tins, 3 doz. in case.....	3 30	
12-oz. tins, 3 ".....	2 40	
5-lb. ".....	14 00	

W. H. GILLARD & CO.		
Diamond—	Per doz.	
1-lb. tins, 2 doz. in case.....	\$3 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
2 doz.....	12-oz.	3 50
2 doz.....	12-oz.	3 45
3 doz.....	12-oz.	3 40
2 doz.....	16-oz.	4 45
3 doz.....	16-oz.	4 35
1 doz.....	2 1/2 lb.	10 40
1 doz.....	5 lb.	19 50

MAGIC BAKING POWDER.		
Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 80
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
4 ".....	16 ".....	1 85
2 ".....	16 ".....	1 70
1 ".....	2 1/2-lb.	4 10
1 ".....	5 ".....	7 30
1 ".....	6 oz.	Per case
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	



### JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.		Per doz.
Ocean Baking Powder, 1/2 lb., 4 doz. ..	\$4 45	
Ocean Baking Powder, 1/2 lb., 5 doz. ..	90	
Ocean Baking Powder, 1 lb., 3 doz. ..	1 25	
Ocean Borax, 1/2-lb. packages, 4 doz. ..	40	
Ocean Cornstarch, 40 pks. in a case..	78	

ROYAL BAKING POWDER CO.		Per Doz.
Sizes.		
Royal-Dime.....		\$1 00
" 1/2 lb.....		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.		Per Doz.
1 lb.....		\$1 00
6 oz.....		1 50
6 oz.....		2 20
12 oz.....		2 80
12 oz.....		4 25
1 lb.....		5 50
3 lb.....		15 00
5 lb.....		25 00

"VIENNA" BAKING POWDER.		Per doz.
1-lb. tins, 4 doz in box.....		\$2 25
1/2-lb. tins, 4 doz in box.....		1 25
1-lb. tins, 4 doz in box.....		75

BEE BAKING POWDER.		Per doz.
1-lb. tins, cases 4 doz, per doz.....		\$2 25

HOME BAKING POWDER, CO., MONTREAL.		Per doz.
2 doz, case 1/2 lb.....		\$2 40
1 " 1 lb.....		4 75
1 to 5 cases, 5 per cent.		
5 to 10 cases, 10 per cent.		



EAGLE BAKING POWDER.		Per doz.
Cases of 48-5c. tins.....	\$0 45	
" 48-10c. tins.....	0 75	
" 24-25c. tins.....	2 25	
" 48-25c. tins.....	2 25	

"BEE" BRAND BAKING POWDER.		Per doz.
6 oz. cases, 4 doz., per case.....		\$3 50
10 oz. " 3 doz. ....		4 00
16 oz. " 4 doz., per doz.....		2 25

Blue.		Per doz.
Keen's Oxford, per lb.....		\$0 17
In 10-box lots or case.....		0 16
Reckitt's Square Blue, 12-lb. box.....		0 17
Reckitt's Square Blue, 5 box lots.....		0 16
Gillett's Mammoth, 1 gross box.....		2 00
Nizey's "Cervus," in squares, per lb.....		0 16
" " in bags, per gross.....		1 25
" " in pepper boxes, according to size.....		0 02 to 0 10



J. M. DOUGLAS & CO.—Laundry Blues.		Per doz.
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....		per lb. 16c
"Sapphire"—14-lb. boxes, 1/2-lb. pkgs. per lb.....		12c
"Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb.....		10c

Black Lead.		Per doz.
Reckitt's, per box.....		\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz.; or 1 gross, 4 oz.		

JAMES DOME BLACK LEAD.		Per gross
6a size.....		\$2 40
2a size.....		2 50

BORAX.		Per doz.
"Bee" brand, 5 oz., cases, 40 pkgs.....		1 40
" 10 oz., cases, 48 ".....		3 25
" 16 oz., cases, 48 ".....		4 25

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

Brooms.		Per doz.
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 55
" " " " E, 3 ".....		3 30
" " " " F, 3 ".....		3 55
" " " " G, 3 ".....		3 30
" " " " I, 3 ".....		3 55

Cereals.		Per doz.
Wheat OS, 2-lb. pkgs., per pkg.....		0 08
" " 7-lb. cotton bags, per bag.....		0 18
Quaker Oats, 2-lb. pkgs., per case.....		3 00
Tillson's Oats, 2-lb. pkgs., per case.....		3 00

Chocolates and Cocos.		Per doz.
THE COWAN CO., LIMITED.		
Cocos—		
Hygienic, 1-lb. tins.....		\$6 75
" 1/2-lb. tins.....		3 50
" 1-lb. tins.....		2 00
" fancy tins.....		0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.....		0 50
Perfection, 1-lb. tins, per doz.....		2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.....		2 55



BATGER'S

?

If you want a neat,  
convenient and reliable  
Cut Peel,  
Batger's "Machine-Cut  
and Mixed" in  
1-lb. and 1/2-lb. Drums  
is what you are  
looking for.

CUT  
PEEL

AGENTS:  
ROSE & LAFLAMME,  
MONTREAL.




"The man who rests on his oars is apt to be capsized by the breakers."

The grocer who is slow to take up a good thing is not likely to be successful in business. If you are not already handling

## PATERSON'S WORCESTER SAUCE

we would advise you to get in line.

ROSE & LAFLAMME,  
Agents, 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	
" " 8's	0 28	
Ingredients for cake—	Per doz.	
Chocolate, pink, lemon color, lbs.	\$1 75	
Orange, white and almond, 1/2-lb.	1 90	
Confections—	Per doz.	
Cream bars, large boxes	\$2 25	
" " small	1 35	
Chocolate ginger, lbs	3 75	
" " 1-lb. boxes	2 25	
" " wafers, 1-lb. boxes	1 30	
<b>FRY'S.</b>		
Chocolate—	per lb.	
Caracaca, 1/2's, 6-lb. boxes	\$0 42	
Vanilla, 1/2's	0 42	
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29	
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42	
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24	
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24	
Cocoa—	Per doz.	
Concentrated, 1/2's, 1 doz. in box	2 40	
" " 1-lb.	4 50	
" " 1-lb.	8 25	
Homoeopathic, 1/2's, 14-lb. boxes	2 25	
" " 1/2's, 12-lb. boxes	2 25	
Epps's Cocoa, case of 14 lb., per lb.	0 35	
Smaller quantities	0 37 1/2	
<b>BENSCHER'S COCOA</b>		
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.		
1/2 lb tins, 4 doz. to case	per doz.	\$ 90
" " 2 " " " "	"	2 40
" " 1 " " " "	"	4 75
" " 1 " " " "	"	9 00
<b>JOHN P. MOTT &amp; CO.'S.</b>		
R. S. McIndoe, Agent, Toronto.		
		
Mott's Broma	Per lb	\$0 30

Mott's Prepared Cocoa, 1/2 and 1/4 boxes	Per lb.	0 28
Mott's Breakfast Cocoa, 1/2 in boxes		0 40
Mott's No. 1 Chocolate		0 30
Mott's Breakfast Chocolate		0 28
Mott's Caracas Chocolate		0 40
Mott's Diamond Chocolate		0 23
Mott's Navy Chocolate, 1/2 in boxes		0 27
Mott's Cocoa Nibs		0 35
Mott's Cocoa Shells		0 08
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	Per lb.	\$0 38
Vanilla chocolate, 6-lb. boxes		0 47
German sweet, 6-lb. boxes		0 27
Breakfast cocoa, 1/2, 1 and 5-lb. tins		0 43
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes		0 35
Caracas sweet chocolate, 6-lb. boxes		0 37
Caracas tablets, 100 bundles, tied 5's,		
per box		3 00
Soluble chocolate (hot or cold soda)		
1-lb. cans		0 42
Vanilla chocolate wafers, 48 to box,		
per box		1 56

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

**WALTER M. LONEY CO.**

Canadian Branch 530 St. Paul St. Montreal.		
Per lb.		
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins	40c.	
12-lb. boxes, 6 boxes in case, 1-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-lb. tins	32c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins	34c.	
Premium chocolate—		
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	33c.	
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	33c.	
6-lb. bxs., 12 bxs. in case, 1-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-lb. pkgs.	44c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	44c.	
Milk chocolate—		
3-lb. bxs., 24 bxs. in case, 1-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-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-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, op. 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) \$5.6

**Coffee.**

"Bee" brand, 1 lb. tins, cases, 30 tins \$ 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
Kim 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 17

**JAMES TURNER & CO. Per lb.**

Mocha	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13 1/2

**E. D. MARONAU, Montreal. Per lb.**

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

15-year-old Mandehing 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	43c.
" 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	"	15 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40



There can be nothing better than THE BEST  
in any line of goods—

In **STARCHES** there cannot be anything better than  
**Edwardsburg "Silver Gloss" Starch**  
and  
**Benson's "Prepared Corn"**  
because they are acknowledged  
**THE BEST.**

MANUFACTURED BY THE  
**EDWARDSBURG STARCH CO'Y, Limited**  
ESTABLISHED 1858

52 Front St. East,  
TORONTO, ONT.

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-covered and numbered Coupons  
In lots of less than 100 books, 1 kind assorted. 4c. 4c.  
100 to 500 books ..... 3c. 4c.  
100 to 1,000 books ..... 3c. 3c.

**Allison's Coupon Pass Book.**

\$1 00 to 3 00 books ..... 3 cents each  
5 00 books ..... 4 " "  
10 00 " ..... 5 " "  
15 00 " ..... 6 " "  
20 00 " ..... 7 " "  
25 00 " ..... 8 " "  
50 00 " ..... 12 " "

**Cane's Clothes Pins.**

UNITED FACTORIES, LIMITED.  
Clothes pins (full count), 5 gross in case, per case ..... \$0 82  
doz. packages (12 to a case) ..... 0 75  
doz. packages (12 to a case) ..... 0 95

**Cleaner.**



BRUNSWICKS  
**EASYBRIGHT**  
CLEANER  
CLEANS EVERYTHING

Wholesale Agents:  
The Davidson & Hay, Limited, Toronto

**Food.**

**Gelatine.**  
Knox's Gelatines ..... \$16 75  
Robinson's patent barley 1-lb. tins ..... \$1 25  
" " " " 1-lb. tins ..... 2 25  
" " " " 1-lb. tins ..... 1 25  
" " " " 1-lb. tins ..... 3 25

**Food.**

Per doz.  
5 doz., at ..... \$ 1 40  
1 doz., at ..... 1 45

**Jams and Jellies.**

**SOUTHWELL'S GOODS. Per doz.**

Frank Magor & Co., Agents.  
Orange marmalade ..... \$1 50  
Clear jelly marmalade ..... 1 80  
Strawberry W. F. Jam ..... 2 00  
Raspberry " " ..... 1 75  
Apricot " " ..... 1 85  
Black currant " " ..... \$1 56 1 90  
Other jams ..... 1 90  
Red currant jelly ..... 3 75

**T. UPTON & CO.**

Pure Fruit Jams—  
12-oz. glass jars, 2 doz. in case, per doz. \$0 35  
2-lb. tins, 2 doz. in case ..... 1 60  
5 and 7-lb. tin pails, 8 and 9 pails in crate ..... 0 06 1/2  
7 and 14-lb. wood pails ..... per lb. 0 06 1/2  
30-lb. wood pails ..... 0 06 1/2  
Pure Fruit Jellies—  
12-oz. glass jars, 2 doz. in case, per doz. 0 95  
2-lb. tins, 2 doz. in case ..... 1 60  
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 06 1/2  
30-lb. wood pails ..... 0 06 1/2

Home Made Jams—  
1-lb. glass jars (16-oz. gem) 2 doz. in case ..... 1 45  
5 and 7-lb. tin pails, 8 and 9 pails in crate ..... 0 09  
7, 14 and 30-lb. wood pails, 6 pails in crate ..... per lb. 0 09

**BRAND & CO.**

Brand's calf's foot ..... \$3 50  
Real turtle jelly ..... 7 75

**Licorice.**

**NATIONAL LICORICE CO.**

5-lb. boxes, wood or paper ..... per lb. \$0 40  
Fancy boxes (36 or 50 sticks) ..... per box 1 25  
" Ringed " 5-lb. boxes ..... per lb. 0 40  
" Acme " pellets, 5-lb. cans ..... per can 2 00  
" " (fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb. cans ..... per can 2 00  
Licorice lozenges, 5-lb. glass jars ..... 1 75  
" " 20 5-lb. cans ..... 1 50  
" Furity " licorice 10 sticks ..... 1 45  
" " 100 sticks ..... 0 75  
Dulce large cent sticks, 100 in box ..... 1 00

**Lye (Concentrated).**

GILLET'S PERFUMED. Per case.  
1 case of 4 doz. .... \$3 50  
3 cases " ..... 3 50  
5 cases or more ..... 3 40

**Matches.**

UNITED FACTORIES, LIMITED. Per case.  
Surelight (Parlor) ..... \$3 50  
Flashlight (Parlor) ..... 5 75  
Kodak (Sulphur) ..... 3 80

**WALKERVILLE MATCH CO.**

Parlor— 1 case, 5 cases  
Imperial ..... \$5 75 \$5 50  
Best ..... 3 50 3 25  
Crown ..... 1 70 1 60  
Maple Leaf ..... 1 90 1 80  
Knights ..... 4 75 4 50  
Sulphur— 3 90 3 70  
Club

**Mince Meat.**

Wetthey's condensed, per gross net ..... \$12 00  
per case of doz. net ..... 3 00

**Mustard.**

COOLMAN'S OR KERN'S.  
D.S.F., 1-lb. tins ..... per doz. \$1 40  
" " 1-lb. tins ..... 2 50  
" " 1-lb. tins ..... 2 00  
Durham 4-lb. jar ..... per jar. 0 75  
" " 1-lb. jar ..... 0 25  
F. D., 1-lb. tins ..... per doz. 0 85  
" " 1-lb. tins ..... 1 45

**E. D. MARCEAU, Montreal.**

"Condor," 12-lb. boxes—  
1-lb. tins ..... per lb. \$0 35  
" " 1-lb. tins ..... 0 35  
" " 1-lb. tins ..... 0 32 1/2  
4-lb. jars ..... per jar 1 20  
1-lb. jars ..... 0 35  
Old Crow," 12-lb. boxes—  
1-lb. tins ..... per lb. 0 25  
" " 1-lb. tins ..... 0 22 1/2  
" " 4-lb. jars ..... per jar 0 70  
" " 1-lb. jars ..... 0 25



**Orange Meat.**

Cases, 36 15c. packages ..... \$4 50  
5 case lots ..... 4 40  
(Freight paid.)  
Cases, 20 25c. packages ..... 4 00  
5 case lots ..... 4 00  
(Freight paid.)

**Orange Marmalade.**

THE EBY, BLAIN CO., LIMITED.  
"Anchor" brand 1-lb. glass ..... \$1 50  
" " quart gem jars ..... 3 40

**T. UPTON & CO.**

1-lb. glass jars, 2 doz. case ..... per doz. \$0 95  
Home-made, in 1-lb. glass jars " 1 50  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

**Pickles.**

A. F. Tippet & Co., Agents.  
Cement stoppers (pints) ..... per doz. \$ 2 20  
Corked ..... 1 90

**Soda.**

**COW BRAND.**  
Case of 1-lb. containing 60 pkgs., per box, \$3 00.  
Case of 1-lb. (containing 120 pkgs., per box, \$3 00.  
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.  
Case of 5c. pkgs. (containing 96 pkgs.) per box, \$3 00.

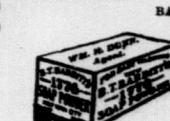


**MAGIC BRAND.**

Per case.  
No. 1, cases, 60 1-lb. packages ..... \$ 2 75  
No. 2, " 120 1-lb. " ..... 2 75  
No. 3, " { 30 1-lb. " } ..... 2 75  
" { 60 1-lb. " }  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case ..... 2 85  
5 cases ..... 2 75  
"SEE" BRAND.  
"See" brand, 5 oz., cases, 120 pkgs. } Per case  
" " 10 oz., cases, 60 pkgs. } 2 75  
" " 16 oz., cases, 40 pkgs. }

**Soap and Soap Powders.**

A. F. TIPPET & CO., Agents.  
Maypole soap, colors ..... per gross \$10 20  
" " black ..... 15 20  
Oriole soap ..... 18 20  
Gloria soap ..... 13 20  
Straw hat polish ..... 18 20



**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, boxes each doz., \$3 per box.  
WM. H. DUWEN AGENT.



A "GOOD COFFEE" reputation has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling

# "Prince of Wales"

## MOCHA & JAVA COFFEE

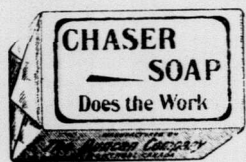
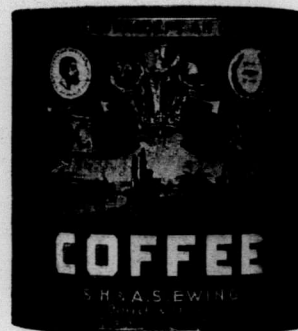
Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING

ESTABLISHED 1845.

Importers and Manufacturers

55 Cote St., MONTREAL.



CHASER SOAP.

1 case	\$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10
5 per cent. 10 days or 60 days acceptance.	

Starch.

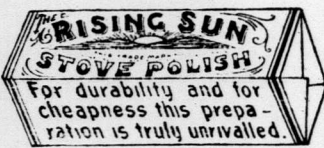
EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	\$ 0 06½
No. 1 " " 3-lb.	0 06
Canada laundry, 6-lb. draw-lid boxes	0 07
Silver gloss, 6-lb. tin canisters	0 07
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 06
Benson's satin, 1-lb. cartons	0 07
No. 1 white, bbls. and kegs	0 06
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel	per box 1 25 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
BEE STARCH CO., MONTREAL.	
"Bee" brand, cases, 64 packages	5 00
BRANTFORD STARCH WORKS, LIMITED	
Ontario and Quebec.	
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 06½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
2-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch	
1-lb. packages, boxes 40 lb.	0 07
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" " 3-lb. cartons, 36 lb.	0 06
" " 200-lb. bbl.	0 05½
" " 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-8 family pkgs., 48 lb	0 07
" " 1-lb. fancy, 30 lb.	0 07
" " large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



"BEE" BRAND CORN STARCH. Cases 40 pkgs. \$3 00  
San Toy Starch—  
10c. pkgs, cases 5 doz., per doz. 1 00  
less 5 per cent.

Stove Polish.



Per gross.  
Rising Sun, 6 oz. cakes, 4-gross boxes \$8 50  
Rising Sun, 3-oz. cakes, gross boxes 4 50  
Sun Paste, 10c. size, 4-gross boxes 10 00  
Sun Paste, 6c. size, 4-gross boxes 5 00



DUNN, AGENT.



pr. dz.  
Enameline No. 4, bxs., ea. 3 dz. 0 38  
Enameline No. 6, bxs., ea. 3 dz. 0 65  
Enameline Liquid, bxs., ea. 3 doz. 0 75  
Blackone, 5-lb. cans, per lb. 0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.  
Per case.  
Enamelled tins, 2 doz. in case \$3 40  
Plain tins, with label—  
2 lb. tins, 2 doz. in case 1 90  
5 " " " " 2 35  
10 " " " " 2 25  
20 " " " " 2 10  
(10 and 20 lb. tins have wire handles).  
"BEAVER" BRAND. Per case.  
1 gal. tins, square, 6 in case \$4 40  
1 gal. tins, round, 12 in case 4 50  
1 gal. tins, round, 24 in case 4 60



SMALL'S BRAND—Standard. Per case.  
1 gal. tins, square, 6 in case \$4 70  
1 gal. tins, round, 12 in case 4 90  
1 gal. tins, round, 24 in case 5 30

Teas.

SALADA CEYLON.  
Wholesale. Retail.  
Brown Label, 1-lb. \$0 20 \$0 25  
" " 2-lb. " 0 21 " 0 26  
Green Label, 1-lb. and 1/2-lb. 0 22 " 0 30  
Blue Label, 1-lb., 1/2-lb. and 1/4-lb. 0 30 " 0 40  
Red Label, 1-lb. and 1/2-lb. 0 35 " 0 40  
Gold Label, 1-lb. 0 44 " 0 50

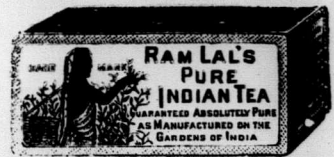
OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4, less 5 per cent.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c. \$0 19  
" " 1/2-lb. " " 0 20  
Blue Label, retail at 30c. 0 22  
Green Label, " 40c. 0 28  
Red Label, " 50c. 0 35  
Orange Label, " 60c. 0 42  
Gold Label, " 80c. 0 55



Cases, each 60 1-lb. \$0 35  
" " 60 1/2-lb. " 0 35  
" " 120 1-lb. " 0 35



LUDELLA CEYLON, 1-lb. AND 1/2-lb. PKGS.

Blue Label, 1-lb. \$0 18½ \$0 25  
Blue Label, 1/2-lb. 0 19 " 0 25  
Orange Label, 1-lb. and 1/2-lb. 0 21 " 0 30  
Brown Label, 1-lb. and 1/2-lb. 0 28 " 0 40  
Brown Label, 1-lb. 0 30 " 0 40  
Green Label, 1-lb. and 1/2-lb. 0 35 " 0 50  
Red Label, 1-lb. 0 40 " 0 60

"CROWN" BRAND.

Wholesale. Retail.  
Red Label, 1-lb. and 1/2-lb. \$0 35 \$0 50  
Blue Label, 1-lb. and 1/2-lb. 0 28 " 0 40  
Green Label, 1-lb. 0 19 " 0 25  
Green Label, 1/2-lb. 0 20 " 0 25  
Japan, 1-lb. 0 19 " 0 26

E. D. MARCEAU, Montreal.  
Japan Teas—  
"Condor" I 40-lb. boxes \$0 42½  
" " II 40-lb. boxes 0 40  
" " III 80-lb. boxes 0 36½  
" " IV 40 lb " at. 0 32½  
" " AA 40 " " " 0 30  
Blue Jay, basket fired Japan, 70 lbs. 0 27½  
"Condor" IV 30-lb. " 0 32½  
" " V 30-lb. " 0 27½  
" " XXXX 80-lb. boxes 0 23½  
" " XXX 30-lb. " 0 24½  
" " XXX 30-lb. " 0 22  
" " XXX 30-lb. " 0 19  
" " XX 30-lb. " 0 20  
" " LX 60-lb. per case, lead packets (26 1's and 70 1/2's) 0 27½

Black Teas—"Nectar" in lead packets  
Green Label, 1-lb., 1/2-lb. and 1/4-lb. 0 26 at 0 20  
Chocolate Label, " " 0 35 at 0 25  
Blue Label, " " 0 50 at 0 36  
Maroon Label, " " 0 60 at 0 45  
Fancy tins—Chocolate, 1-lb. 0 32½  
" " Blue, 1-lb. 0 42½  
" " Maroon, 1-lb. 0 50  
" " " Maroon, 1-lb. 1 50

"Condor" Ceylon black tea in lead packets  
Green Label, 1-lb., 1/2-lb. and 1/4-lb. 0 25 at 0 20  
Grey Label, 1-lb., 1/2-lb. and 1/4-lb. 0 30 at 0 23  
Yellow Label, 1-lb., 1/2-lb. and 1/4-lb. 0 35 at 0 26  
Blue Label, 1-lb., 1/2-lb. and 1/4-lb. 0 40 at 0 30  
Red Label, 1-lb., 1/2-lb. and 1/4-lb. 0 50 at 0 34  
White Label, 1-lb., 1/2-lb. and 1/4-lb. 0 55 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 90-lb.  
No. 1 ..... per lb. 0 35  
No. 2 ..... " 0 30  
No. 3 ..... " 0 25  
No. 4 ..... " 0 20  
No. 5 ..... " 0 17½



LIPTON'S TEA (in packages).

1 lbs. & Sold Color of 1/2 lbs. & 1/4 lbs. for Label. per per lb. lb. lb.  
Ceylon-India, Ex. oh at A Yellow 45 .. 70  
" " " B Red 40 .. 60  
" " No. 1 O Pink 35 .. 50  
" " 2 O Orange 30 .. 40  
" " 3 O L. Blue 25 .. 30  
" " 4 O L. Green 20 .. 25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.  
Smoking—Empire, 3/4s, 5s, and 10s... \$0 20  
" Amber, 5s, and 10s... 0 25  
Chewing—Stag, bars, 10 for... 0 45  
" " Bobs, 5/4s, and 1 1/4s... 0 44  
" " 10 1/2 oz. bars, 6s... 0 44  
" " Currency, 12 oz bars, 12s... 0 47  
" " 6 1/2s. and 12 1/2s... 0 47  
" " Old Fox, narrow, 12s... 0 47  
" " Snowshoe, 14 1/2 oz bars, sp'd'd 6 1/2... 0 51  
" " Pay Roll, 7s and 6 1/2s... 0 53  
" " Fair Play, 6s. and 12s... 0 50

Vinegars.

E. D. MARCEAU, Montreal. Per gal.  
EMD, pure distilled, highest quality.. \$0 30  
Condor, pure distilled..... 0 25  
Old Crow..... 0 20  
Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, 4-cask, 25 gals..... \$5 45 \$10 05  
" " cask, 60 " " " 10 25 " 22 40  
Bottles, cases, 3 doz..... 3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.  
Five cases assorted—  
24 25c. packages..... \$4 65  
100 lb. " " " 7 00  
100 lb. " " " 3 00  
1 case 50 5c. packages free with 5-case lots  
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED. Per doz.  
Washboards, Victor..... \$1 35  
" " Crown..... 1 45  
" " Improved Globe..... 1 60  
" " Standard Globe..... 1 70  
" " Original Solid Globe..... 2 00  
" " Superior Bld. Bk. Globa. 2 15  
" " Jubilee..... 2 10  
" " Pony..... 0 95  
Diamond King (glass)..... 0 90  
Tubs, No. 0..... 11 25  
" " 1..... 9 00  
" " 2..... 8 00  
" " 3..... 7 00  
Pails, No. 1, 2 hoops..... 1 65  
" " No. 3..... 2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case... \$1 05  
Gillett's cream yeast, 3 doz. .... 1 05  
Jersey cream yeast cake, 3 doz. 5c. .... 1 05  
Victoria " 3 doz. 5c. .... 1 05







WE ARE SELLING SOME

Write for prices of your choice



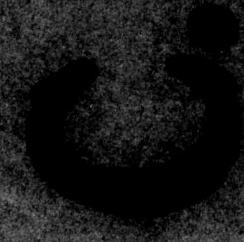
We  
are  
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highest  
of  
their  
class

The  
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DOWANS, KENT & CO.

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