

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

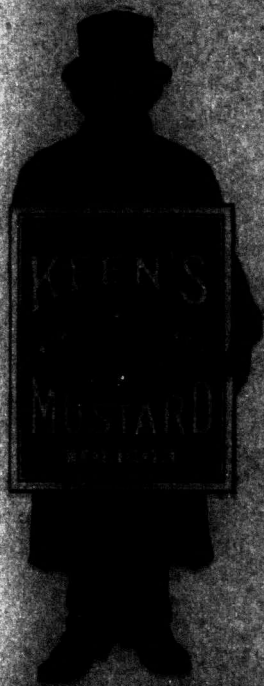
THE CANADIAN GROCER

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

VOL. XVIII,

MONTREAL AND TORONTO, SEPTEMBER 15, 1904.

NO. 28.



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

Keen's Oxford Blue

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

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

Something New——It is

SOLEIL

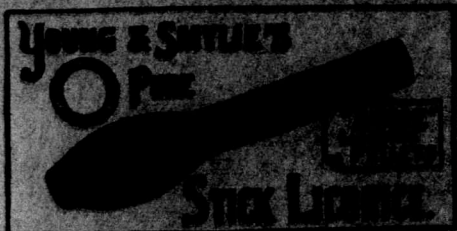
A sweet, round Biscuit at a Moderate Price,
and for which good orders are
already coming in.

Christie, Brown & Co. Limited

TORONTO AND MONTREAL

PRINTED BY THE PUBLISHERS AT NO. 25, RUELLE DE LA MONTAGNE, MONTREAL.

National Licorice Co.



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

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

...well's
...

...the goods
...to be
...of the
...

South
are

Frank
400 St. Paul St.

FINEST QUALITY
EXTRA CURED VINEGAR
FOR PICKLING
THE W. H. WILSON CO.
Tilsonburg

Oakey's
'WELLINGTON'
KNIFE POLISH
JOHN OAKLEY & CO.
Every
WELLINGTON
JOHN

Instant Powdered



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

It dissolves **instantly** in hot
water.

The Standard Gelatine of the World.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

The Canadian Grocer

When an Apple Drops

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

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

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

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

"Appearances" count for a great deal in advertising.

The Canadian Grocer
Montreal and Toronto.

Dept. of Advertising Service

MANUFACTURERS' AGENTS AND BROKERS.

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

IMPORT FRUITS
Currants—Patris.
Valencia Raisins—Valencia.
Malaga Raisins and Nuts—Malaga.

It is in your interest to buy from 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.

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

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.

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.

GENUINE

PRATTS ASTRAL LAMP OIL

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

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

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.

IN SEASON

at all times, but more so just now. Now's the season for cleaning up stoves.

JAMES' DOME BLACK LEAD

the best black lead made—always gives satisfaction.

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

KEEP UP YOUR STOCK.



CAPSTAN BRAND HIGH-GRADE TOMATO CATSUP

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

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

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

The Capstan Mfg. Company

TORONTO, ONT., CAN.

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 different styles are suitable for store, church or home. **SATISFACTION GUARANTEED.** Catalog on Request.

AUER LIGHT CO., MONTREAL.

Pickles and Relishes

for the
FALL TRADE.

Every grocer should be ready for the Fall trade. One line of goods he should have on hand is pickles and relishes. Our brand of "STERLING" pickles and relishes is so well known that the grocer cannot afford to be without them. Your customer is sure to ask for them.

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 advance of the JAPANESE ARMIES

is typical of the advance in
popular favor of

JAPAN TEAS

There is NO RETREAT

and what the drinkers of
Japan Teas have THEY HOLD.

JAPAN TEAS will hold your trade—through their superior and
healthful qualities.



Welcome

GOLD DUST!

Better for clothes, dishes, pots and pans, floors and doors—and yet more economical. GOLD DUST drives dirt before it—makes everything clean and bright—lessens the housewife's cares. With GOLD DUST'S aid wash-day ceases to be "Blue Monday." It makes it possible to have snow white clothes without rubbing them to pieces on the washboard.

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

At Its Height Now is the PICKLING SEASON

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

Samples and Prices at Your Immediate Service.

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

Telephone orders receive prompt attention.



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

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

TEA ROSE DRIPS

If Your Idea

is not merely to "make a sale," as the phrase goes, but to make a patron of every customer who walks into your store — not with words, but with goods — sell Tea Rose Drips — the best brand of pure cane sugar syrup on the market to-day — without exception.

ROSE & LAFLAMME, Agents,
MONTREAL.



"A good record is more to be desired than fine promises"

Other sauces may promise great things, but

Paterson's Worcester Sauce

has an unequalled record.
Are you selling it?

ROSE & LAFLAMME,
Agents, Montreal.

Have You Stopped to Think it Over?

How many package teas are you familiar with? Six? Ten? Twenty?

There is quite a competition among them all, and each lays claim to superiority.

They are all

Ceylon Teas

---Not Japans; not Chinas; not Indians; sometimes Indo-Ceylons; but almost always

Ceylon Teas

Significant, is it not?

Yet there are some grocers who stick to the teas of olden time. Conservatism, perhaps, but conservatism that costs the grocer money, just because it requires him to keep a double or triple tea stock.

Ceylons may be had in Blacks and Greens

BUY

Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWINE

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

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



IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WILL KNOW

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

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern **ALLISON COUPON SYSTEM** and throw away your time wasting devices. Look 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 P. 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, Greenings,
 PORK and BEANS in all forms.

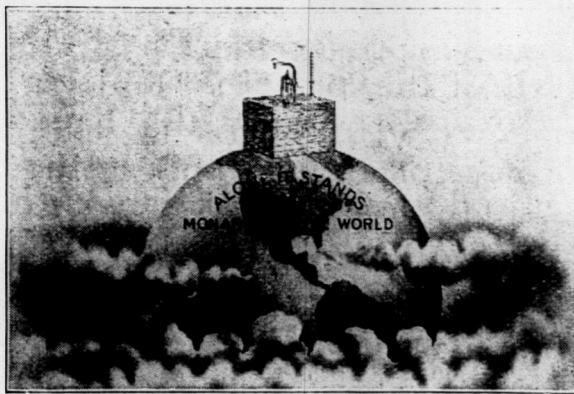
The best are the cheapest.
 Why not have the best?

WRITE FOR QUOTATIONS.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
 Montreal and Toronto.



There is a World of Meaning

in the simple statement that over

200,000

Bowser — Self — **Oil Tanks**
 Measuring

have been sold and also that we don't ask you to take our word in regard to the merits of our outfits but

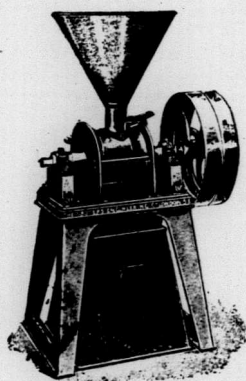
Refer You to Any User

The Bowser Tank does away with the use of sloppy measures and funnels. It prevents all waste and over measure, both of which mean a money loss to you. It really costs you nothing as its savings soon pays its cost. If you want to make **A PROFIT** on your oil it will pay you to investigate. A request for **Catalog "B"** will bring you full particulars free and without further obligation to you.

Write To-day

S. F. Bowser & Co., Fort Wayne, Ind.

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.



GRINDING MILL.

LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING** and **PACKING MACHINERY.**

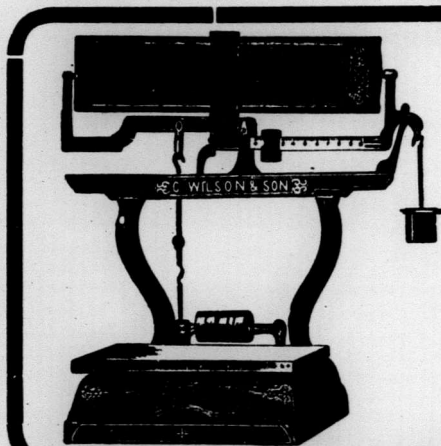
SAMPLE TEA MILLS AND MIXERS:

Gas-Heated Roaster —External Flame with Air Pump.	Sample and Window Roasters.
Gas-Heated Roaster —Internal Flame and Automatic Sampler.	Patent Chicory Nibber.
Coke, Wood, Etc., Roasters.	Dressing Machinery.
Grinding Mills, Plain or Ornamental.	Dry Fruit Cleaners.
Air Propellers.	Air Compressors.
Patent Fruit Washers.	Quick Sifter and Mixer for Coffee and Chicory and all dry powders.

THE GROCERS' ENGINEERING CO.

COLE STREET, LONDON, S.E., ENG.

ILLUSTRATED CATALOGUE
MAILED FREE.



Paid For Itself.

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

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

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.

ONE of the principal objects of the canners' amalgamation was to reduce the cost of production to the lowest possible point, and at the same time improve the quality to the highest standard.

Sugar, Labels, Cases, Solder and Labor are considerably higher this season than in 1903. Notwithstanding this, our opening prices, so far as made, are lower than last season.

New Peas, Beans, Strawberries, Raspberries and Cherries are now ready for shipment. We are confident that quality will please, and think the present a favorable time to place your orders, and await your favors.

Canadian Canners, Limited
Hamilton, Ont.

We tell it over again

Why are our Canned Fruits and Vegetables better than those packed by other people?

First : We are in the heart of what is admittedly the choicest fruit and vegetable section in all Canada—the County of Prince Edward, Ontario.

Second : We have unquestionably the finest, the most modern, the best equipped canning factory in America.

Third : We have in our service, as head processman, one who bears the name in the United States as being the best in the business.

Fourth : Our principals are practical men, known far and wide, trusted equally—men who cannot afford to produce anything but the very highest quality of canned fruits and vegetables.

Such, in brief, are the reasons why

The Old Homestead Brand

of

Canned Fruits and Vegetables

excels all others.

The Old Homestead Canning Co.
Picton, Ont.

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

Better Currants are not Grown than



and



Produced in a specially selected and favored district in Greece, renowned for the handsome appearance and unequalled flavor of its fruit.

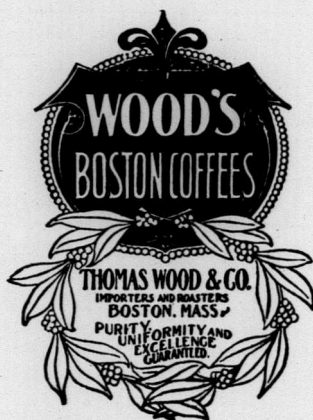
Approved by the Greek Government as being of superior quality.

Packed Solely for

W. H. Gillard & Co., - Hamilton

Wholesale Grocers and Importers of Fine Fruits, Etc., Etc.

"Starting the Ball."



One season goes and another comes with its new duties.

Has your outing refreshed you? Of course.

Then take a hint and see that your stock of Coffees is refreshed—filled with new and abounding strength.

Grasp the varied possibilities of

WOOD'S COFFEES.

There you will find what will invigorate it.

CANADIAN FACTORY AND SALESROOM

No. 428 St. Paul St.

MONTREAL

Have pleased customers
by selling them
that which you KNOW will satisfy.

TODHUNTER, MITCHELL & CO.'S

COFFEES, SPICES, Etc., are guaranteed

Factory

7 Front St. East, Toronto

Carl Bender's First Order—A Sketch

(Written Specially for The Canadian Grocer by Hec Secord.)

THE Orillia House, as all the boys know, is one of the most frequented and popular hostleries on the line of the Northern Division of the Grand Trunk. Orillia is also well known as the Monday morning Mecca of a host of grip-men from Toronto and Hamilton, to say nothing of the hearty-handicapped clothing, dry goods and boot and shoe drummers with their heavy and unwieldy trunks, and it naturally follows that there is quite a hustle among the drummers to get the drop on each other for business. No sooner has the train discharged its lively cargo, no sooner is the 'bus driver in charge of the boys' trunk checks and grips thrown on top of the conveyances, assisted materially by the hands of the travelers and gentle admonitions to "get a move on there, Mike," "Don't wait for Joe, he's always behind like a cow's tail," or "for Heaven's sake, Mike, are the horses anchored?" than every face indicates readiness for the strenuous life.

At last Mike gets the horses touched up and the jolting 'bus lumbers up through the town. As it passes the post-office the mail bags are thrown out, while one or two of the boys disappear to "drop in" on a possible customer with a smile and friendly handshake, and a hint that "he'll be round after dinner."

The Orillia House, situated on the Main street, has for more years than the writer's knowledge goes, enjoyed the reputation of "bang up" meals and accommodation. Its proprietors have always had the comfort and convenience of the boys constantly in mind, with the natural result that it secures a large share of patronage. Everybody is made thoroughly at home and treated alike, as should be the case with all hostleries—and would with more did their landlords reflect upon the value of the travelers' opinions and spreading influence. The millennium, however, is not yet, and there are still many inn-keepers who do not simultaneously improve their premises to modern requirements and their financial prosperity. The traveler is a

pever in the land; his constantly moving business throws him into contact with the public in such a manner that he can, answering inquiries of strangers, either send or keep a man from patronizing specific hotels. A few words of faint praise, or a shrug of the shoulders, will often make or mar a reputation.

This digression concludes the preamble to an experience of a certain grocery traveler with one of the merchants of Orillia years ago. Maybe the salesmen who have covered the northern ground will recall the characters portrayed, also possibly bring to mind experiences with the same irascible individual. Orillian merchants, as well as the citizens of the town and county nearby, will remember the late Mr. Tom—well, we'll call him Mulvaney. Mr. Mulvaney had conducted a general store business in the town for more than thirty years and being a hard-working and thrifty man, and an Irishman at that, he had prospered in worldly goods and in local influence and notoriety. At the time of the incident related here, he had built himself a large and substantial brick store not far from the hotel across the way, and installed a stock modern and complete in every particular. His clerks were bright and hustling young men and women, and Mr. Mulvaney was "it," not only in his own opinion, but as he thought in the opinion of his townsmen. At the back of the store was the office, occupied by the lady bookkeeper, and Mr. Mulvaney, when he wasn't strutting around looking after the help.

Mulvaney was what might be termed a "squat" man, about five feet two and built like Falstaff—a weighty man in every sense of the word. Though he had lived in Canada from his youth, he had retained to a considerable extent two of his countrymen's most irradicable national characteristics, a thoroughly Irish face and a decided Irish brogue. Being a self-made man, he was strongly self-opinionated; his dollar was (in his mind) worth one dollar and ten cents, or more, and in the manage-

ment of his business he brooked no contradiction or advice.

Among his numerous clerks some few years before this, was a young Irish-Canadian, Joe Delaney, a bright, pushing, active and promising young man, possessed of a ready Irish wit and repartee. Ever ready with his tongue and a good salesman to boot, Joe had, after a few years' service, established himself in a prominent position in Mulvaney's store, until one evil day he grievously offended his employer. With in an extraordinary brief period he found it convenient to secure a position on the road for a Toronto wholesale grocery house. Probably some of the boys will recall Joe, in fact, all of them should, as he still is a power in the North country and a salesman to boot. Joe's greatest failing was a tendency to pomposity and self-importance, acquired no doubt during his service with his compatriot Mulvaney. As a methodical, painstaking and intelligent traveler, however, there are few in the trade who have ever surpassed him. That he was liked by the boys is a question, it was no doubt due to his self-assertiveness and push that he forged to the front. He was not one who hid his light under a bushel; he "let it shine before men" at every opportunity, even if he had to swing the lantern around himself.

Being well known in Orillia he naturally secured a good share of his old fellow-townsmen's trade, with the exception, of course, of his former employer Mulvaney.

Joe fell a victim to la grippe, and as it was a serious case and likely to be a protracted one, his house considered it unwise to leave the ground uncovered and sent out one of their young sample-room men to keep up the connection. It is with this young man's encounter with Mulvaney of Orillia that this tale has to do.

Carl Bender, as his name indicates, was of German extraction, having come to Canada from the Fatherland with his parents at an early age. He was a young man about twenty-five, and had worked his way up from office boy to second assistant in the sample-room. He was keen to get on the road, the commercial instincts of his nation showing him brighter prospects and larger scope for his abilities in the outside field. He was a good talker, quick and



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.

ready with either wit or satire, and withal full of tact and judgment of human nature. This was Carl's chance, and when the boss told him to go up to Delaney's house and get posted on the route, list of customers, etc., he was more than delighted. Unfortunately when he got to Delaney's, that individual was in such a bad condition that the nurse forbade much conversation. However, getting a list of customers in each town, Joe's sample case and a few hints from Joe as to route, trains, etc., Carl had to make the best of what he had gathered.

On Monday morning the 7.45 northern train carried, among the many knights on board, young Bender. Of course a new face is readily spotted by the old hands, and Carl came in for a goodly share of direct criticism and comment, with the usual amount of banter and advice,—the latter of doubtful value, as the boys like a joke at all times. Arriving at Allandale, the usual Hamilton contingent got on board, and while a few dropped off at Barrie, the majority went on to Orillia, Carl among the number. As it was his maiden trip Carl concluded on his arrival at Orillia to follow the rest of the boys, and in consequence was landed at the Orillia House. He had observed by the sample cases, as well as from the conversation of the boys on the train, that there were about nine grocery travelers looking for business in town that morning, among them such old veterans as Charley Kyle, Bob Gowanlock, and Bob Keyes, from Toronto, while the loquacious Mike Malone and Bob Stewart held up their end for the "Ambitious City" trade. Poor Bender's heart almost sank into his boots when he contemplated what he was up against as a newcomer trying to get business from such a host of veterans. He did not lose heart, however, and resolved to get right out and look the ground over before dinner.

Now it happened that the first promising looking store near the hotel was Mulvaney's. It may be mentioned here that while Mulvaney's name was on his list of customers nothing had been said to him about the row Delaney had had nor that Mulvaney had not bought a dollar's worth of goods from Carl's house for nearly fifteen years because of a little trouble about an unsettled claim of leakage in some puncheons of molasses bought by Mulvaney and not allowed by Carl's firm. This molasses matter was a thorn in Mulvaney's side. He swore long and loudly and vowed to get even with the house or its representative some time, "be jabbers, if it takes me twinty years!"

All innocent, unsuspecting, and keen and bright, with a pleasant smile on his face, Carl entered the store, inquiring of one of the clerks if Mr. Mulvaney was in. The clerk pointed to the rear of the building where a gentleman and lady were sitting in the office. Approaching, Carl politely touched his hat and said:

"Is Mr. Mulvaney in?"

"'Yis, sorr," answered the little fat man in the first chair; "Oi'm Mistor Mulvaney, fwhat is it yez want?" at the same time coming down the steps and approaching Carl.

Carl took his firm's card out of his pocket and handed it to Mulvaney, at the same time saying, "Good morning, sir; my name's Bender; I represent (mentioning his house), of Toronto, and I called to see if you are open for anything in the grocery line this—"

He didn't get any further, for with a jump and an oath, Mulvaney had him by the collar and turned him round towards the door.

"Yez ripsisint —, do yez? You're a foine young man to be ripsisintin' a lot of thavin' rogues;—git out o' here, or I'll break ivery bone in your body."

Carl did not like this reception, particularly as the lady bookkeeper and the clerks were laughing at his discom-

fiture. Representing, as he knew, an honorable firm, and not being used to treatment of this sort, his Teutonic temper got the better of him, thinking to himself at the same time "if I can't do any business with the cuss, I'll hand him one anyway," he threw Mulvaney's hand off his coat and let out a quick, short body blow, taking the fat one in the wind, and bringing him to a standstill. "Take your hands off me, you miserable little tub, and listen a minute to what I've got to say. Now look here, Mistor Mulvaney (putting on as strong an Irish intonation as he could, in mockery), I represent one of the best houses in the trade; this is my first trip on the road, and you are the first merchant I've called on. If there is anything you want in the grocery line, say so; if not, say so, too; but keep your hands off me. If you don't deal with our house, or there is any trouble between you, I didn't know it. I came here like a gentleman expecting to be received by a gentleman as a gentleman;—if I am mistaken in thinking you one, I beg your pardon, and wish you good morning, sir."

With that Carl turned round, raised his hat to the lady bookkeeper, at the same time winking at her, and started for the door. This sudden change of Carl's, and the sharp quick lecture he had received evidently struck Mulvaney and touched something in his composition that must have appealed to him, for he started after Carl.

"Oi say, young man, shtop a minute, will yez, come back here, come back, sorr."

"No, sir; I'll not come back," said Carl, "for if I do there'll be trouble. You don't want anything, I can see that, and I am not going to stand abuse from you or any other man in Orillia."

"Now, now, come back young man; I want to talk to yez," said Mulvaney.

"Well, I don't want to talk to you,"

WE MUST HAVE IT

This is what our customers tell us about **Empire** Salmon. We have the new pack now on the way from the coast, also a supply of our **Coast Guard** brand.

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

New Arrivals

ANT SUGAR

The best thing for keeping ants away from food.

STRETTONS' SAUCE

Reputed 1/2 pints.

JAMES ROBERTSON & SONS

SCOTCH MARMALADE

1-lb. Jars.

7-lb. Tins.

THE GENUINE.

SAMUEL HANNAH & CO.'S

IMPORTED PICKLES

16-oz. Octagon Mixed,	cases, each	4 doz.
16 oz. " Chow Chow,	" "	4 doz.
40-oz. Mixed,	" "	2 doz.
40-oz. Chow Chow,	" "	2 doz.

Write to us for quotation
on the above

James Turner & Co., - Hamilton

BRANCH CANADA GROCERS LIMITED

WE HAVE IT ONCE MORE

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

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

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

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered. Communicate with us or see our travellers before buying. It will pay you.

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



MacLaren's Imperial Cheese

is the most popular with
the *two* Consumer

because its quality is the
highest of any cheese on
the market.

It is the most popular
with the
Grocer

because there is no trouble
in selling it and the cus-
tomer is always well
pleased.

Don't have any cheese
troubles, Mr. Grocer.
Sell only the best.

**“Take My Advice—
Eat Cheese.”**

MacLaren's Imperial Cheese is an article of regular diet, not only on the table of King Edward but in the homes of thousands of cheese connoisseurs in North America. It is the acknowledged superior of any cheese in the world because of its smooth and delicious flavor, and because it contains three times the nourishing quality of ordinary cheese. Sold in dainty opal jars. Price from Ten Cents up.

How to Get This Cheese Knife
In each jar is a coupon, by which purchaser can secure valuable premiums at little cost. If you cut out the coupon reproduced below, and send it with one coupon from a jar of cheese, together with the amount of money specified, we will send a beautiful cheese knife or handsome holder. The coupon at the bottom of this adv. counts as three coupons from the jar.

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

**THIS IS
OUR OFFER**

A Silver-plated Cheese Knife for 3 Coupons and 50c.
A Club Size Jar Holder " " " 75c.
A Medium " " " " 50c.
A No. 1 " " " " 50c.
A No. 2 " " " " 50c.
A No. 3 " " " " 50c.
A Small Refrigerator " " " 1.25
A Large " " " " 2.00

SAVE THIS COUPON
SEE OTHER SIDE

**SAVE
THIS COUPON**

ONE IN EVERY JAR

MacLaren's Imperial Silverware is guaranteed. If not satisfactory when received we will refund your money. All forwarding charges paid by us. Send coupons and cash or cheque, with your full address to:
A. F. MacLaren Imperial Cheese Co. Ltd.

answered Carl, somewhat mollified; but like a wise salesman he felt that possibly an explanation might be useful as an experience, so he turned back and faced Mulvaney.

“Well, sir; what is it?”

“Fwhat’s your name, sorr?”

“It’s on the card,—my name’s Bend-er.”

“Are yez Irish?”

“Well, now, do you suppose after I’ve seen an Irishman act like you have, Mr. Mulvaney, that I’d own to being one. No sir; I’m Dutch”—with a strong emphasis on the Dutch.

This remark evidently tickled Mulvaney, for he smiled and said:

“An’ yer Dutch, are yez, now,—I wouldn’t have thought it, for be all that’s howly, ye flew up loike an Irishman. Where’s that rashcal Delaney? Isn’t he thraveler for yer house inny-more?”

“Mr. Delaney is, I am sorry to say, laid up with the grippe, and pretty sick at that, and I’m taking his ground until he’s able to get out again.”

“May the divil take him—”

“I hope not, sir, for I’m sure if he does I’ll have to take his ground, and judging by my first experience with you, Mr. Mulvaney, I don’t think I can hold the job down for long. Now tell me, what’s the trouble anyway, though I feel that you and I won’t do any business together?”

“An’ who says we won’t? Oi’m thinkin’ Oi’m the boss; an’ look here Oi loike the Dutch—an’ yer Dutch, are yez, now—well the Dutch are great people”—this latter with strongly assertive nods of his head. “Oi always thought a lot of the Dutch,—an’ yer Dutch?”

This repetition of the fact of Carl’s nationality seemed to highly amuse Mulvaney, but Carl couldn’t see any business prospects, so thinking to cut matters short, he said:

“Well, Mr. Mulvaney, no use taking up your time and mine to no good purpose, besides I’m hungry, so good morning, sir. Glad to have met you,” at the

We want your order for

VINEGAR

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, Toronto

same time holding out his hand, which Mulvaney grasped in his fat, pudgy fist.

Holding on to Carl's hand Mulvaney turned round to his bookkeeper. "Is there anything on our list to-day, Miss Crawley?"

While Miss Crawley was taking the want list off the hook, Mulvaney harangued Carl about his house having "chated him many years ago on tin puncheons of molasses, the thavin' rogues, sorr, and divil a cint could Oi get out o' the rashcals. Oi took the case to coort and losht it; yer house, sorr, are a lot of thaves, an' that Delaney is'nt a bit better,—used to worrk for me and he takes divilish good care not to call on me, sorr; but, young man, Oi like your looks, and, bedad, yer foine tongue, for be jabers, Oi'm thinkin' there musht be some good Oirish stuff in yez—Oi don't mane Cruishkeen Lawn aither, and Oi'll give yez an order. Miss Crawley, pwhat do we be wantin'?"

"There are a few things on the list, Mr. Mulvaney," replied Miss Crawley, handing him the slip, at the same time casting a sly look at Carl, who winked again, this time more emphatically.

Mulvaney said, "Well, Misther Binder, you go on an' get your dinner, an' come back this afternoon about three an' Oi'll give yez a little encouragement."

This, however, did not suit Carl, knowing that the town was full of competitors in his line, so he said:

"If it's all the same to you, Mr. Mulvaney, I'll run over and get my grip and take the order now, as there are too many travelers in town, and you might forget me; you know the old saying 'a bird in the hand is worth two in the bush.'"

"Begobs, yez are Dutch—"

With that Carl ran across the way, got his sample case, and was back in three minutes. Inside of twenty more he had a fine order booked, the first in fifteen years for his house.

Besides having made a friend of Mulvaney and secured a good order, he felt encouraged, and after dinner made the

rounds of the trade, securing no less than five additional orders. On his arrival at the hotel shortly after six he was much bantered by the boys for the reception he got from Mulvaney, the clerks in that gentleman's store having related the proceedings, with all the embellishments they were capable of, but Carl could afford to smile and bear the chaff as his order book contained a satisfactory solace. Mulvaney had told him on parting to "call agin, young man, but don't sind that rashcal Delaney."

On his return to the city at the end of the week he received high praise from his principals and a satisfactory monetary consideration for having brought back, "at the risk of his life," as his senior expressed it, such a good and valuable lost sheep as Tom Mulvaney of Orillia.

PRESIDENT OF THE BRADSTREET CO. DEAD.

Mr. C. F. Clark, president of the Bradstreet Co., is dead. Mr. Clark was born in Preble, Cortland Co., N.Y., in 1836. For a time he published a Detroit city directory, and was associated with C. Schurz in the publication of The Detroit Post. He found his life work, however, in the development of Bradstreet's Mercantile Agency, being successively superintendent of the Detroit, Philadelphia and Boston offices, and general manager with headquarters in New York. The business was incorporated in 1876 as The Bradstreet Co., Mr. Clark becoming secretary and later being elected to the presidency. He was also vice-president of the Washington Trust Co., a director of the American Cotton Oil Co., Niagara, and a member of the New York Chamber of Commerce.

The assets of S. Viner, general merchant, Rimouski, were advertised to be sold on September 15.



The price of

Upton's

Jams,
Jellies
and
Orange
Marmalade

may be a little higher than other kinds, but the quality is also higher. That is what counts with the consumer.

Explain to Your Customers Why the Japs are so successful.

You will be healthier if you eat dried fish like the Japanese.

Have you noticed that the leading medical authorities are drawing attention to the fact that the food of the fighting Japs consists largely of dried fish and connect their success to a large extent with this fact.

It may seem strange to the average reader that this diet should have so much to do with success.

But it is a fact that dried fish is both a wholesome and nutritious diet, and especially valuable as a brain food.

The moral of this is that it would do Canadians good to eat less meat and more of "Halifax" and "Acadia" Brands of Prepared Codfish—the nicest form of dried fish on the market.

**YOU CAN MAKE MONEY BY GIVING THIS
INFORMATION.**

BLACK BROS. & CO., Limited

HALIFAX, N.S.
LAHAVE, N.S.

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

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CANADIAN TRADE WITH THE ANTIPODES.

MR. G. J. MILLER, representing Gollin & Co. Proprietary, Limited, of Australia and New Zealand, has been in Canada and the United States during the past few weeks in the interest of his firm, who are one of the largest commission firms in the antipodes, having offices and waterrooms in Melbourne, Sydney, Adelaide, Wellington, and sub-agents and representatives in every large town in Australia and New Zealand. The Gollin Co. are dealers in almost every line of merchandise, and realizing that there are great possibilities for Canadian manufactured products in Australia and New Zealand, have deputed their Mr. Miller to visit this country and form additional connections to those which they already possess.

Mr. Miller, who has visited Montreal and Toronto, is confident that our possibilities for trade in his part of the world are excellent, provided Canadians will only reach out after it. As every one knows, the United States have obtained a strong foothold there, but with the preferential tariff Canada has been given an enormous advantage over that country and Germany.

"Take," he said, "for example the one item of canned fish. The customs duty on these goods from United States is now 6c, and but 4c on Canadian goods. Already to my knowledge this has caused a large trade to be turned in the direction of Canada."

In his pocketbook Mr. Miller carried a list of articles on which the preference is given. Following is a list of goods, with the preference allowed on each, according to the new tariff law of New Zealand:

Article.	Rates on British Goods.	Rates on Foreign Goods.
Bicycles.....	20 per cent.	30 per cent.
Bicycle fittings.....	Free.	20 per cent.
Canvas.....	Free.	20 per cent.
Carriage timber, dressed, per 1,000 ft.....	4s.-97c.	6s.-\$1.46
Carriages and carts.....	20 per cent.	30 per cent.
Cement, per bbl.....	2s.-49c.	4s.-97c.
Cordage, except iron and steel.....	20 per cent.	30 per cent.
Cordage, iron and steel.....	Free.	20 per cent.
Fancy goods.....	20 per cent.	30 per cent.
Fish, preserved, per lb.....	2d.-4c.	3d.-6c.
Milk-testing glasses.....	5 per cent.	7½ per cent.
Infants' feeding bottles and seltzogenes.....	15 per cent.	22½ per cent.
Glass—crown, sheet and common window, per 100 sup. ft.....	2s.-49c.	3s.-73c.
Bent carriage glass, other than common window.....	20 per cent.	30 per cent.
Plate glass, bevelled or silv.....	25 per cent.	37½ per cent.
Lamps and lanterns, and globes and chimneys for lamps.....	20 per cent.	30 per cent.
Mirrors and looking-glasses, framed or unframed.....	25 per cent.	37½ per cent.
Other plate glass and glass polished or colored.....	20 per cent.	30 per cent.
Hardware.....	20 per cent.	30 per cent.
Iron pipes and fittings, including main cocks.....	5 per cent.	7½ per cent.
Nails, per cwt.....	2s.-49c.	3s.-73c.
Paper hangings.....	15 per cent.	22½ per cent.
Paper wrappings, per cwt.....	5s.-\$1.22.	7s. 6d.-\$1.82.
Pianos.....	20 per cent.	30 per cent.
Rails for railways and tramways.....	Free.	20 per cent.

The free list includes empty bottles of plain glass, not cut or ground except at the neck and stopper; jars with the mouths up to 3 inches in diameter; antique glass in sheets for ornamental window making; glass for making railway lanterns and hand lamps; lenses for magic lanterns, microscopes, and ship's side lights; and glass roofing tiles.

Gollin & Co. specialize the different branches of their trade, that is, an expert is placed in charge of each. This is naturally a great advantage to those who do business with them. They have in all a staff of 150 salesmen, who cover Australia and New Zealand from one end to the other.

Mr. Miller informed The Grocer that his firm would be glad to supply information to any one writing in regard to trade matters in the antipodes.

"Canadians," he said, "do not realize that there is in Australia and New Zealand trade for them. Our consuming power is enormous, and it would pay them to reach out after our trade. I find that at present the Canadian manufacturers are all very busy supplying the home market, and have, consequently, very little desire to reach after the export trade, but I certainly think that they should make an effort to increase their business with our part of the world. New Zealand, as you know, gives a preference, and I feel certain that Australia will eventually do the same. As far as New Zealand is concerned, I believe the preference will be ultimately increased."

Mr. Miller left for the coast on September 13, en route home.

Rush for Salmon in England.

It is learned from Liverpool that the news of the short salmon pack on the Pacific coast has caused considerable excitement in the English market and simultaneously a rush of orders from the country which is characterized as one of the most extraordinary ever experienced. The demand was principally from the hand to mouth character, but orders were so numerous as to absorb the available stock and encroach upon the spot stocks that are being held for next year's use.

A report by mail goes on to say: "The shipments of 1904 pack, due next year, will probably be the lightest on record. The U. S. packers are reported to have sold their first pack in advance to Canada and Australia, to an unusual extent owing to pessimistic reports of the English market circulated some months ago. The first pack which ought to

come to England will go elsewhere and thus the shortage in the pack fall mainly on this country."

The Price of Cohoes.

THE agreement among the salmon canners with respect to the price to be paid in British Columbia waters for cohoes has apparently been knocked out through the alleged action of certain of the canners in breaking the terms of the understanding, says the Vancouver Province.

A few days ago the Fraser River Canners' Association held a meeting at which it was decided that on the Fraser River the price of cohoes should be twelve cents and that for fish taken outside the river, but ten cents should be paid, the latter price being made on account of the cost of transporting outside-taken fish to the canneries on the river.

All went well for a few days and contentment reigned among the canners. Then it became rumored that some of the canners were paying higher prices for cohoes than those agreed upon. As a result of a little investigation some of the canners came to the conclusion that there was truth in the report. This meant that the agreement stood for nothing, and it was a case of each man shifting for himself and securing as many cohoes as he could at any price he might wish to pay.

It is a matter of rumor that fifteen cents has been paid for cohoes on the Fraser. It is true that the fish have not yet appeared in any number, and the season does not really open until September, but the fact remains that the harmony of the canners with respect to the price agreement has been rudely disturbed. It is asserted that some of the canners were not consulted when the agreement was reached, and for that reason it is possible that all canners do not consider themselves bound by it.

It is likely that an attempt will be made to bring about an understanding among all the canners within the next week or so, for should the coho season arrive without an agreement, there will be a general scramble for fish, and there is no telling how high the price might go.

It is feared that the break in the price on the Fraser and contiguous waters will extend to northern British Columbia cannery points, and it is even considered possible that the price of humpbacks may take an upward turn



"Clover Leaf" Salmon

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

For sale by nearly every Wholesale Grocer in Canada.

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

as a result of the trouble. Hump-backs have lately been selling at a cent apiece, and a great many have been taken.

The Story of Fish Traps in Canada.

The Hon. R. Prefontaine, Minister of Marine and Fisheries, Ottawa, tells how the Dominion Government came to change front on the question of fish traps, the granting of which promises to revolutionize the salmon canning industry in British Columbia.

It was the self-complacency of an American canner that really lost for the American canners the advantage of monopoly in trap fishing. It was shortly before Hon. Mr. Prefontaine's call to the Cabinet of Sir Wilfrid Laurier, and he was as a private citizen making a Summer trip to the Alaskan wonderland and the Klondike. When a call was made at an Alaskan salmon port he heard an enthusiastic Seattleite exultantly commenting on how the Americans, with the use of traps, had the Canadian salmon packers hopelessly beaten in the race for business. Four months later, when he became Minister,

he was prepared to give the subject his broadest consideration with a view to the allowance of traps on this side of the line.

B. C. Salmon for Australia.

It is satisfactory to note that, through the efforts of a Melbourne business man, who recently visited British Columbia, considerable sales have recently been made in Australia, of the new season's pack of Canadian canned salmon. Hitherto this business has been almost entirely in the hands of San Francisco exporters, but now that Canadian interests have exceedingly capable representation in Australia a considerably increased business can, with confidence, be looked for.

Northern Salmon Pack Moving.

The salmon pack along the Northern British Columbia coast has now commenced to move in quantity, and every steamer coming from the northern canneries ports for the next month will be heavily laden with cured salmon. Much of the salmon from the Northern British Columbia coast will be held in Vancouver

for shipment to the United Kingdom, but it is reported that a large proportion of the pack of the Finlay, Durham & Brodie canneries is to be sent overland to the east via the C.P.R.

Fish Notes.

The new Dominion Government fisheries protection cruiser, Vigilant, built for use on Lakes Erie and Huron, was launched on September 10. The cost of the Vigilant with complete outfit and armament is about \$150,000.

An official order has been issued from Ottawa, authorizing an extension of lobster fishing in the Magdalen Islands for 30 days, commencing on September 9 and ending on October 8. This action is taken in view of the small pack at the Magdalen Islands during the present season.

The catch of herring off the coast of Nova Scotia has been very small and Mr. Cowie, the Scotch expert, who is demonstrating at Canso the Scottish method of curing and packing herring, is finding some difficulty in procuring an adequate supply. It has been decided, however, to continue the demonstration for another month.

French Castile Soap

Made with Pure Olive Oil. The best quality manufactured by the famous maker, Felix LyDoux, of Marseilles, France.

Packed in boxes of about 40 lbs., in the following styles:

9 LB. BARS, WHITE,	\$.07½ C. PER LB.
5 " " " "	.07½ C. "
9 " " GREEN,	.07½ C. "
LA VIERGE, 3 OZ. CAKES, 200'S, \$3.00 PER BOX.	
These soaps captured the "Grand Prix" at Paris, 1900.	

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

Wholesale Agents for "SALADA" Tea. Like the Soap "It's the Best."

KING OSCAR SARDINES



The Success of the Season

Choicest Small Fish.
No Scales or Bones.
Moderate Price.

Pure Olive Oil.
Handsome Package.
Good Profit.

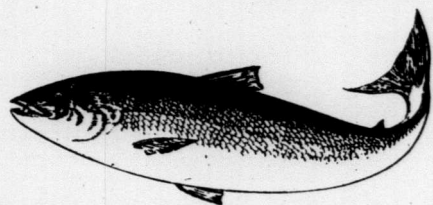
Finest Value in Sardines

New Pack arriving to:

BALFOUR & CO., - - HAMILTON.	M. MASURET & CO., - - LONDON
W. H. GILLARD & CO., - - "	LIND. KERRIGAN & CO., - - "
MACPHERSON, GLASSCO & CO., - - "	TELFER BROS. - - COLLINGWOOD.
LUCAS, STEELE & BRISTOL, - - "	HICKS BROS. & CO., - - WINNIPEG.
JAMES TURNER & CO., - - "	JOBIN-MARIN & CO., - - "
DAVIDSON & HAY, - - TORONTO.	CAMPBELL BROS & WILSON, - - "
PROVOST & ALLARD, - - OTTAWA.	CAMERON & HEAP, - - RAT PORTAGE.
F. J. CASTLE CO., - - "	R. CARSON, - - - KINGSTON.
H. W. WENTZELL & CO., - - - HALIFAX.	

JOHN W. BICKLE & GREENING, Hamilton, Ont., CANADIAN AGENTS

SOCKEYE SALMON



"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

You can hold a quarter so close to your eye as to shut out the whole world. Some people hold it up all the time. We cling tightly to quality and crowd all we possibly can of value and satisfaction into



**DWIGHT'S
COW BRAND SODA**

so as to make it the best selling article on the market. We're not so anxious after profit but we can afford to surprise people by giving better value than they expect.

If you want to be sure of your trade, push the "Cow Brand."

JOHN DWIGHT & Co.
TORONTO

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canada vs. Danish Bacon.

THE best Danish authorities agree in placing the cost of production of bacon at 6c per pound, live weight, and at the present time farmers are receiving a little over 6 1/4 cents per lb. live weight for their hogs. A number of recently constructed factories in Denmark have failed, and others are running at a loss, not being able to obtain enough hogs to make the business profitable. When these two facts are considered together, the reasonable inference is that as soon as the price of hogs drops to the neighborhood of six cents per pound, the Danish farmer curtails his operations, and fewer hogs are fed for market; and that unless a cheaper method of feeding is discovered, the Danes are not likely to increase their exports of bacon.

In other words, it looks very much as though the Danes had very nearly reached their limit in the production of bacon, for the present at least. Canadian farmers can make money at six cents per pound for their hogs, and it is right here where they score a very important advantage over the Danes. Against the advantages of uniformity, abundance of creamery by-products (skim-milk and buttermilk), and closeness to market, Canada has the great advantage of cheaper foods.—Prof. G. E. Day, in September 1st Farmer's Advocate.

Quality of Butter Depreciated.

THE high reputation of Eastern Townships butter was brought into question by one of the judges at the Eastern Townships Exposition at Sherbrooke last week. This is in distinct contrast to the fact that Mr. Boucher of St. Hyacinthe has just won first prize for butter at the Toronto Fair in competition with all Canada.

The criticism by Mr. A. J. Brice, one of the largest export dealers in butter in Montreal, which was read at the last meeting of the Sherbrooke Dairymen's Association, is as follows:

"I desire to call the attention of your association to my impressions after examining the butter on exhibition at

your fair. I found the quality of the creamery butter very disappointing, and it appears to me that we are retrograding in our make, so far as quality is concerned, and it is therefore, of the utmost importance that investigation should be made to discover the reasons and bring up this product to a higher degree of proficiency, otherwise we will lose our prestige in the English market. I believe the method, which is apparently growing, principally in the Eastern Townships of gathered cream, is in a large degree responsible for the defects in quality, and it stands to reason that it must be very detrimental both to the uniformity and flavor; also to the keeping qualities, and this system of manufacturing butter should be discouraged at once.

"I believe if your association would take the matter up with the Agricultural Department, either at Ottawa or Quebec, good would result by thoroughly considering the question in all its various phases, such as the proper churn, whether it is desirable to have the combined churn and worker, etc., and other matters. I also find that some creameries are using very inferior parchment paper. Hoping this matter will be taken up by your association."

Tainted Milk.

It is reported that influence will shortly be brought to bear to secure Government legislation compelling cheese and butter makers to take out licenses which will carry with them a certificate of capacity. Some such law is required for the protection of the makers themselves. It is unreasonable to expect a man to turn out first-class goods with inferior material, which is exactly what a great many men employed in the butter and cheese factories of Canada are endeavoring to do at the present time.

The contention is that if cheese and butter makers were licensed and made responsible for the purity of the milk received by them, the man who through indifference or carelessness brought tainted milk to the factory would be

speedily compelled to mend his ways for lack of a market.

Packers' Strike Over.

THE strike of the butcher workmen which has demoralized the meat packing industry of the United States for the last few months has been officially declared off, and simultaneously affiliated unions who quit work in sympathy with the butchers, decided to resume operations. The men have been ordered to return to work in order to save the unions from total disruption.

During the strike approximately 53,000 persons have been involved, and the struggle is estimated to have cost the men about \$5,100,000 in wages, as against an estimated loss of \$7,500,000 to the packers in loss of business and increased expenses. The greatest number of men idle in Chicago during the strike was 26,600, while the total in the country outside is estimated to be about the same.

The original cause of the strike was a demand by the butchers' union that the packers pay to the unskilled workmen 18 1/2 cents an hour. The packers refused to sign an agreement, but offered to arbitrate the question. This was accepted, the strikers agreeing to return to work, pending the decision of the arbitrators. The men, however, were dissatisfied with the manner in which they were being put to work, and declared that they would not return unless all the men were given their old places in one day. The packers declaring that this was physically impossible, the men went on strike for the second time.

The men now return to work under the conditions that existed before the strike.

Provision Notes.

The annual convention of the Eastern Dairymen's Association will be held in Brockville, Ont., on January 11, 12 and 13, 1905.

J. Duff & Sons' grocery and meat store, Hamilton, was damaged by fire to the extent of \$1,500 on September 9.

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

Hams

There has been an excellent demand for Hams during the past month and they are certain to be in request during September. Prices will not be lower, but we have a limited number of large lean hams suitable for slicing that we can sell at low prices. All new cured bright goods.

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

LONG CLEAR BACON.

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

Write us for Special Prices.

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

ROSE Brand

Bacon

is making new customers everywhere. The mild English cure, and the inviting appearance of the meat combine to make "R.B." a strong favorite.

Fresh out of smoke daily at Peterborough, Hull and Brantford.

The George Matthews Co., Limited

ESTABLISHED 1868.

Peterborough Hull Brantford

The **ONLY** yeast
that will please
your customers
is the
famous



Royal Yeast.

Sold by Every Wholesale
Grocer in Canada.

E. W. GILLETT COMPANY LIMITED
London, Eng. **TORONTO, ONT.** Chicago, Ill.

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.

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PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Considerable strength is evidenced in the smoked meat market for this season of the year. Many dealers are completely cleaned out of certain lines which makes prices a shade stronger, although little advance can be quoted. Hams are scarce and the result is a limit higher by a half cent. The demand for fresh meats has fallen off since the closing of the Exhibition and things appear dull for the moment by comparison. The prices quoted this week are as follows:

Long clear bacon, per lb.	0 08½	0 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Roll bacon, per lb.	0 08	0 09½
Small hams, per lb.	0 13	0 13½
Medium hams, per lb.	0 13	0 13½
Large hams, per lb.	0 11½	0 12½
Shoulder hams, per lb.	0 09	0 09½
Backs, per lb.	0 14	0 14½
Heavy mess pork, per bbl.	15 00	15 50
Short out, per bbl.	17 50	18 00
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 07½	0 07½
" tubs "	0 08	0 08½
" pails "	0 08½	0 08½
" compounds, per lb.	0 07	0 07½
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	7 50	9 50
" front quarters	4 50	5 50
" choice carcases	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	7 00
Lamb, spring	7 00	8 25
Veal	6 00	8 50
Hogs, light	7 75	8 00

Butter—Receipts of butter show little falling off; the quality has improved but little and rolls are not coming forward more freely as yet. This will no doubt change within the next two weeks. Prices are the same as last week:

Creamery prints	0 19	0 20
" solids, fresh	0 18	0 19
Dairy prints	0 14	0 16
" in tubs	0 13	0 15

Cheese—Since the high prices of a week ago, when cheese ran over nine cents on the board, there has been a little reaction although the board price of September 12 was 8 15-16c. Prices abroad still remain at such a level that the local high prices are unsuited to supply export demand. On the whole there cannot be said to have been any tangible weakness in board prices and the coming week may see a temporary nine cents again. Board reports for the week ending September 13 are as follows:

Board.	Boxes.	Price.
Woodstock	1,043	(no sales) 0 08½
Pictou	1,020	(245 sold) 0 09
Brockville	2,471	(no sales) 0 08½
Kingston	1,170	(no sales) 0 08½
Vauleek Hill	1,315	(254 sold) 0 08½
Winchester	1,060	(104 sold) 0 08½
Napanee	1,900	(675 sold) 0 08½
Perth	2,200	(no sales) 0 08½
Ironquois	790	(no sales) 0 08 11-16
Brantford	2,240	(no sales)
Ottawa	1,359	(no sales) 0 08½
South Finch	1,300	(no sales) 0 08½
Kemptville	2,700	(few sold) 0 08 13-16
Belleville	1,723	(900 sold) 0 08 13-16
Cornwall	270	(no sales) 0 08½
London	1,745	(no sales) 0 08½
Lindsay		(no sales) 0 08 15-16

*Colored Cheeses.

The prices in Toronto are:

Cheese, large	Per lb.
" twins	0 09 0 09½

Montreal.

Provisions—Cool weather has stimulated the provision market. Large quantities of tinned meats have been received and the demand generally has been excellent. The supply of live hogs on the market was good, the majority of them having been contracted for last week, by two local packers. The offerings therefore for sale were not large. Sales of selected lots were made at \$5.60; mixed lots at \$5.25; heavy at \$5 per hundred pounds. The demand for hams, bacon, and lard was fairly good and prices were steady. We quote:

Canadian short out mess pork	\$17 00	\$18 00
American short out clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl.	11 50	12 00
"Boar's Head" brand, tierces, per lb.	0 06½	
" " " tierces, per lb.	0 07½	
" " " 30-lb. fancy tubs	0 07½	
Cases, 20 3-lb. tins, per lb.	0 07½	
" 12 5-lb. tins "	0 07½	
" 6 10-lb. tins "	0 07½	
20-lb. wood pails, each	1 48	
20-lb. tin pails, each	1 38	
Wood net, tin gross weight—		
Pure lard, tubs	1 57	1 70
" cases (6 10-lb. tins)	0 07½	0 08½
" cases (12 5-lb. tins)	0 08	0 09
" cases (24 3-lb. tins)	0 08½	0 09½

Cheese—Dulness still rules. Little new business, except the actual transactions at the wharf, can be quoted. On Monday, for instance, there were 4,000 cheese on sale at the wharf, and it was late in the afternoon before the basis was settled. However, 8 5-8c was the ruling price, which was a quarter of a cent decline on the previous Monday's basis. In bold contrast to last year, this appears, when the offering exceeded 5,000 boxes, which realised 10 3-4c to 10 7-8c. Mail advices from England still report quietness, notwithstanding a general firmness of tone. One report states that there is an increase in the London stocks at the railway depot, of from 20,000 to 57,000 boxes. As three-quarters of this latter amount arrived on steamer Devona, the general report cannot be considered unsatisfactory. In grades, under the choicest, buyers have a wide selection, and values stand at about 40s to 41s. C.I.F. cables have been very bullish, and quotations have been advancing from day to day, so that they now stand as high as 46s 6d.

Cheese Exports—The exports of cheese for the week total 64,561 boxes; of these 49,159 were local, and 15,402 through. In comparison with the cor-

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES



Trade-mark.

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

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

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



The Best
of all

FLY Killers

is
Wilson's
Fly Pads

Sold Everywhere.

10 CENTS

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

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

Look At It

any way you like and you will find that

Napoli Macaroni

is a better line for you to handle than the imported.

We want to send samples to every grocer who is not already selling our brand.

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

Plenty Poor Coffees

—hard to build a trade for an article of poor quality—foolish to try. Hence

Toronto Club Coffee

is made high grade—very high grade—to get trade, and to hold it. In double sealed packages, ½'s and 1's, ground or whole.

SAMPLE SENT FREE

TORONTO CLUB COFFEE CO.
85 Jarvis St., TORONTO.

COMMON SENSE

KILLS (Roaches and Bed-Bugs
Rats and Mice)

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

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

Write for prices.



It is a Question of Flavor

in
**Condensed
Mince Meat**

**Peacock
Brand**

Has a genuine flavor.

The Bates, Peacock Co.
HAMILTON, ONT.

responding week of last year, the total shipments were 107,505, with a local shipment of 82,309, thus there is a falling off of nearly 50 per cent. locally. The total shipment of cheese since May 1st, 1904, amounted to 1,256,897, and for the same period in 1903, the exports were 1,632,356.

Butter—A firm and steady tone rules in the butter market. Nearly 500 boxes were turned over on Tuesday at 19c. At Eastern Townships points full prices were conceded. Mail advices from the Old Country state that there is a lack of animation in the market. Choicest butter stands at 92s to 94s, the special lots at 96s. Second grades are offering at 84s to 88s, while lower qualities bring 75s to 80s. The demand is very poor for these.

Butter Exports—The exports for the week ending September 12, amounted to 21,580 lbs., and for the corresponding week of last year 13,374 lbs. The total shipments for the year amounted to 311,856 lbs., as against 204,470 lbs. for 1903, during the same period.

Winnipeg.

Butter—The market is fairly active with a good demand for the first-class quality. We quote:

Creamery, fresh churned, per lb.	0 22
" per lb.	0 21
Dairy per lb.	0 18

Cheese—The market continues firm with a fair demand for No. 1 qualities:

Cheese, per lb.	0 10½
" July make, per lb.	0 10

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

Lard 50-lb. pails.	4 30
" 20-lb. "	1 80
" 10-lb. "	5 70
" 5-lb. "	5 55
" 3-lb. "	5 45
" compound, in 20-lb. pails.	1 55

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

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

St. John, N.B.

Provisions—In barreled pork quite low prices are quoted. There is light demand. Beef seems rather scarce with no change in price. In pure lard prices are higher and large stocks are held. Refined lard is rather lower. In hams and rolls some new goods are offered. Fresh meats are easy. Beef is low, particularly domestic; lamb is plentiful and cheap and there is a large sale. Mutton will even at the low figures. Veal is not a large supply and the

price is easy. Pork is more freely received.

Meas pork, per bbl.	\$16 00	\$17 00
Clear pork "	17 00	19 00
Plate beef "	12 00	14 00
Mess beef "	19 80	12 00
Domestic beef, per lb.	0 05	0 07
Western beef "	0 08	0 09
Mutton "	0 04	0 05
Veal "	0 05	0 07
Lamb, "	3 05	0 07
Pork "	0 06	0 07
Hams "	0 12	0 14
Rolls "	0 10	0 11
Lard, pure, tubs "	0 08	0 08½
" pails "	0 08½	0 09
Refined lard, tubs "	0 08½	0 09
" pails "	0 08½	0 08

Butter—Prices are still low. The great need is for a better quality.

Creamery butter	0 18	0 20
Best dairy butter	0 16	0 17
Good dairy tubs	0 14	0 15
Fair	0 12	0 14

Eggs—Market is firm at full prices and demand good.

Eggs, henery	0 18	0 20
" case stock	0 17	0 18

Cheese—The make here has been light. Prices are higher and firm.

Cheese, per lb.	0 10	0 10½
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HINTS TO BUYERS.

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

L. Chaput, Fils & Cie., Montreal, are offering Trenor's Valencias at very attractive prices—to arrive by second direct steamer from Denia.

A noticeable exhibit of Peter's chocolate has been at the Windsor Hotel rotunda, Montreal, during the week, and has attracted considerable attention. The array of packages on the neatly arranged show case called for admiration from large numbers of tourists, and the dispensing of samples was conducted by an enterprising young lady.

Among the articles for cleaning purposes as applied to silver, brass, copper, windows, mirrors, marble, etc., Bon Ami takes front rank. The special features of this cleaner are its simplicity in application, labor saving and the first-class work it does. It is free from acids or grit, and will not damage the hands or any article to which it is applied. Hudon, Hebert & Cie., Montreal, call special attention to its superior qualities.

L. Chaput, Fils & Cie., Montreal, have a round lot of 1903 crop Delectable Table Clusters equal to connoisseurs—price of 5½c should clear them out rapidly.

Mr. E. D. Marceau, Montreal, shows offerings of value to buyers of tea. The range is a large one, and selections can be made from samples supplied by Mr. Marceau on application.

The A. F. MacLaren Imperial Cheese Co., Toronto, reports a Fall shipment of Loch Fyne Scotch herrings on the way. The catch is short this year. This firm is now booking orders.

McWilliam & Everist, Toronto, are expecting a car each of Spanish onions and Verdilli lemons.

Back again—

We are at last settled in our old premises—corner Scott and Front Sts.—glad to be rid of the inconveniences of temporary premises—WE HAVE AN ENTIRELY NEW STOCK—and while we are still short on some lines, these are being filled in as rapidly as the transportation companies can bring the goods from the point of production. WE ARE IN A BETTER POSITION THAN EVER to look after the requirements of our customers and the trade generally.

NEW VALENCIA RAISINS DUE TO ARRIVE SEPT. 20TH.

The fruit of the first shipment is of exceptionally fine quality.

WE ARE QUOTING SPECIAL FIGURES ON OUR—

—“ANCHOR”— —GOLD MEDAL—

FINEST OFF STALK
AND FINEST SELECT

FANCY 3-CROWN
—SELECT—

SEND US YOUR ORDERS FOR SHIPMENT UPON ARRIVAL OF FIRST IMPORTATIONS

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

CANADA'S WEST INDIAN TRADE.

MR. CHAS. F. PICKFORD, of Pickford & Black, Halifax, N.S., arrived in Toronto on the 21st inst. He has recently returned from a seven months visit to the West Indies, and is in Western Canada on his annual mission trying to interest business men in the West Indies.

“While,” he said, “business between the West Indies and Canada is improving we are not altogether pleased with the increase from Ontario. Considerable shipments are going forward all the time, but they do not increase as they should. Take flour from Ontario mills, for instance. Much of it goes via New York instead of via Canadian ports. A great deal more sugar is going from the West Indies to Canada. In fact practically all the raw sugar produced in the West Indies now finds its market in this country; but at the same time the trade from Canada to the West Indies is not nearly so large as it might be, and our steamers frequently go back with light cargoes. The people in the West Indies are willing to buy from us provided we can give them the goods. This we certainly can do if our manufacturers and exporters will cater to the trade. As it is one seldom sees a commercial traveler from Canada in the West Indies, while travelers from United States houses are to be seen on every side. The trouble is that we are too spasmodic in our efforts to secure the trade with the West Indies. There is one class, however, of Canadian enterprise which is doing well in the West Indies and that is the life assurance companies. They are sending their men down there regularly and are meeting with good returns. These are about the only people in Canada who are sticking to business systematically.”

THE
WORD

NATIONAL

ON
A
COFFEE MILL

IS
A
GUARANTEE
OF
QUALITY—

Drop us
a card
for

Catalogue and Prices.

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

SOLE AGENTS
IN CANADA

TORONTO

Business Changes

ONTARIO.

THE assets of J. D. Smith, general merchant, Billing's Bridge, were advertised to be sold at auction on September 11.

Wm. Bachly, grocer, Toronto, is dead. Matthew J. Lawlor, baker, Brantford, is dead.

John Duff & Sons, grocers, Hamilton, have been burnt out.

M. Greenspoon, general merchant, Hawkesbury, has assigned.

The assets of J. E. Langlois, general merchant, The Brook, are to be sold.

T. J. Sheppard, general merchant, Flesherton, has advertised his business for sale.

T. Longchamp, general merchant, Piperville, has been succeeded by J. Farand, Jr.

The building and plant of The Harriston Pork Packing Co., Harriston, is advertised for sale.

J. Northcott, general merchant, Vanleek Hill, has been succeeded by D. J. Jamieson & Son.

L. Leonard, dealer in groceries and dry goods, Oshawa, has assigned to W. S. Bowden & Sons.

The stock of Powell & Co., general merchants, Tilbury, has been sold at 62½ cents on the dollar.

Moncrieff & Cornelius, grocers, Kingston, have dissolved partnership; P. A. Moncrieff continues in business.

J. G. Wyatt, tobacconist, Ottawa, has assigned to W. A. Cole; meeting of creditors announced for September 16.

E. Cameron, general merchant, Gordon Lake, has assigned; meeting of creditors announced for September 8.

The American Coffee & Spice Co., wholesale coffee, spice and sauce dealers, Toronto, have sold to M. M. Clancy, who retains same firm name.

The assets of A. Juneau, grocer, etc., Ottawa, were advertised to be sold at auction, September 13. A compromise has been made at 20 cents on the dollar.

QUEBEC.

E. Renaud, general merchant, Naperville, is dead.

Chartee & Vezina, grocers, Quebec, have registered.

Silverstone & Smilovitch, grocers, Montreal, have registered.

The assets of L. H. Chouinard, general merchant, Matane, have been sold.

The assets of J. F. C. Martel, general merchant, Sayabec, have been sold.

U. Matte, general merchant, St. Raymond, has assigned to V. E. Paradis.

The assets of J. McGarrahan, cigar dealer, Montreal, are advertised to be sold.

The assets of E. L'Ecuyer, general merchant, St. Polycarpe Jc., have been sold.

Berard & Farand, dealers in aerated waters, Waterloo, have dissolved partnership.

G. Premond, general merchant and harness maker, Warden, is asking for an extension of time.

J. Render & Co., biscuit manufacturers, Montreal, have compromised at 25 cents on the dollar.

E. Ouimet and L. P. Ouimet, grocers, Montreal, have registered under the style of Ouimet Freres.

Mrs. J. Cyr, general merchant, Little Cascapedia, has been burnt out. She is offering to compromise.

A meeting of the creditors of Narcisse Leclerc, general merchant, French Village, was advertised for September 13.

A meeting to appoint a curator to Ignace Marquis, general merchant, Sorel, was advertised for September 20.

Demers & Larose, general merchants, Thetford Mines, have dissolved partnership. The business is being continued by M. Demers.

S. Routhier, general merchant, Ste. Marie, has assigned. Lefavre & Taschereau have been appointed provisional guardians.

The assets of S. H. Frigon & Co., general merchants, Three Rivers, are to be sold on September 21. Meeting of creditors was held on September 6.

NEW BRUNSWICK.

H. McKenna, general merchant, St. Stephen, is dead.

A. Gratton, general merchant, Buc-touche, is dead.

NOVA SCOTIA.

A co-partnership has been registered for R. A. and C. Peters, to do business under the style of Peters Bros., dealers in meats and provisions, Louisburg.

MANITOBA AND N.W.T.

A. E. Sibbald, general merchant, Hal-brite, has sold out.

L. Mills, confectioner, Moosomin, has sold out to G. Freeman.

Worden Bros., confectioners, Calgary, have dissolved partnership.

S. Shannon, confectioner, Killarney, has sold out to G. Martin.

Dowd & Shatilla, general merchants, Kelloe, have dissolved partnership.

Mrs. S. Harris, confectioner, Leth-bridge, has sold to Cook & Forster.

E. J. Williams, confectioner, Medicine Hat, has sold out to E. H. Turner.

A. W. Heath, general merchant, Gil-berth Plains, has sold out to Mr. Smith.

T. A. Hatfield, general merchant, Cal-gary, has been succeeded by Hatfield & McLaren.

G. W. Ludlow, general merchant, Bal-carres, has admitted J. K. Knaus to partnership.

A meeting of creditors of Martin &

Co., general merchants, Churchbridge, was announced for September 3.

BRITISH COLUMBIA.

F. G. Hitt, grocer, Victoria, has as-signed to T. G. Hitt.

A. R. Steacy, grocer, Vancouver, has been succeeded by L. Beckett.

R. H. Wallace, grocer, Vancouver, has been succeeded by Andrews Bros.

The stock of Petersky & Co., grocers, Vancouver, is being sold by auction.

E. B. Little, confectioner, Vancouver, has been succeeded by Mrs. R. Clapp.

R. L. Codd & Co., fruit dealers, etc., Port Hammond, are giving up business.

P. H. Alder, grocer, Vancouver, has been succeeded by The London Grocery Co.

P. H. Alder, grocer, Vancouver, is negotiating to sell to joint stock com-pany.

The stock of J. Shortreed, general merchant, Abbotsford, has been sold by mortgage to J. P. Sim & Co.

NOMINATIONS OF GROCERS' ASSOCIATION.

At a special meeting of the Montreal Grocers' Association held last week nominations were made for the different official positions in that body. The elections will take place the first week in October and in the interim the keenest interest will occupy the attention of the candidates and their friends. N. Chartrand, who has held the position of president with great credit and success to the association, declined the nomination for re-election. Ald. Lari-viere was then nominated by M. P. Daoust; for 1st Vice-President, M. E. Upton was elected by acclamation; 2nd Vice-President M. N. Seguin and Al-bert Bigaouette. A Laurendeau was chosen treasurer unanimously, and a similar honor for the position of secre-tary was accorded Mr. Beaudry.

The following directors were nomi-nated: A. D. Fraser, G. A. Archam-bault, J. B. Deschamps, ex-Ald. Raby, Pierre Filion, G. A. Galaraneau, H. Porier, George Neil, J. A. Labonte, T. Monpetit, E. P. Guillemette, A. D. Boileau, G. Pilon, M. De Repent-D. Boileau, G. Pilon, M. De Prepent-giny, H. Laniell, E. P. Beaudoin, T. Bergeron, A. Sarrazin, E. W. Farrell, Felix Bigaouette, P. P. Boileau, W. Robidoux, H. Mallette, E. Manning and J. A. Dore.

It will be seen at once that the new directorate bears the names of some of Montreal's leading grocers whose ap-pointment to office will add no small in-fluence to the meetings during the com-ing year.

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.”

NEW 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.

MADAM HUOT'S COFFEE

Is the Best. Put it in stock.

Japan market is fully 1c. higher, but my prices are yet at the lowest. I have a good stock of all lines from - - - **12 1/2 c. to 40c.**

You can buy from me now, with profit; don't delay.

CEYLON GREEN—Well! they are a little under the weather just now, but they still have some friends. DON'T ABUSE THEM WHILE THEY ARE IN DISTRESS. I quote from **13 1/2 c. to 18 1/2 c.**

INDIAN GREEN—I have 2 beautiful lines: Hyson, No. 1, at **17 1/2 c.**, and Young Hyson, at **20c.** both fancy leaf and extra fine liquor.

CEYLON BLACK—Market much firmer in Colombo. I quote from - - - **15 1/2 c. to 45c.**

IN STOCK

50	Matts 8 x 5-lb. boxes each, nice clean leaf, good liquoring Japan Tea, at	- - -	18 1/2 c.
10	" 4 x 10-lb. boxes each, Japan Tea, at	- - -	18 1/2 c.
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American Coffee & Spice Co., Toronto.
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Canada Paper Co., Toronto.
- Yeast.**
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adamson, J. T., & Co.	59	Dominion Packing Co.	57	Lake Huron & Manitoba Milling Co. ...	63	Payne, J. Bruce	65
Allison Coupon Co.	7	Downey, W. P.	53	Lambe, W. G. A.	62	Provost & Allard	18
American Coffee & Spice Co.	69	Dunn, Wm. H.	51	Lamont, Corliss & Co.	57	Queen City Oil Co.	2
American Tobacco Co.	67	Dutch Chemical Works, inside back cover		Lowney, Walter M. Co.	3	Rattray, D., & Sons	70
Auer Light Co.	3	Dwight, John, & Co.	19	Lucas, Steele & Bristol	13	Rose & Lafamme	5, 46
Baker, Walter, & Co.	23	Eby, Blain Co.	25	Lytle, T. A., Co.	3	Row & Co.	2
Balfour & Co.	13	Eby, Blain Co.	25	Maiden, J. H.	30	Royal Baking Powder Co.	27
Bates, Peacock Co.	24	Edwardsburg Starch Co.	71	Marceau, E. D.	28	Rutherford, Marshall & Co.	36
Beland, B. O.	46	Empire Tobacco Co.	64	Matthews, Geo. Co.	22	Ryan, Wm., Co.	36
Bickle, John W., & Greening	19	Enterprise Mfg., Co.	63	Metallic Roofing Co.	22	"Salada" Tea Co.	34
Black Bros. & Co.	16	Epps's Cocoa	47	Millman, W. H., & Sons	49	Simpson, R. & J. H. Co.	47
Bloomfield Packing Co.	60	Ewing, S. H. & A. S.	47	Mooney Biscuit and Candy Co.	56	Snowdon, Forbes & Co.	47
Blue Ribbon Tea	45	Ewing, S. H., & Sons	5	Morse Bros.	12	Southwell & Co. inside front cover	51
Bowser, S. F., & Co.	7	Fairbank, N. K., Co.	4	Mott, John P., & Co.	55	"Sovereign" and "Lynx" Salmon ..	19
Bradstreet's	inside front cover	Fearman, F. W., Co.	21	Mackintosh, John	57	St. Lawrence Starch Co.	53
Brantford Starch Works	35	Fortier, J. M.	66	MacLaren's Imperial Cheese Co.	14	Stauntons Limited	69
Burlington Canning Co.	7	Foster Pottery Co.	2	McAlpin Consumers Tobacco Co.	66	Stringer, W. B., & Co.	59
Canada Paper Co.	47	Frontenac Cereal Co.	62	McCann, Wm., Milling Co.	56	Thum, O. & W., Co.	7
Canadian Cannery Limited	8	Gibb, W. A., Co.	58	McDougall & Lemon	59	Tippet, Arthur P., & Co.	1
Canadian Press Clipping Bureau	inside back cover	Gillard, W. H., & Co.	10	McDougall, D., & Co.	67	Todhunter, Mitchell & Co.	10
Canadian Swiss Trading Co.	57	Gillett, E. W., Co., Ltd.	22	McGregor-Harris Co.	36	Toronto Club Coffee Co.	24
Capstan Manufacturing Co.	3	Gorman, Eckert & Co.	53	McLaren's Cooks' Friend Baking Powder	inside back cover	Toronto Salt Works	inside back cover
Castle, F. J., Co.	5	Gowans, Kent & Co. outside back cover		McLean, J. A., Produce Co.	22	Tuckett, Geo. E., & Son Co.	65
Ceylon Tea	6	Greig, Robt., Co.	8	McWilliam & Everist	53	Turner, James, & Co.	13
Chaput, L., Fils & Cie.	30	Grocers Engineering Co.	51	Napoli Macaroni Co.	24	Upton, Thos., & Co.	15
Chase & Sanborn	45	Hamilton Cotton Co.	7	National Licorice Co. inside front cover		Walker, Hugh, & Son	59
Christie, Brown & Co. outside front cover		Heinz, H. J. Co.	30	Natural Food Co.	63	Walkerville Match Co.	5
Clark, W.	47	Hill, Evans & Co.	3	Nicholson, Bain & Johnston	2	Warren Bros. & Co.	5
Coles Manufacturing Co.	34	Hudson, Hebert & Cie.	41	Nicholson & Bain	2	Watt, J. L., & Scott	55
Colson, C. E., & Son	outside back cover	Husband Bros. & Co.	58	Nicholson & Brock	48	Wethey, J. H. outside back cover	
"Commissioner" Tea	7	James' Dome Black Lead	3	Oakley, John, & Sons	inside front cover	White & Co.	59
Common Sense Mfg. Co.	24	James, Eben	59	Oakville Basket Co. inside back cover		Wilson, Archdale	23
Cowan Co.	24	Japan Teas	4	"Ozo" Co.	36	Wilson, C., & Son	8
Cox's Gelatine	57	Keen, Robinson & Co. outside front cover		Pacific Selling Co.	18	Wilson Commission Co.	2
Cullen, Orlan Clyde	48	Kingston "Gleaner"	inside back cover	Page, C. S.	48	Wilson, W. H., Co. inside front cover	
Davidson & Hay	15	Kinnear, Thos., & Co.	14	Park, Blackwell Co.	21	Wood, Thomas, & Co.	10
Dawson Commission Co.	58					Woods, Walter & Co.	23
Dingle & Stewart	2						
Dominion Molasses Co. inside back cover							

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INDIGNANT BRITISH MERCHANTS.

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.

The list of buyers supplied to a firm of steel manufacturers was precisely the same as that supplied to exporting jewelers. Incalculable injury has been done in this way, and many Birmingham houses now have peculiar and unjustifiable ideas of Canadian "honesty."

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 and another opportunity of obtaining space in this paper might not present itself.

MUST NOT EXPOSE FRUIT.

A NEW by-law has been proposed by the Health Committee of Montreal which when enforced will prevent the exposure of fruit, vegetables or any other produce outside of the stores. In the past a regulation of the Police department has tolerated the outdoor display of goods of various kinds provided such goods did not occupy a space more than six inches in width, measuring from the windows or the average front of the store. This law was very poorly enforced according to information brought before the Health Committee and many complaints have been laid regarding the encroachment of dealers on the sidewalks and the unsanitary character of the practice so far as food stuffs are concerned. To prevent contamination by dust, etc., it has been thought best to prohibit entirely the exposure of foods out of doors either for sale or for show.

This by-law should receive the hearty support of all citizens. The dust of a busy city which is bound to accumulate upon meat, bread, fruit or vege-

tables is certainly unpleasant to the particular customer and at the same time a menace to general health. Organisms of all descriptions have been found in the deposits of the streets. It is only fair to state that in many cases sensible and successful grocers have seen the point at issue and exposure of stock is not nearly so common as formerly. To compel as far as is in the power of civic authority all dealers to stop the exposure in every case will make for good health and cleanliness.

It is generally conceded on all sides nowadays that too much care cannot be taken in the preparation and handling of all articles of food. Wherever there is carelessness on the part of individuals to act voluntarily in this direction it is high time for the authorities to step in and force the issue.

TO CHANGE CHILDREN'S DAY.

THERE is a strong feeling among exhibitors at the Canadian National Exhibition that Children's Day should be changed from the first to the second week. Not that they are not in favor of giving young Canada a holiday; this year however, Children's Day happened to be muddy and thousands of little feet coated more heavily than usual with mother earth found their way into the Manufacturers and Liberal Arts Building where they left deposits of mud—principally about the booths where samples were given away. Exhibitors are bemoaning the soiled appearance of their respective booths and are unanimous in their recommendation that Children's Day be changed next year to the latter end of the Exhibition.

THE CAMPAIGN FUND.

JUST before the country becomes embroiled in another general election is a good time to enter a protest against the methods employed by the party agents in raising campaign funds. Business men especially have been practically held up heretofore and compelled to pay large sums into the party treasury. Intimidation has been used with some, others have been threatened with

the boycott, and there are many who have been unwilling givers merely because they dared not refuse.

There is a tendency at present to stand out against this principle of raising funds from among business men to carry on elections. It has been felt by many that the sum raised is in most cases far and above the necessities of the occasion, and that in assisting to raise a large campaign fund they are indirectly encouraging corrupt practices.

There is a certain amount of legitimate expense involved in conducting a campaign. The expenses of speakers must be paid for, and there are items relating to the rent and light of committee rooms and public halls. Added to these there are several other expenses, all perfectly legitimate. The whole, totalled up, does not net such a large sum as to be beyond the purse of any well-to-do candidate and his immediate circle of friends.

The public councils of the country require men of means and responsibility, and it would be just as well if only such men sought election as could afford to pay their own expenses. The rank and file of the party, and especially the business men in the party, would welcome and honor such candidates.

BEARING FRUIT.

AT the time when the agitation over the deportation from Canada of the American engineers employed on the Grand Trunk Pacific was at its height, this paper took the ground that such a step on the part of the Canadian authorities would be resented by the United States, and that there would be a serious danger that Canadian engineers employed in that country would suffer. It was also pointed out that as a result the graduates of Canadian engineering colleges would find it difficult to secure those opportunities for pursuing post graduate work at the great American universities which they enjoyed in the past.

What was then predicted is now actually happening, and we have news of two Canadian engineers losing their positions in the United States on account of the agitation in Canada. When we consider the number of Canadian engineers at work in the United States, and

the importance of the positions held by them, this incident possesses a most grave import.

After what Canada has done, we cannot accuse the United States of any unfairness in thus protecting her native engineers. It is a logical and defensible step on her part. The only consolation is that the best-minded engineers on both sides of the line are regretting the misunderstanding which has arisen.

A NEED OF THE HOUR.

AN election is in progress at the University of Toronto. A new senate is to be chosen by the graduates of all the faculties. Owing to the federation of Trinity University with the University of Toronto, the senate will be increased in membership from twenty-six to thirty-one, exclusive of ex-officio members.

The functions of the senate are in the main academic, the members concerning themselves with the government of the university corporation, the prescribing of the curricula, etc. The management of the funds and the university property on the other hand are entrusted to a board of trustees.

It is accordingly natural to suppose that the senate would be largely composed of professors and professional men,—those directly interested in the work of the university,—and the board of trustees of men versed in the ways of the business world. This is the case with the senate and it is fairly true of the board of trustees. An infusion of more men of practical business training into both bodies would be highly beneficial.

At the approaching senate elections some forty graduates are up for election. Of these only a mere handful, some three or four, can be said to be business men. The remainder are lawyers, doctors, clergymen and professors. In Mr. W. T. White, of Toronto, we find, possibly, the only genuine business man in the list of candidates. Mr. White is a clever and successful financier and one who understands the needs of the business community in the way of higher commercial education. His election would be most beneficial.

What is needed is a representation of men like Mr. White, who will add to the

more theoretical and visionary ideas of the academician, the practical everyday knowledge of the business man. In a university provincial in character and cosmopolitan in its aims, commercial interests should not be overlooked.

MR. CHAMBERLAIN AND CANADIAN FLOUR.

THE Canadian people have as a whole taken kindly to Mr. Chamberlain's preferential tariff scheme, realizing that it is not only a means whereby Great Britain may retain her position of commercial supremacy among the nations of Europe, but at the same time serve the best interests of the colonies.

The newest phase as outlined by Mr. Chamberlain at Welbeck Abbey will not be quite so favorably received by Canadian business men and in particular flour, wheat and provision exporters. He advocates the imposition of an import duty on the chief products of the farm, namely 50 cents per quarter on wheat and such duty on flour as will result in the whole milling of wheat being done in England. He would place a similar duty of 50 cents per quarter on every kind of grain except maize, which is an imported product and 5 per cent. on meat, dairy products, butter, cheese and preserved milks, poultry, eggs, vegetables and fruits.

Mr. Chamberlain is perfectly right as far as British interests are concerned. He points to the millions of uncultivated acres in England and proposes by the duties on wheat, oats and barley to shut out colonial and foreign cereals in order to stimulate the cultivation of cereals among English farmers. In the words of his speech "none but British farmers should supply everything that British farms are capable of supplying of the things required by the British consumer."

Further he says that the milling of British flour should be done in Great Britain not only for the employment it will give British capital and labor instead of capital and labor outside the

United Kingdom, but for the sake of the bran and feeding stuff which would enable British stock-raisers to rear and breed more stock and increase operations. Mr. Chamberlain would admit corn on account of its value as feed for stock; but this is a product of the United States rather than of the British colonies. In other words Mr. Chamberlain advocates protection pure and simple.

If his speech is to be taken literally it will come with anything but a welcome sound to Canadian ears.

Canada's exports of wheat flour for the fiscal year ending June 30 last amounted to no less than \$2,338,667. The ambition of Western Canada is that the greatest possible portion of the wheat grown in this country should be converted into flour here. Canada already has an extensive milling capacity and new mills are going up. The development of the Canadian milling industry is a matter of foremost importance to the continued advancement of her progress and welfare, and naturally Canadian millers have looked to Great Britain as a market for their flour.

The proposed duty would be undoubtedly prejudicial to the milling industry in the United States and Argentina and certain Canadian interests feel sure that Mr. Chamberlain's intention is to operate directly against these countries which together furnish about ninety per cent. of the flour imported by Great Britain. It may be that Mr. Chamberlain intends to give Canadian wheat and flour a preference over the foreign article, and if so, well and good. If, however, his object is to shut out all produce from over the seas, Canada not excepted, the result will be a direct and irreparable loss to Canadian milling interests.

A CALLER FROM HALIFAX.

Mr. W. H. Troop, director and secretary of Black Bros. Co., Halifax, was a visitor to the Toronto offices of The Grocer during the week. Black Bros. & Co. have just finished a successful campaign at the Canadian National Exhibition. Thousands of consumers have become wiser as to the superior qualities of the "Acadia" brands of prepared codfish and inquiries are pouring in from the retail grocery trade throughout the country. Many visitors to the Exhibition were not previously aware that codfish was put up in such con-

venient form for Summer use and welcome the news accordingly.

Mr. Troop is wonderfully pleased with the result of his firm's efforts at the Toronto Exhibition, and anticipates that the market is now firmly established in this particular point of Ontario for Black Bros. & Co.'s products, which have occupied a position of prominence in the markets of Eastern Canada for a number of years. He left on September 14 for Winnipeg, Calgary, Edmonton and intervening points in the interest of trade. An excellent market will doubtless be found for "Acadia" brand codfish, etc., among the numberless ranches and farms of the great west, for the use of which it is admirably suited.

CANADIANS AND SOUTH AFRICAN TRADE.

GREAT interest is being taken at present in South African trade, and The Grocer has received many inquiries from importers in that country. In fact, a list of importers is now in the office of The Grocer, which will be gladly explained to inquirers. A special circular has been issued by shipping firms, interested in the Canadian-South African trade. These are Furness-Withy, and the Elder-Dempster Co., who, in a carefully worded letter, outline to prospective shippers the advantages Canadians enjoy in this market. The letter reads:

"You are doubtless aware of the recent changes in tariff regulations affecting goods the growth, produce or manufacture of Canada, when such goods are imported into the British South African colonies for consumption.

"The amended customs regulations above referred to, place shippers of Canadian goods at a decided advantage over others, inasmuch as the said regulations, which took effect July 1, 1904, besides placing a number of articles on the free list, provide as follows:

"A rebate of customs duties shall be granted on any goods and articles the growth, produce or manufacture of Canada, imported therefrom into this colony for consumption therein to the extent following:

"In the case of goods and articles liable to customs duty under class I., II., or V., of schedule B, a rebate of 25 per cent. of any duty chargeable thereon at an ad valorem rate, but of no other duty; and,

"In the case of goods and articles liable under class III., of schedule B, to duty at an ad valorem rate of 21-2 per cent., a rebate of the whole of such duty."

"In this connection, we would take this opportunity of again calling your attention to the Canada-South Africa joint steamship service maintained by the undersigned; the steamers of which service sail at regular monthly intervals from Montreal, in Summer, and St. John, N.B., in Winter, for South African ports.

"We hand you herewith, sample forms of necessary declarations, and trust to hear that this important reduction in duties on goods the growth, produce or manufacture of Canada, will enable you to materially increase your Canadian shipments, by the steamers of the Canada-South Africa joint service.

"The next proposed sailings are: Oriana, 18th September; Wyandotte, 18th October."

BOARD OF TRADE REORGANIZED.

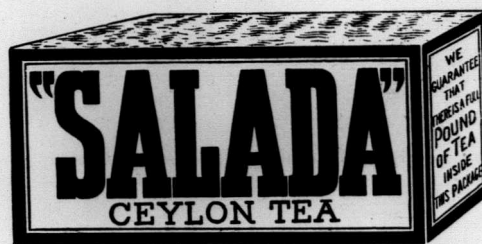
The Prescott, Ont., Board of Trade was reorganized on September 12 with a membership of over 80. The following officers were elected: President, F. S. Evanson, boot and shoe merchant; 1st Vice-President, W. P. McCarthy, grocer; 2nd Vice-President, W. F. McPherson, hardware merchant; Treasurer, F. B. Bennett, banker; Secretary, J. D. Mills, hardware merchant.

EXCESSIVE EXCHANGE CHARGES.

A LETTER has been received from a reader of The Grocer in reference to a resolution passed at the recent meeting of the Maritime Board of Trade favoring a reduction in the present rate of bank exchange.

He says the excessive exchange charged by the banks throughout Canada presses hardly on the retail trade. For instance, the lumber companies at Haileybury, Ont., pay by cheques as well as the railway contractors. The expense of getting these cashed amounts to a considerable item in the course of a year. Chartered banks even make a charge on cheques issued on other branches of the same bank situated not more than five miles away, and this to their regular customers. Considering the big dividends paid by the chartered banks it seems as if they might lower the rate of bank exchange to the retail merchant.

Written in the interest of The Man with Ancient Ideas



The man who argues on the lines that he "can't" sell a packet Tea, "can't" because he "can't" make himself believe that he can . . . But one little experiment with an assorted sample case of "SALADA" Ceylon Tea completely upsets his pet little "can't" theories. Many a dealer has found this out to his pleasure and profit. There are 12,500,000 packets sold annually which is a certificate of character that none dare question.

BRANCHES and AGENCIES

- Toronto.
- Montreal.
- St. John.
- Halifax.
- Winnipeg.
- Vancouver.
- New York.
- Boston.
- Chicago.
- Buffalo.
- Detroit.
- Pittsburgh.
- Cleveland.
- Philadelphia.
- Washington.
- Indianapolis.
- Hartford.
- Duluth, Min.
- Jersey City.
- Milwaukee.
- St. Paul, Min.
- Richmond, Va.
- Jacksonville, Fla.
- Rochester.
- Norfolk, Va.
- Scranton, Pa.
- Portland, Me.
- Baltimore, Md.
- San Francisco.
- St. Louis.
- Minneapolis.

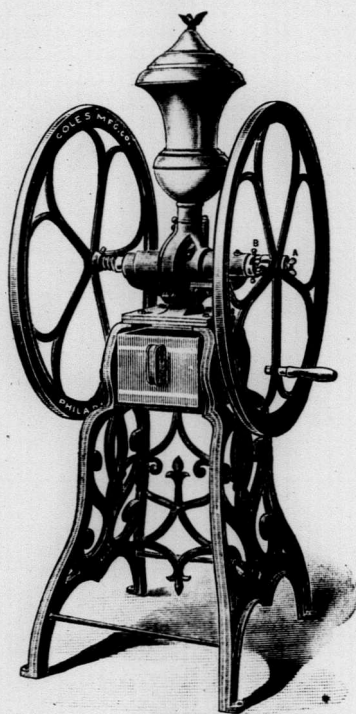
Black, Mixed or
Natural Green

Sealed Packets Only.

Retailing 60c , 50c., 40c , 30c., 25c. per pound

A one cent Postal Inquiry Investment

Will bring you dollars worth of information in return.



No. 17. List Price, \$40.00.

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

Coles Manufacturing Co.
PHILADELPHIA, PENNA.

Coles Coffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.



Catch the Eye

Our principal object in putting up

LILY WHITE GLOSS STARCH

in handsome drum packages is to catch your customer's eye. The attractiveness of the package gets the attention of the purchaser and the goodness of Lily White Gloss Starch secures their continued trade.

Drums— 6 lbs starch, 8 drums in a case, a pair of drumsticks with each drum.

Trunks— 6 lbs starch, 8 trunks in a case.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Sept. 15, 1904.

Groceries.

THIS week has not been a record breaker in as far as the actual volume of trade is concerned. Many of the retail grocers took a week off and came to see the Exhibition and as very little was doing in the country, the travelers took a holiday.

The Fall trade can hardly be said to be well under way yet, as it is only a couple of weeks since the travelers settled down to "chase up" Fall trade. They report an improved feeling all through the country and look forward to an exceptionally successful Fall and Winter season.

Several wholesale firms have been doing a large business in Northern Ontario, supplying railroad construction gangs, etc. Speaking of the general volume of trade this season as compared with last, one prominent Toronto wholesaler says his sales for August this year were larger by 50 per cent. than those of a year ago.

The sugar situation remains firm. Owing to the shortage in the fruit crop this year the consumption of sugar will be slightly under the average. Salmon continues very firm and high as well as sardines and herring. Japan, India and Ceylon teas are a shade firmer. The coffee market continues firm, while tapioca is a little easier, and cloves and peppers are high and advancing. The foreign dried fruit market is firm and high with the exception of California prunes and raisins, which are both exceptionally cheap. Dried fish are quoted for the first time this season. Bird seed is reported very scarce.

CANNED GOODS.

A seasonable demand continues in canned vegetables, fruits and meats. Nothing definite has been heard as yet about the extent of this year's pack of corn and tomatoes. The present weather is anything but suitable for ripening and a short pack with correspondingly high prices is not improbable.

New sardines are beginning to arrive on this market. Prices are considerably higher than those of last year on

account of a poor catch. The same remarks apply to kippered herring.

First arrivals of the new pack Sockeye salmon, including "Horseshoe" are reported, in the shape of one large ear which has been distributed among the wholesale trade. The bulk of stocks are either en route or due to arrive shortly.

It is reported that there is now very little salmon on the Pacific coast for Eastern Canada, the bulk of the pack of 325,000 cases being made up of squats. 1-2-lb. flats, and 1-lb. talls for foreign markets. We quote the following prices:

Apples, 3s.....	0 90
gallons.....	2 20
Asparagus, American.....	4 00
tips, 2s.....	2 65
Beets, 2s.....	0 90
Beets, 3s.....	1 00
Blackberries, 2s.....	1 50
Beans, 2s.....	0 80
Corn, 2s.....	1 25
Cherries, red, pitted, 2s.....	2 20
white.....	2 40
Peas, 2s.....	0 82
Pears, 2s.....	1 45
3s.....	1 90
Pineapples, 1 1/2s.....	1 50
2s.....	1 80
3s.....	2 50
Peaches, 2s.....	1 65
3s.....	1 70
Plums, green gages, 2s.....	1 10
Lombard.....	1 00
Damon, blue.....	0 95
Pumpkins, 3s.....	0 95
gallon.....	2 50
Rhubarb, 3s.....	1 90
Raspberries, 2s.....	1 40
Strawberries, 2s.....	1 47 1/2
Succotash, 2s.....	1 00
Tomatoes, 3s.....	1 12
Lobster, talls.....	3 50
1-lb. flats.....	3 50
1-lb. flats.....	2 00
Mackerel.....	1 00
Salmon, Fraser River, "Horseshoe" and "Maple Leaf".....	1 77 1/2
1-lb. talls, 5 cases and over.....	1 80
1-lb. talls, less than 5 cases.....	1 90
1-lb. flats, 5 cases and over.....	1 92
1-lb. flats, less than 5 cases.....	1 17
1-lb. flats, 5 cases and over.....	1 20
1-lb. flats, less than 5 cases.....	0 95
Chums.....	0 15
Sardines, Sportsman 1/2s.....	0 23
Portugese 1/2s.....	0 08
P. & C., 1/2s.....	0 25
P. & C., 1/2s.....	0 35
Domestic, 1/2s.....	0 03
Mustard, 1/2 size, cases 50 tins, per 100.....	8 00
Haddies.....	1 00
Haddies, per case.....	4 00
Kippered herrings, domestic.....	1 00
imported.....	1 45
Herrings in tomato sauce, domestic.....	1 00
imported.....	1 45
California ripe olives, tins, per doz.....	4 75
Corned beef, 1s, per doz.....	1 50
2s.....	2 70
3s.....	9 00
1s.....	20 00
Lunch tongues, per doz.....	3 00
Potted meats, 1s, ".....	0 50
1s, ".....	1 00

For additional quotations on 1904 pack fruit and vegetables see Quebec markets.

SUGAR.

The market has been mostly quiet since last week's report, sales of raws being limited to September 8 and 9, when a fair business was done in centrifugals at full former figures, namely,

4.31c duty paid New York for 96 test. As receipts to refiners for the current week are likely to be heavy, they are naturally indifferent buyers, but would readily pay 41-4c for any available parcels. Sellers, however, are still firm in their ideas and will not shade below 45-16c.

The statistical position is still strong with stocks in importers' and refiners' hands nearly 95,000 tons less than at the same time last year, the figures being 125,863 tons, against 220,517 tons for the same period a year ago. Receipts for the week ending September 7 were 33,695 tons, with meltings 32,000 tons, the latter being 12,000 tons less than the previous week. The reduction is owing to holidays across the line.

Cuba will be less of a factor for the balance of the present campaign, there being no receipts at shipping ports, while exports totalled 31,000 tons as against 196,887 tons last year. Of the small stock on hand the bulk is already sold, thus reducing available supplies from that source to a minimum. Fully 12,000 tons of this will be required for local consumption.

Combined stocks of Europe and America at latest uneven dates were 1,517,873 tons as compared with 2,054,360 tons last year, the decrease being 536,487 tons. Crop reports from Europe have been more favorable and as a result prices reacted 3d per cwt., going to 10s 7 1/2d for 88 test. Since then there has been a partial recovery and as we go to press the market is firm at 10s 9d for September shipment, thus seeming to indicate that no permanent improvement in crop conditions need be expected at this late date.

Beets are about on a parity with ruling quotations for centrifugals in New York, and at the close the market is steady to firm. European consumption again shows considerable increase, the total for the months of September, 1903 to July, 1904, both inclusive, being 3,681,043 tons as against 2,936,807 tons during the previous campaign, a net increase of 744,236 tons or 25 per cent. since September 1, 1903, when the abolition of the bounties took effect. This increase is apparent in all European countries, even including the United

THERE IS NONE BETTER THAN

"CEYLOYA" Ceylon Tea

SOLD IN LEAD PACKAGES ONLY, AT POPULAR PRICES.

SOLE AGENTS:

WARREN BROS. & CO., : : TORONTO.



RETURNED
SEP 15 1904

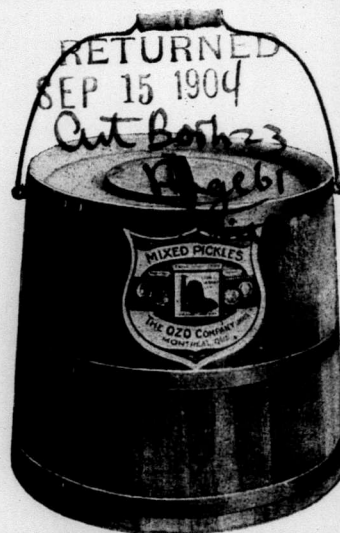
Our Premier Pickles in bottles are high-grade pickles at a low price. They are well cut, firm, crisp, and a good color, nicely packed in the usual size bottle, with an air-tight capsule, and neatly labeled. They make an attractive package that is easily and quickly sold. Retail for 15c. In cases of 3-doz., \$1.05; or in bbls. of 6-doz., \$1.00; nett 30 days. We will pay the freight in lots of 5 bbls. or 10 cases or over.

Our Bulk Pickles are packed in a clean, wholesome manner and nothing but the best of the vegetables goes into them. They are spiced with pure spices by an adept. The vinegar is our own special pickling, pure and pungent. It brings the best results. In pails, 1 gall., 75c.; 2 galls., \$1.40; 3 galls., \$1.95; 5 galls., \$3.00; 10 galls., \$5.50. In barrels, any size, 45c. per gall. Freight paid on five 5-gall. pails or over.

THE OZO CO., LIMITED

MONTREAL

Do you get our Quarterly Price Current?



Something New

Pineapple in glass is unquestionably more to be desired than Pineapple in tin.

McGregor's Preserved Pineapple

is in glass jars of very attractive shape. The quality is

McGregor Standard

—that means perfection.

1 lb. glass jars, per dozen, \$1.70
Pint jars, " " 2.25
Quart jars, " " 3.75

Haven't you an order?

McGregor - Harris Co., Limited
33 Pearl 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.

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Corn syrup, b
" 1-1
" 3-1
" 2-1
" 2-2
" 5-1
" 10-1
" 20-1

Molasses—
New Orleans,
" "
Barbadoes ..
Porto Rico...
West Indian
Maple syrup—
Imperial qts.
1-gal. cans...
5-gal. cans, pe
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Kingdom, and is one of the most healthy features of the whole situation.

Refined is unchanged in all positions and there is a good consumptive demand both in Canada and the United States. There are no particular indications for the immediate future and the article seems safe for all present requirements. We quote the following prices:

Paris lumps, in 50-lb. boxes.....	5 38
" in 100-lb. " 	5 28
St. Lawrence granulated.....	4 73
Redpath's granulated.....	4 73
Acadia granulated.....	4 63
Berlin granulated.....	4 63
Domestic beet, granulated, 1902 (off grade).....	4 43
Phoenix.....	4 63
Bright coffee.....	4 53
Bright yellow.....	4 48
No. 3 yellow.....	4 45
No. 2 " 	4 23
No. 1 " 	4 13
Granulated and yellow, 100-lb. bags, 10c. less than bbls.	

SYRUPS AND MOLASSES.

Quite a lot of molasses is changing hands at the present time, even at the exceedingly high prices charged. This department of trade will brighten considerably as soon as the cold weather sets in. Summer and early Fall are bad times for shipping stocks. The new crop is expected to arrive early in October. A good steady demand continues in glucose syrups at unchanged quotations. We quote the following prices:

Syrups—		
Dark.....	0 35	0 35
Medium.....	0 35	0 37
Bright.....	0 35	0 09 1/2
Corn syrup, bbl. per lb.....	0 02 1/2	
" kegs " 	0 03	
" 3 gal. pails, each.....	1 30	
" 2 gal. " 	0 90	
" 2-lb. tins (in 2 doz. case) per case.....	1 90	
" 5-lb. " (in 1 ") " 	2 35	
" 10-lb. " (in 1 ") " 	2 25	
" 20-lb. " (in 1 ") " 	2 10	
Molasses—		
New Orleans, medium.....	0 25	0 30
" 1/2 bbls. " 	0 27	0 32
" open kettle.....	0 45	0 50
Barbadoes.....	0 35	0 40
Porto Rico.....	0 35	0 40
West Indian.....	0 32	0 35
Maple syrup—		
Imperial qts.....	0 27 1/2	
1-gal. cans.....	0 95	1 00
5-gal. cans, per gal.....	1 00	
Barrels, per gal.....	0 75	
5-gal. Imp. brand, per can.....	4 50	
1-gal. " per case.....	5 10	
1/2-gal. " " 	5 60	
Qts. " " 	6 00	

TEAS.

Japan teas are rather stronger in primary markets, and in some cases an advance of 1-2c has been asked against prices accepted on the same standards a week ago. It is also reported that the quality has fallen off considerably, which is not unusual at this time of year.

There is no change to record in the position or value of Indian or Ceylon blacks beyond a continued improvement in the quality of Ceylons. The London market is reported as 1-2d to 1d higher on better grades, but when the improved quality is taken into account it is plainly seen that the higher price is for better tea, less desirable liquors re-

maining unchanged. Our quotations are as follows:

Congou—half-chests, Kaisow, Moning.....	0 12	0 60
caddies, Pakling.....	0 19	0 50
Indian—Darjeelings.....	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchongs.....	0 17	0 25
Ceylon—Broken Pekoes.....	0 36	0 42
Pekoes.....	0 22	0 30
Pekoe Souchong.....	0 18	0 25
China Greens—Gunpowder, cases, extra first.....	0 42	0 50
" half-chests, ordinary firsts.....	0 22	0 28
" cases, sifted, extra firsts.....	0 42	0 50
" cases, small leaf, firsts.....	0 35	0 40
" " half-chests, ordinary firsts.....	0 28	0 38
" " seconds.....	0 23	
" " thirds.....	0 16	0 18
" " common.....	0 15	
Pingsueys—Young Hyson, 1/2-chests, firsts.....	0 28	0 32
" seconds.....	0 18	0 19
" half-boxes, firsts.....	0 28	0 32
Japan—1/2 chests, finest May pickings.....	0 38	0 40
Choice.....	0 33	0 37
Finest.....	0 30	0 32
Fine.....	0 27	0 30
Good medium.....	0 25	0 28
Medium.....	0 21	0 23
Good common.....	0 20	
Common.....	0 19	

COFFEES.

Many inquiries and very little trade is the rule in coffees this week, on account of the exceptionally high prices asked, especially in green Rios. Local brokers will not give any forecast of the market, some surmise that there will be a reaction shortly, others look for the continuance of the present high level of prices.

The New York Journal of Commerce comments as follows on the situation: Only a moderate amount of speculative interest has been shown the past week in the market for coffee contracts, and the changes in prices compared with those ruling a week ago are unimportant. The statistical position, owing to the unexpected large increase in the world's visible stocks during August, has again come into especial prominence and has operated against bull interests, serving to hold buying in check, and also induced some selling for the account of speculative holders to liquidate their accounts.

The world's visible supply of coffee on September 1 was 13,492,000 bags, and the indications are that by September 1 it will have increased to 14,100,000 bags, or 320,000 bags larger than on October 1 last year. The heavy increases in the world's visible stock of coffee, it is claimed by believers of the market, is at the expense of the invisible supply. They argue that the consuming trades, both in this country and Europe, are operating on a hand-to-mouth basis, using up reserve stocks and allowing the various seaboard markets to carry the surplus stock of the world. The European deliveries of coffee in August, it was pointed out, were officially reported to the New York Coffee Exchange as 793,565 bags, compared with 708,434 bags last August, which on the surface would indicate larger takings for consumption

than a year ago. Advices from Europe, however, state that such is not the case, but that the larger deliveries there a year ago were due to freer transshipments from one European port to another, which, while being figured as deliveries, did not decrease stocks, as it was only transferring coffee from one port to another. There also were about 25,000 bags of Brazil and mild coffees transshipped from Europe to the United States during August. These coffees were figured as deliveries from the European markets, but as they reappeared in the American supply of coffee they therefore made no effect upon the world's stocks. As a result of this explanation, what at first was believed to be a heavy movement of mild coffee during August, causing an unexpected large increase in the world's visible supply during August, bull interests claim proves to be erroneous. The movement of mild coffee they figure as being of only ordinary proportions, and find the cause of the increasing stocks in the comparatively small takings of coffee by the consuming trade.

There is no reason to believe that the actual consumption of coffee neither in this country nor Europe has decreased, and it is therefore maintained by bull interests that during the past six months of small deliveries the trade must necessarily have been living on reserve stocks, and that a considerable decrease, therefore, has been made in the invisible supply, and that if it were possible to obtain a count of the present invisible as well as the visible supply of coffee existing in the world, it would be found that together they would make a smaller total than existed at this time last year.

We quote the following prices:

	Per lb.	
Green Rios, No. 7.....	0 10 1/2	
" No. 6.....	0 10 1/2	
" No. 5.....	0 11	
" No. 4.....	0 09 1/2	
" No. 3.....	0 11	
" Mocha.....	0 21	0 25
" Java.....	0 22	0 35
" Santos.....	0 10	0 12
" Plantation Ceylon.....	0 26	0 35
" Porto Rico.....	0 23	0 25
" Guatemala.....	0 22	0 25
" Jamaica.....	0 15	0 20
" Maracaibo.....	0 16	0 23

RICE AND TAPIOCA.

The only change to record in this market during the week is an easier feeling in tapioca. It is not thought the bumper rice crop in Japan will tend to lower prices to any extent as considerable reduction took place earlier in the season. Besides, the market will in all probability be supplied with rice from Texas. Large quantities are being grown there from Japanese seed and

judging from samples recently received, this year's crop is exceptionally fine in quality. It possesses the additional advantage of comparative cheapness. We quote the following prices:

Rice, stand. B.	Per lb. 0 03	Tapioca, staple.	Per lb. 0 03½
Patna.	0 05	double goat.	0 04½
Japan.	0 06	Carolina rice.	0 08
Sago.	0 03½		0 04

SPICES.

A lively spice market is reported for the week under review, particularly in whole mixed pickling spices. Cloves are high on account of scarcity in primary markets. Peppers are holding firm and advancing in price. We quote the following prices:

Peppers, blk.	Per lb. 0 18	0 19	Cloves, whole.	Per lb. 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

DRIED FISH.

With the advent of cooler weather trade in dried fish is beginning to assume an air of activity. This department of the grocery trade will become brighter as the season advances. We quote the following prices:

Boneless fish, per lb.	0 04½
Pure cod fish, 1-lb. bricks.	0 06½
Quail-on-toast, per lb.	0 05½
Flitched cod fish, in cases of 100 lbs., per lb.	0 06

Foreign Dried Fruits

A fair demand is reported in foreign dried fruits. There has been considerable trade in California prunes and raisins on account of the phenomenally low level of prices ruling at the present time. The majority of buyers are holding off, however, expecting to see prices go still lower. The opinion is expressed that it looks as if California seeded muscates were going to have the market.

A cable from Smyrna advises an advance in sultana raisins, owing to a shortage in the crop and the market in valencias has advanced for the same reason. The upward tendency of the Denia market as indicated by recent cables is not meeting with any response from the local trade, because it is felt that the demoralized condition of the California raisin market must eventually have some bearing upon the price of Mediterranean fruits. Very seldom has so little interest been shown in Valencia rasins as this Fall. A fair business has been doing in currants on the basis 13s 9d to 14s c. and f. Toronto for fine Filiatras, with other grades at proportionate prices. Our quotations are as follows:

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

CANDIED PEELS.

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

FIGS

Tapnets.	Per lb. 0 03½	0 03	Elmes.	Per lb. 0 09	0 20
Naturals.	0 06½	0 09½			

APRICOTS.

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

Californian evaporated.	Per lb. 0 08½	0 12
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CURRENTS.

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

RAISINS.

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

DATES.

Hallowees.	Per lb. 0 03½	0 04	Fards.	Per lb. 0 08½	0 09
Sairs.	0 03½	0 03½			

FOREIGN NUTS.

A fair trade is reported in peanuts at unchanged quotations. Filberts are away up in price, while almonds and walnuts are advancing. Advices regarding quality of all growths of walnuts are unfavorable, owing to poor weather conditions. We quote the following prices:

Peanuts, green, per lb.	0 08	0 10
roasted.	0 10	0 12
Spanish, green, per lb.	0 09	
roasted.	0 10	
Japanese, green, per lb.	0 09	
roasted.	0 11	
Almonds, Tarragona, per lb.	0 12	
Walnuts, Grenoble.	0 12	
Bordeaux.	0 10	
Filberts, per lb.	0 11	
Pecans, per lb.	0 14	0 15
Brazils.	0 15	
Cocoanuts, Jamaica, per sack.	4 00	

BIRD SEED.

One of the features of this week's market is the scarcity of bird seed. A brisk demand is reported, trade in this commodity, however, being always confined to comparatively narrow limits. Our quotations are as follows:

Canary seed, per lb.	0 06½	0 07
Hemp.	0 04½	

Country Produce.

EGGS.

Prices for eggs are as high as ever, but it is thought by some dealers that there is not the same strength as a couple of weeks ago. Receipts have been larger for the past two weeks than for the previous month and it is possible that there may be a shade lower price next week although the sustained 18 cent figure gives little hope of a drop. Seventeen and a half cents to eighteen and a half is about the figure asked now.

HONEY

The demand for honey continues good. Although a large percentage of the bees were killed during the severe weather of last Winter the market is being sup-

plied by old honey carried over from last year. Honey in sections, No. 1 has advanced from 25 to 35c per dozen, while No. 2 has advanced from 10 to 20c per dozen. Our quotations are as follows:

Honey, extracted clover, per lb.	0 07	0 07½
sections, No. 1, per doz.	1 75	2 00
No. 2.	1 50	

BEANS.

A good demand for beans keeps up. Owing to the protracted wet weather the prospects for a full crop are poor and holders are asking higher prices. We quote the following prices:

Beans, mixed, per bush.	1 25
prime.	1 35
handpicked, per bush.	1 50
Lima, per lb.	0 06½

Green Fruits.

The supply of Canadian fruit was not as plentiful during the week as anticipated. Cool weather seems to be the cause of the shortage. Canadian peaches and plums are bringing high prices and are both scarce. The crop of Canadian pears is good and this fruit is expected to sell at a reasonable price this season. Reports show that exports of apples this year are only one-quarter as large as those of last year. The outlook is for an over supply with low prices all season.

Niagara grapes are expected to arrive in the market this week. The season for importing watermelons is practically over, home grown fruit now arriving in large quantities. Canadian cantaloupes are plentiful and a decline in prices is expected.

During the week two cars of California fruit arrived on this market, one car being made up of peaches, pears and plums, while the other was comprised of "California Tokay grapes." These grapes are selling at from \$2.50 to \$3 per crate. For the rest of the season this will be the principal fruit to be imported.

Jamaica oranges are now on the market and are selling at \$6.50 per bbl.; these oranges are taking the place of "California late valencias" for which the season is practically over. Bananas are plentiful and reasonable in price. Besides "Tokay grapes" and "Jamaica oranges" "Moyers," "Niagaras" and "Rogers Red" grapes, fancy and choice Canadian peaches and green gage plums have been added to our price list. As a result of shortage in the supply this week the demand is very active and several items have advanced. Our quotations are as follows:

California late valencias, fancy, per box.	4 50	5 00
choice.	4 00	4 25
Verdelli lemons, 300's, per box.	3 50	4 00
360's, per box.	3 25	

Florida pineapples
Bananas, large
Bananas, 8's, pe
Apples, Canada
Limes, per box
Tomatoes, per l
Watermelons
Cantaloupes, Ca
Cantaloupes, Ca
California peach
plum
California Bartl
Blueberries, pe
Peaches, fancy,
choice,
Crawfor
Lawton berries,
Sweet potatoes,
Plums, Canada
Lombard
green gage
Pears, Canadian
Grapes, Canada
Moyers'
Rogers'
Niagaras

W. B. S.

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Montreal
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Same week 1903

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lows:

Head lettuce, pe
Radishes, per do
Mushrooms, per
Mint, per doz b
Parsley,
Sage, per doz.
savory, per doz
Carrots, new, pe
Beets, new, per
Rhubarb, per do
Dry onions, per
Silverskin pickli
Green onions, pe
Green house wat
Green cucumber
Pickling cucum
Waxed beans, pe
Cauliflowers, pe
Green peppers, r
Red peppers, r
Michigan celery
Canadian celery
Vegetable marro
Green corn, ever
Egg plant, per b
Potatoes, per bu
Butter squash, r
Parsnips, per do
Cabbage, per he
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Florida pineapples, per crate	3 00	3 50
Bananas, large bunches	1 50	1 75
Bananas, 3's, per bunch	1 00	1 35
Apples, Canadian, baskets	0 15	0 25
Limes, per box	1 00	1 00
Tomatoes, per basket	0 20	0 30
Watermelons	0 20	0 25
Cantaloupes, Can., per basket	0 15	0 25
Cantaloupes, Can., per crate	0 35	0 50
California peaches, per crate	1 50	2 10
plums	1 25	1 50
California Bartlett pears, per box	2 25	3 25
Blueberries, per basket	1 00	1 25
Peaches, fancy, per basket	1 25	1 50
choice, per basket	1 00	1 25
Crawford's	0 85	1 50
Lawton berries, per box	0 08	0 10
Sweet potatoes, double heads, per bbl.	4 00	4 00
cloth covers	3 00	3 25
Plums, Canadian, large	0 75	1 00
Lombard's	0 60	0 75
green gage	0 75	0 90
Pears, Canadian, Bartlett's, per basket	0 30	0 50
Clappa Favorite, per basket	0 25	0 40
Grapes, Canadian, Champions, small basket	0 20	0 25
large	0 40	0 50
Moore Early's, small basket	0 30	0 35
large	0 50	0 60
Moyer's, small basket	0 35	0 40
Rogers' red	0 30	0 40
Niagara	0 25	0 30
large basket	0 50	0 60

W. B. Stringer & Co., Toronto, agents for J. C. Houghton & Co., Liverpool, have received the following report in reference to shipments of apples for week ending September 12.

	L'pool	London	Glasgow	Various	Total
	Bbls.	Bbls.	Bbls.	Bbls.	Bbls.
Montreal	3,021	1,787	4,808		9,616
Boston	3,715		3,715		7,430
New York	6,052	466	4,967	685	11,900
Portland	25				25
Halifax, N.S.		17,917 (on 11th)			17,917

	12,813	18,383	6,484	685	38,365
Same week 1903.	40,777	17,528	18,933	909	77,947

The following cable has been received from Liverpool: 1,250 barrels selling. Fall varieties in general, 10 to 18s.

Vegetables.

The supply of cauliflowers of inferior quality during the week, although first-class is very scarce. At present cabbage is in full supply. Dealers complain of potato rot this season, which is no doubt due to wet weather. Mushroom rooms are very scarce. Green beans selling at 40c per basket and turnips at 50c per bag. There is likely to be a good supply of turnips during the present season. Cauliflowers have advanced 15c per dozen, while "Butter squash" has declined and is now as low as 75c per dozen. Otherwise prices remain unchanged. Our quotations are as follows:

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.	0 75	0 75
Mint, per doz. bunches	0 15	0 15
Paraley, "	0 20	0 20
Sage, per doz.	0 15	0 15
Savoury, per doz.	0 15	0 15
Carrots, new, per doz.	0 20	0 20
Beets, new, per doz.	0 20	0 20
Rhubarb, per doz.	0 20	0 25
Dry onions, per basket	0 40	0 40
Silverskin pickling onions, per basket	1 00	1 25
Green onions, per doz.	0 15	0 40
Green house water cress, per doz.	0 25	0 25
Green cucumbers, per basket	0 20	0 20
Pickling cucumbers, per basket	0 50	0 90
Waxed beans, per bush	0 75	1 00
Cauliflowers, per doz.	0 75	1 50
Green peppers, per basket	0 30	0 40
Red peppers, per basket	0 75	1 00
Michigan celery, per doz.	0 50	0 50
Canadian celery, per doz.	0 35	0 50
Vegetable marrow, per doz.	0 50	0 75
Green corn, evergreen, per doz.	0 10	0 15
Egg plant, per basket	0 40	0 50
Potatoes, per bush	0 65	0 85
Butter squash, per doz.	0 75	1 25
Farsnips, per doz.	0 30	0 30
Cabbage, per head	0 05	0 05
per doz.	0 25	0 50

Fish.

The demand for fish and oysters has

been good during the week under review. If the weather continues cool we may expect a brisk demand from now on. The supply of oysters is good for so early in the season. Finnan haddie is selling at 8c per lb. Perch are scarce, while the supply of whitefish is abundant. The market inclines to additional firmness although there is no change in prices. Our quotations are as follows:

Halibut	0 12
Sea salmon	0 18
Whitefish, fresh caught, per lb.	0 09
Haddock " per lb.	0 06
Cod, steak " "	0 08
Perch	0 06
Trout, lake, per lb.	0 09
Herring, lake, per lb.	0 05
Pike, per lb.	0 07
Finnan haddie, per lb.	0 08
Oysters, Long Island natives, per imp. gal.	1 70
Baltimore, per wine gal.	1 50

Grain, Flour and Breakfast Foods.

GRAIN.

Reports received during the week state bad ripening weather accompanied by frost in Manitoba, also bad outlook for wheat crop in the United States. These reports have caused another sharp advance on the wheat market. Manitoba Northern No. 1 has advanced 61-2c per bushel, No. 2 7c per bushel, while No. 3 has advanced from 6 to 61-2c. Red and white wheat have each advanced and are selling at \$1.09 1-2 to \$1.10 per bushel. Old oats have dropped and are now selling at from 38 to 38 1-2c. New oats are selling at from 36 1-2 to 37c per bushel. Other prices remain unchanged. Our quotations are as follows:

Manitoba wheat, Northern No. 1 "	1 15	1 16
" " " No. 2 "	1 13	1 14
" " " No. 3 "	1 10	1 10
Red, per bushel, on track Toronto new	1 09	1 10
White	1 09	1 10
Barley " " "	0 46	0 49
Oats " " "	0 38	0 38
Oats, new " " "	0 36	0 37
Peas " " "	0 69	0 70
Buckwheat " " "	Nominal	0 55
Rye, per bushel, " " "	0 85	0 66

FLOUR.

This article is beginning to respond to the sharp advance in wheat. Manitoba wheat patents and strong bakers' have advanced 30c per barrel. Ontario wheat patents are 40c per barrel higher than last week, and straight roller 10c per barrel. At present there is an active demand. Prospects point to another advance in the price of this article. We quote the following prices:

Manitoba wheat patents, per bbl.	5 70
Strong bakers "	5 40
Ontario wheat patents "	5 50
Straight roller "	4 90

BREAKFAST FOODS.

During the week rolled wheat has advanced 5c per barrel. This is due to the advance in the wheat market. There is a good supply to compete with the fair demand of all articles on the list. Prices remain unchanged with the ex-

ception of rolled wheat. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 85
Rolled oats, standard, carlots, per bbl., in bags	4 50
" " " " " in wood	4 75
" " " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl.	2 75
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	3 75
" " " " in wood	4 00

SEEDS.

The harvest season is drawing to a close and as a result all seeds (especially Alsike) are moving freely. Seeds are from two to three weeks later this year than formerly, as the Spring was detrimental to the growth. Prices remain unchanged. Our quotations are as follows:

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

Hides, Tallow, Skins and Wool.

During the week the demand for these articles has been good, with the exception of wool. The market this year is better than it has been for some three or four years. "New clip fleece wool" has advanced 1c per lb., otherwise the price list remains unchanged. Our quotations are as follows:

HIDES

No. 1 green steers, per lb.	0 09
" " " " "	0 08
No. 2 green, per lb.	0 08
" " " " "	0 07

CALFSKINS.

Veal skins, No. 1, 6 to 10, inclusive	0 10
" " " " " "	0 08
" " " " " 15 to 20 lb	0 09
" " " " " "	0 07
Deacons (dairies), each	0 65
Lamb skins	0 65
Shearlings	0 65

TALLOW.

Rendered Tallow, per lb.	0 04	0 04
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WOOL.

Unwashed wool, per lb.	0 11	0 13
Fleece wool, new clip, per lb.	0 20	0 21
Pulled wools, super, per lb.	0 20	0 22
" " " " extra	0 21	0 23

QUEBEC MARKETS.

Montreal, Sept. 15, 1904.

Groceries.

AUTUMN business is active. General trade, however, in wholesale circles has been of average kind. Some lines are beginning to feel the passing of the Summer weather, and consequently are in the midst of the greatest activity in anticipation of the early Fall business. With the cool weather the provision trade has taken a more active turn. Sugar is still ruling active. The strength of the market is added to by the existing insufficient margin for profit between raw and refined sugar, which is considerably less than usual. Molasses remains in the same state of quietness, although the offerings are numerous at 26c. Coffee is still strong, and the reports from abroad indicate that the prices

asked in both Rios and Santos tend to make it difficult to do business, they being above the European parity. Considerable inquiry has been noted for East India coffee, and coffee generally, as quoted, is certainly interesting. Inquiry for tea is improving. The amount brought forward does not seem to be in excess of requirements, so that while there is a dullness much better things are expected. A very strong market is maintained for canned goods, and salmon continues to rule with strong interest. The rush for salmon in the Old Country is noted elsewhere in this issue. New packs of different lines are now coming forward, and of course renewed interest is being taken in the prices quoted. Dried fruits are reported as strong to the advance. Certain brands of raisins are quoted much less than former years. Jose Part have three notable quotations, such as: fine off-stalk, 19s; fine selected, 22s; four crown layers, 23s per hundred, c. and f. Montreal. Green fruits are plentiful, and the demand is excellent everywhere. California stock is on hand in abundance, and peaches, pears and Tokay grapes are selling at remarkably reasonable prices. Pears, for instance, sold at \$1.40 to \$2.05 per box. Watermelons are selling in carload lots, and are nearly finished. Prices are high, many selling at an average of 23c each. Flour is still strong in sympathy with wheat, which is gradually advancing. Eggs are very high, and retailers have paid as high as 30c for gilt-edge stock. This, of course, is exceedingly advanced. The wholesaler still holds at 22c.

SUGAR.

The advance in sugar has been strongly maintained. Strength in the foreign market is a feature, especially for raw beet sugar. Unfavorable weather for the beet crop is said to be the cause. Raw cane sugar has been strong in the London market and prices have advanced 1½d, with centrifugals now quoted at 11s 7½d, and Muscovado at 10s 7½d. According to mail advices from London the trend of the market for raw beet sugar has been one of increasing firmness; but it is added that the speculative market will no doubt to a large extent be influenced by the vagaries of the clerk of the weather; but it can be taken for granted that in many beet growing areas the damage is irreparable, and such as to indicate a probable shortage of some magnitude. Statistically the position is strong as the stock in Hamburg is only 79,000 tons, as against 209,000 tons for the same time last year. Locally the demand has been good for both country and

city buyers, and active business has this prophecy verified. We quote:

Granulated, bbls.	\$4 65
" 1-bbls.	4 80
" bags.	4 55
Paris lump, boxes and bbls.	5 15
" 1-boxes and 1-bbls.	5 15
Extra ground, bbls.	5 00
" 50-lb. boxes	5 20
" 25-lb. boxes	5 30
Powdered, bbls.	4 80
" 50-lb. boxes.	5 00
Phoenix	4 55
Bright coffee	4 40
yellow	4 35
No. 3 yellow	4 35
No. 2 " bbls.	4 15
No. 1 " bags.	4 05
Raw Trinidad	3 45
Trinidad crystals	3 55

SYRUPS AND MOLASSES

Molasses still remains interesting although quiet. The several holders of 26c molasses (Barbadoes) are keeping it, and buyers are not common. Advances are still expected, however, and the end of September will no doubt see this prophecy verified. We quote:

Barbadoes, in puncheons	0 26½
" in barrels	0 28½
" in half-barrels	0 29
New Orleans	0 22
Antigua	0 25
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" 1-bbls.	0 03
" 1-bbls.	0 03
" 38-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. "	3 35
" 10-lb. " 1 doz. "	2 25
" 20-lb. " 1 doz. "	2 10

COFFEE.

The receipts of Santos coffee have been larger than expected, but in Rio the receipts continue so small that there can be little doubt that the crop will prove the shortest that has been gathered for many years. At the foreign auctions only moderate quantities have been offered, and notwithstanding the fact that the demand has not been so strong recently, there has been no reduction in value, Columbian selling quite on a par with the highest points, and Costa Rica showing a steadily advancing market. Coffee is decidedly interesting. We quote:

Good Calcuttas	0 10	6 10½
Choice "	0 11½	6 12½
Jamaica coffee	0 10½	6 11
Java	0 18	6 22
Mocha	0 16	6 19
Rio	0 08	6 08

SPICES.

A quiet tone prevails generally in spices, but a steady demand is noted from the country. Black pepper is dearer, and there is a fair business doing for both spot and arrival. There is little pepper offering at the moment and higher prices are looked for during the next few months. Nutmegs have sold freely and values are temptingly low. Zanzibar cloves are firm for early delivery; forward prices are lower. We quote:

Peppers, black	Per lb.
white	0 17 0 19
Ginger	0 22 0 28
Cloves, whole	0 17 0 24
Cream of tartar	0 25 0 35
Allspice	0 25 0 30
	0 14 0 17

TEA.

While teas are still quiet all around,

the demand is active and considerable quantities have changed hands at satisfactory prices. There is every prospect of stiffer rates being maintained. For medium descriptions there is a better demand. Certain buyers have been attracted by the comparative cheapness of Assam teas, and the market rules firm. The increased demand for medium teas is a decidedly pleasing feature and is a proof that the consumer in the majority of districts is willing to give a reasonable price for good tea, in preference to buying the commonest at the lowest retail price. In Ceylons the market remains steady and fine teas are comparatively scarce. In China tea the market remains steady. Good liquoring gunpowders are considered very scarce and difficult to obtain except at advanced rates. Japans are strong and holding their own. We quote:

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 17
Common	0 12½	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 14½	0 15
" Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

Great interest is being taken in canned goods, most especially in salmon. Alaska salmon is rather firmer and there is a larger business being done. French sardines are disappointing, the catches being poor and the prices high. Up to the present time the pack of French 18 oz. tins has been quite small; hardly any fish suitable for this class have been caught. Certain Portuguese packers are endeavoring to supply the deficiency in this special pack, and some very fine parcels have been produced. This would suggest a very interesting new departure in sardines, and so long as they are not sold as French goods, they should be acceptable. Canned meats are a little firmer, owing to a somewhat limited supply. Canned fruits are not selling as freely as formerly, owing perhaps to the abundant supply of green fruits on the spot. We quote:

Fraser River salmon	5 75
Skreens	5 65
River Inlet and Lowe Inlet salmon	5 35
Spring sockeye	5 00
Cohoos	4 00
Humpbacks	2 75
Tomatoes	1 05
Corn	1 25
Peas	0 87½
String beans	0 85
Strawberries, preserved	1 40
Succotash	1 60
Blueberries	1 00
Raspberries	1 47½
Lawtonberries, 2s	1 57½
Raspberries, black	1 42
Gooseberries	1 63
Pears, 2s	1 52½
" 3s	2 00
Peaches, 2s	1 63
" 3s	2 57½
Plums, Lombard 2s	1 35
" Green Gage, 2s	1 47½
Cherries, red pitted, 2s	2 30
Baked beans, 3s	1 03
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00



RETURNED
SEP 15 1904
Cut Book 23
Page 62
AW

The Modern Cleaner

A MATCHLESS ARTICLE for all SURFACE CLEANING and for POLISHING METALS. It does THE COMBINED WORK OF ALL OTHER PREPARATIONS, works QUICK, contains NO GRIT and WILL NOT SCRATCH. Contains NO ACID and will NOT injure the hands nor any article to which it may be applied.

BON AMI rapidly cleans WINDOWS, MIRRORS, SHOWCASES and all articles of GLASS, BRASS, NICKEL, COPPER, TIN, ZINC, MARBLE, OIL CLOTH, WOODWORK and ALL PAINTED and UNPAINTED SURFACES. also JEWELRY, FILIGREE WORK and CELLULOID. REMOVES DIRT, TAR, PAINT, INK STAINS, ETC., FROM THE HANDS.

For sale by nearly every Wholesale Grocer, Druggist or Hardware Merchant in Canada.

Cases of 3 doz. - - - 90c. per doz.

F.O.B. Wholesaler's shipping point.

Lots of 5 gross - - - \$10.00 per gross.

Delivered to any Railway Station in Ontario, Quebec and Maritime Provinces.

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WHOLESALE GROCERS AND WINE MERCHANTS

MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA

Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz.	0 95
Spinach	0 90
Sugar beets	1 40
Salmon, pink	0 90
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50
Lobsters, talls	3 45
" 1-lb. flats	4 00
" 1/2-lb. flats	2 25
Canadian Sardines, 1s.	3 65
California asparagus	4 50
Asparagus tips	3 50

The following is the new price list issued by the canners for 1904 pack vegetables and fruits. Other lists will be given later.

VEGETABLES.		Per doz.
2s Asparagus Tips		\$2 50
2s Beans, Golden Wax		0 80
2s " Refugee or Valentine		0 82 1/2
2s " Crystal Wax		0 82 1/2
2s Peas, No. 4 " Standard		0 82 1/2
2s " No. 3 " Early June		0 85
2s " No. 2 " Sweet Wrinkled		0 95
2s " No. 1 " Extra Fine Sifted		1 30
2s Table Spinach		1 40

FRUITS.		
2s Cherries, red, pitted		2 20
2s " black, not pitted		1 75
2s " black, pitted		2 20
2s " white, pitted		1 75
2s " white, not pitted		2 40
2s Currants, red, heavy syrup		1 57 1/2
2s " red, preserved		1 77 1/2
Gals. " red, solid pack		4 75
2s " black, heavy syrup		7 00
2s " black, preserved		1 75
Gals. " black, standard		2 05
Gals. " black, solid pack		5 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 25
2s " whole		2 35
3s " " "		2 50
2s Plums, Damson, light syrup		1 00
2s " " heavy syrup		1 30
2 1/2s " " "		1 57 1/2
3s " " "		1 85
Gals. " standard		2 95
2s " Lombard, light syrup		1 05
2s " " heavy syrup		1 35
2 1/2s " " "		1 62 1/2
3s " " "		1 90
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		5 00
Gals. " black, solid pack		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 " " " "		1 75
Gals. " standard		5 50
Gals. " solid pack		8 50

Foreign Dried Fruits.

The market for new Valencias has been open for a week, and prices remain very much the same as those of last year at the same time. However, the volume of business done up to the present for shipment by the first direct vessel has not been very large, owing to the fact that the trade both locally and throughout the country are rather inclined to hold off a little. Some sales have taken place at 20s for fine off-stalk, at 24s for selected, and 26s for layers, cost and freight to this market, for first-class brands, but other brands are quoted at 2s less than these figures. The first direct vessel is the Escalona, which has arrived at Denia, and may sail any day. The demand for Sultana raisins has been limited, owing

to the high prices ruling on account of the short crop this season, and recent cables quote prices at a range of 23s to 31s. It is, however, known that offers of 1s 6d less than the above figures have been made and accepted. The latest cable advices from Greece report the tone of the market for currants firm, under a good demand, and considerable business has been done here for local and western account.

Watt, Scott & Goodacre report: Owing to competition from Alicante, Tarragona and other producing points, Malaga has not been able to maintain the high opening prices for shelled almonds referred to in our last report. At reduced figures considerable business has been induced, however.

Tarragona almonds are slightly easier, as it was found the market could not be maintained with so great difference between soft-shells and medium-shells.

The high price for Sicily filberts at which this crop will probably now go into consumption, being only 40,000 bales, including carry over, has turned attention to Barcelonas and Levants. The former show good value.

Sales of several thousand surons of comadre figs are reported.

Markets for Smyrna figs, Sultana and Valencia raisins are steady. The Escalona being presently at Denia, Valencias are of particular interest to importers this week.

Arrivals of Valencia onions to date have not been eagerly picked up. Interest may develop later when shortness of crop has been realized.

The steady fall in price of currants from opening figures has at last been stopped, and even some reaction has set in. The second and last direct steamer, the Jacona, is to sail 17th inst.

We quote:

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb	0 05	0 06 1/2
Layers " "	0 07 1/2	0 07 1/2

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new		0 90

DATES.

Dates, Halloweens, per lb	0 03	0 03 1/2
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CALIFORNIAN EVAPORATED FRUITS.

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

MALAGA RAISINS.

London Layers	1 75	1 90
" " " "		2 00
" " " " "		1 00
" " " " "		4 25
" " " " "		1 25

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07 1/2	0 08
" " seeded, in 1-lb. packages		0 10 1/2
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s	0 09	
40-50s	0 08	
50-60s	0 07 1/2	
60-70s	0 06 1/2	
70-80s	0 05 1/2	
80-90s	0 05	
90-100s	0 04 1/2	
Oregon Prunes (Italian style) 40-50s	0 08	
" " " " " 50-60s	0 07 1/2	
Oregon prunes (French style) 60-70s	0 06 1/2	
" " " " " 90-100s	0 04 1/2	
" " " " " 100-120s	0	

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 Vostizaa " "	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

Green Fruits.

Abundance of green fruits of all descriptions are now on the market. Harvest apples are crowding the market, and are selling at remarkably low prices. The export trade in apples has set in, and abundant space is being taken on all outgoing steamers for apples exclusively. Watermelons are practically out of the market, and have sold as high as 23c each. California peaches brought \$1.30 to \$1.50 a box, and plums \$1.40 to \$1.50. A couple of cars of Canadian barrel pears and barrel apples were disposed of, the prices ranging from \$3 to \$3.75 for the pears, and \$1.30 to \$1.85 for the apples. A few basket pears sold at 27c to 35c per basket, there being no peaches, plums or apples. Considerable decline has been noticed in pineapples and bananas are selling freely at reasonably low prices. We quote:

Cocoanuts, per bag of 100	3 50	
Canadian apples, in bbls.	1 50	2 00
Pineapples, 24 to case	4 00	
" " 30 to case	3 50	
Bananas	1 10	1 50
Bananas, red, per bunch	1 00	
New Messina lemons 30/s	3 75	
" " 360/s	2 75	
Peanuts, Bon Tons	0 12	
" " Sun brand	0 11	
" " Diamond G brand	0 06 1/2	
" " Coon brand	0 06 1/2	
New Brazils	0 13 1/2	
New potatoes, per basket	2 50	
" " bbl.	3 25	
Limes (100)	1 25	
California peaches, per crate	1 65	
California plums, per crate	2 00	2 25
California late valencias, per box	4 75	
Verdelli lemons, 30/s, per box	4 00	
California Bartlett pears, per box	3 50	
" " per half box	1 65	

Vegetables.

All kinds of vegetables are attracting attention at present, and good prices have been maintained. An improvement in the supply of cucumbers has been notable, and with the pickling season at its height this is very acceptable. We quote:

Egyptian onions, per sack	2 00	
Bunch lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	
Mushrooms, per lb.	0 30	
Mint, per doz. bunches	0 20	
Farsley,	0 15	
Sage, per doz.	0 15	
Savory, per doz.	0 15	
Carrots, new, per doz.	0 25	0 30
Beets, new, per doz.	0 25	
Egg plant, per basket	0 75	
Rhubarb, outdoor, per doz.	0 20	
Green onions, per doz.	0 15	
Green house water cress, per doz.	0 45	
Green cucumbers, per bush, hamper	1 25	
" " per half bushel hamper	0 60	0 75
" " per bbl	3 50	
" " "	4 00	5 00
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	
Canadian new potatoes, per bush	0 90	1 10
Michigan celery, per doz.	0 40	
Canadian celery, per doz.	0 35	

Fish.

Fresh fish is in improving demand, with much better supplies for lake and white fish, also trout and pickerel. Haddock is scarce and the prices have a

tendency fair demand Brook trout son is near fish, and no more. been excellent oysters, but dealers of been son them. The standing season in the Malpe the 25th ing ones, opening d 20th, sho act date in the east ncial I Island for oyster bec ned the in very li selling at during ne days, Sep as the C Dealers in these day doubt inc

Dressed bullh	
" percl	
Haddies	
Smoked herrin	
Fresh haddock	
Pike,	
Halibut, fresh	
Gaspé salmon	
B. C. Salmon,	
Fresh steak co	
Lake trout, pe	
Whitefish	
Dore,	
No. 1 Labrador	
No. 1 Herring	
No. 1 Holland	
No. 1 Scotch l	
Holland herri	
Salt mackerel	
Boneless cod,	
" fish,	
Pure Georges	
Skinless cod,	
Marshall's kip	
Canadian kip	
Canadian 1/2 ss	
Canned cove	
Canned cove	
Standard bull	
Selects	

Supplie this we firm. In per cent. and with points, r locally. gathered fair sized jobbing

Potato prices. at 60 to and as alized in

bananas at \$2.75 to \$3 per bunch; Washington pears at \$2.25 per crate; California pears at \$3 per crate; basket pears 75c; tomatoes, 75c per basket; crabapples 85c per basket; basket apples 40c; Washington peaches \$1.25 per crate; Washington plums \$1.25 per crate, and Ontario apples \$3 to \$3.50 per barrel. Sweet potatoes are now quoted at \$5 per barrel; celery at 50c a dozen bunches, and green tomatoes at 2½c per lb.

NEW BRUNSWICK MARKETS.

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

THE exhibition, which opens this week and continues through next week, promises to be the best held for years. The holding of the Horse Show at the same time, together with the high class of entertainment and amusement features which have been provided, ensures a very large attendance. But one more thing is needed—fine weather. The outlook for this is good. Our western friends who are taking advantage of the exhibition for advertising are sure to be satisfied. Those who have not, have made a mistake.

Business is quite good. Markets are generally firm. Rice, which has continued low, is showing a stronger tendency. Cream of tartar while somewhat uneven, is firmer. Hops, while high, are likely to go still higher.

Oil.

The market for some time has shown little change. There is increased business in burning oil. Large orders have been taken for forward shipment. In lubricating oil there is but a fair business at this season, and particularly this year. Paint oils have a fair Fall demand. Linseed oil is very firm. In cod oil the tendency is to lower price.

Salt.

There are continued light arrivals of Liverpool coarse salt, about every two weeks. Prices on the other side are very firm. No change has been made here. Owing to an agreement between importers they quote the same price. In fine salt, season of best demand is over. Canadian has the larger sale.

Canned Goods.

Corn, tomatoes and some other lines are still not quoted; that is, new goods. As nearly all our dealers are under agreement to sell at a certain price they have been able to book largely at open figures. Sale of spot goods is not large.

Blueberries are plentiful this year. New salmon continue to arrive with market very firm. Sale of meats is falling off. Strawberries and peaches are very firm. Golden apples are dull. In domestic fish such as sardines, haddies and kippered herring there is a fair pack.

Green Fruits.

Dealers are busy. Apples are cheap and just a fair sale. Gravensteins, our best Fall apples, are not yet received. Quality, it is said, will be particularly good. The best stock just now is our New Brunswick apple. Baldwins are said to be a fine crop. Oranges and lemons are quite high. Jamaica oranges are now offered. American pears are selling freely. In Ontario plums and peaches, receipts are light. Nova Scotia plums are plentiful. In grapes, Ontario fruit is now being freely received. Bananas are rather lower.

Dried Fruits.

Spot market is dull. Prices are very low. Some early valencia raisins are due. Price is lower than usual. Higher figures are now quoted. Owing to the low price of Californias, few other grades are being bought. The demand for layer raisins grows lighter each year. Seeded have the demand. Currants are unchanged. Except package goods, few are sold. Prunes are very low. Evaporated apples are little sold. Citron will be rather lower than last year. Canadian onions are now being offered. Price is quite low. Delivery next month. At present market is supplied with valencias and American. New filberts are higher.

Sugar.

Prices are unchanged and market is very firm. Full stocks are held, and dealers buy ahead as far as the refiners will sell.

Molasses.

The market is quiet. There is a fair stock of Porto Rico held. Barbadoes are rather light supply and prices are unchanged.

Fish.

There is a fair supply of fresh fish. At this season variety is not large. In dry cod fish, while price is rather easier, it is still high. Pickled herring are in light supply and full prices are maintained; there is a good demand. Smoked herring are coming to hand slowly. As yet there is little change in price. Few finnan haddies are yet seen. There are a few pickled shad offered and price is high.

Flour, Feed and Meal.

Flour is held firm but shows no further advance. There has been a large sale. Oatmeal is unchanged. Oats are rather lower. New are now offered. Local cornmeal millers have been short of stock. Prices are unchanged. Beans are rather higher. There is but a limited sale. In barley price unchanged. Dealers report a light demand. Split peas are quite scarce with only a light sale.

PERSONAL MENTION.

Mr. Robinson, of the North-West Miller, Minneapolis, was in Toronto this week.

Mr. R. D. B. Timmons, of Timmons & Co., general merchants, Almonte, Ont., paid The Grocer a call during the week.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of The Canadian Grocer.

Vancouver, B. C., Sept. 8, 1904.

WHILE there is no special feature to note in general groceries, the prices are firm, and in butter and eggs the advance has been maintained to such an extent that a further increase is not improbable. Eggs are very scarce, the first-class article retailing at 40c. It has always been possible to obtain a very good article for household use at 30c, but this price does not command so good an article as before. The cheaper eggs which have been disposed of during the past week or two have not been up to the usual grade, and the consequence has been that there is a greater demand for the best. There has been no change in the price of cured meats, and none in Manitoba flour, though the markets are firm. Okanagan flour has come up to the same figure as the Manitoba product, in sympathy with the recent general rise. Coffees are very firm, and a sharp increase is expected within the next few months. Japan teas are cheaper and the market for all grades of teas is easier than it was a year ago, except for Congos and Young Hysons, which, according to the advance in the rate of exchange in China, are about 20 per cent. higher than a year ago. Taken all round the Fall trade, which is beginning to open, is looking very bright, and the prospects are encouraging. Money is fairly plentiful and payments are easy.

The fruit market in Vancouver is amply provided, and the demand is well sustained. The shippers are taking more pains with the packing and ship-

Why take Chances with teas less known, and with teas not so good?

Blue Ribbon Ceylon Tea

is both popular and excellent.

All people know of "Blue Ribbon." Sell what is known.

The Red Label at 40c. is equal to most 50c. teas.

The **Best** way to get the **best** trade of the **best** people is to keep the **best** brands, and be courteous. The **best** brands of Coffee are those bearing the name of **Chase & Sanborn.**

CHASE & SANBORN

The Importers, Montreal

**“IF THE SALT
HAS LOST ITS
SAVOUR”**

BUT

**“ALVINA”
SALT**

DOES NOT DO THIS, AS IT IS IN
TINS, AND NEVER GETS HARD OR
LUMPY AND ALWAYS RUNS FREE.
IT SELLS AT 10c. A TIN, AND IS A
PROFITABLE LINE FOR YOU TO
HANDLE.

ROSE & LAFLAMME,
MONTREAL.

THIS SPACE IS FOR

**NEW
SEASON
JAMS**

BATGER'S

But you know all about the fine qualities
of these famous jams so we will not men-
tion them except to say that this year we
have a handsome new square glass jar
with a metal and cork screw top.

IT'S A SELLER.

ROSE & LAFLAMME,
MONTREAL.

Buschetto Freres'

FAMOUS BRANDS OF

Macaroni,

Vermicelli,

Alphabets,

Nouillettes.

Write for quotations—

Lowest prices for BEST qualities.

LARGE DISCOUNTS TO THE TRADE.

P. S.—Write for quotations on PURE TABLE OLIVE OIL (Boys' Salon).

B. O. BELAND,

Agent,

1684 Notre Dame Street,

MONTREAL.

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Some very
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ping, consequently the fruit arrives here in better condition than it used to. California apples are now about off, and the local grown are taking their place. Some very fine apples are produced in the suburban districts in the vicinity of the city, Gravensteins being the favorite for this time of year. Some fine fruit has been shipped in from Thomas Earl's orchards at Lytton, equal to anything brought up from California, which speaks well for the province. The shipment includes pears, grapes and peaches. There is not a large amount of grapes grown in this province as yet, but the success met with by those who have ventured will encourage others. The peaches are the freestone variety, and of fine quality. Peaches are from 95c to \$1.10; bananas, \$2.50 to \$3.25; pears, \$1.50 to \$1.75, California Bartlett's; grapes, \$1.75 to \$2, black; green, \$1.75; and tokay, \$2; hothouse tomatoes, local, \$1 per crate; canteloupes, which have been high, are now cheap, and go at \$1.25 to \$1.50; apples, \$1.50; sweet potatoes, of which a large shipment is to hand, 3½c. Local honey is now in stock. It is of fine quality and plentiful, selling at \$2.40 per case.

The wholesale business in the coast cities of Vancouver and Victoria is good, incident upon better conditions in the interior of the province. Three large lumbering industries have been commenced, and mining generally is looking up. There must be between 4,000 and 5,000 men more than last year at work in the different parts, and a considerable portion of the trade comes to the coast, though a large amount goes east to the large cities. With the establishment of Nelson as a distributing centre, branches of some of the larger houses may be established there to be more in touch with the business and if possible secure some of the trade which is sent to Winnipeg, and even Toronto. There is a good district surrounding Nelson, which promises to become better.

There are more kicks from the Kootenay District relative to the increased cost of freight to towns in that district. On August 18th the rates from Winnipeg, Calgary and other points were increased 30c per hundred on produce, but merchants were not notified until the 25th. From Sandon comes one of the greatest objections, where the cost of living, already high, is made higher. They are beginning to wonder where they are at.

There is a small agitation in British Columbia for the erection of flour mills here. The argument is that so much flour is shipped to the Orient, a great deal of it on the Empress liners leaving Vancouver, that it would be a compara-

Sure Money

Grocers are looking to-day to the manufacturer for **Money Makers.** A word now and then to your trade about the value and good qualities of

Clark's Sliced Smoked Beef
will repay the trouble.

This line is a **Money Maker.** Everybody comes back for more.

 <p>This design a guarantee of quality</p>	<p>Manilla Paper</p> <p>SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS</p> <p>SAMPLES AND PRICES GLADLY SENT.</p>	<p>Fibre Paper</p> <p>THE TOUGHEST OF THE TOUGH ALMOST WATERPROOF</p> <p>CANADA PAPER CO. TORONTO LIMITED MONTREAL</p>
	<p>SAMPLES AND PRICES GLADLY SENT.</p>	

EPPS'S

GRATEFUL.
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

Japs that are Sure Winners.

Some time ago we picked up a few lines of Japan Teas consisting of about three hundred packages, which we consider exceptional value; ranging in price from 15 cents to 18 cents per pound. They are sure winners and would help tone up your tea trade. Ask our travellers about them or send for samples direct.

Ceylon Blacks and Ceylon Greens—we can also show you samples that will interest you.

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

WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

tively easy thing to manufacture it in this province. The wheat could be brought from the Territories, and the haul would not be as long as is required to get it to the Atlantic seaboard.

Just at present the Byers Flour Mills, of Pendleton, Oregon, are filling an order of 60,000 quarter barrels of flour for Japan, and their capacity is 20,000 barrels a month. Flour from Washington



**THIS SHOWS THE
"HALITUS"**

**THE FINEST VENTILATOR OR CHIMNEY
COWL MADE.**

It gives a positive upward draft under all conditions—can't get out of order—and exhausts more cubic feet of air per minute than any other ventilator. Made of Galvanized Steel or Sheet Copper.

The perfect simplicity and clever mechanical arrangement of the "HALITUS" will delight you, if you want a ventilator that really and perpetually ventilates. Read all about them in our catalog.

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

Merchants Who Buy Hides

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

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

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GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,

Totten P. O. Virginia.

Bird Lovers

know what Bird Seed they want. Most of them ask for

BROCK'S

No waste; good health and song.

NICHOLSON & BROCK, - TORONTO

goes from this port constantly, and the question of having flour mills on the Pacific Coast has been talked of more than once. There are a large number of mills on the Pacific Coast, the neighboring State of Washington having 68, compared to 6 in British Columbia.

It is expected that very little freight consigned to Dawson will be left at White Horse when navigation closes this year. The White Pass & Yukon Railway Co. stopped receiving freight two weeks earlier this year, and besides the river is higher. At the boats are carrying larger loads, and all conditions considered all the freight offered should be carried through with little left over. Of course, there is always a rush at the last moment, as in everything else, and if the close-up should be sudden, what is en route may be left for the Spring.

Oregon dealers afford an instance of the mistake of deceitful packing. A short time ago a crate of apricots was unloaded, and the top layer led one to believe they were of the best that had ever been shipped to this province. Underneath the display layer, the fruit was small and inferior. The fruit inspector appointed by the Government has been very careful in inspection in matters of this kind, and the shippers are becoming educated to the fact that it is a mistake to pack in this way. They find they themselves are in the end the sufferers.

F. R. Stewart, wholesale fruiterers of this city and Victoria, have sent their first shipment of British Columbia fruit to the Territories for this season. They used the refrigerator car system. This firm are building up a good trade with the middle west, having a representative looking up business. The present shipment is apples, plums and crab-apples, and were grown on Vancouver Island.

Dry weather has made things a little dull in the vicinity of Ashcroft. There is a large amount of ranching carried on there, and the continued dry spell has affected the ranges. The crop the famous Ashcroft potatoes, however, is fully up to the average, though they are not quite up to their usual size.

The Atlin Trading Co., of which Mr. A. S. Cross is president, is adopting the cash principle, which is gradually creeping into effect in all the mining camps. The population there is so transient that business men feel it is necessary to adopt this mode of doing business for their own protection. It gives a lower price to those who do pay, and prevents loss from customers whose claims do not pan out as well as expected, and who leave the country without notice.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

YEARLY CONTRACT RATES.

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

SITUATIONS WANTED.

OF interest to wholesale grocers in the United Kingdom—Wanted, position as buyer of Canadian products, canned goods, fruits, vegetables, meats, apple cider, etc. For information apply CANADIAN GROCER, 88 Fleet street, London, Eng. (40)

SITUATIONS VACANT.

BAKER—Good on pastry, cream puffs, cakes and bread. Apply W. M. Marshall, Niagara Falls, Ont. State wages. f

BAKER—First-class on bread and cakes; state experience and wages. T. W. Stevenson, Galt. f

CANDYMAKER WANTED—For gum and cream department. Bean & Westlake, Woodstock, Ont. f

MILLER — Immediately, for chopping and general mill work; must be strong, active and steady; state age and salary wanted; steady work for suitable man. H. V. Denne & Co., Newmarket, Ont. f

WANTED—Boy for grocery. Apply 19 Howard street, Toronto. f

FOR SALE

A FIRST-CLASS grocery business in one of the best towns in Eastern Ontario, namely, Smith's Falls; stock clean and fresh; reason for selling, other business interests; all information furnished on request to any meaning business. M. W. Everitts, Smith's Falls, Ont. (38)

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

FOR SALE—Building and plant of the Harris ton Pork Packing Co., Limited; capacity, 2,000 hogs per week; modern machinery, in good repair; in centre of hog-growing district and connection with both lines of railway. For particulars apply on the premises, or to W. D. McLelland, secretary, Harriston, Ont. f

GENERAL STORE—Large and new building, and general stock; cost price, \$3,000. Particulars, apply T. A. Matchett, Emo, Ont. (40)

Some Exhibits at the National Exhibition, Toronto.

The Cowan Co.

One of the most commodious and attractive booths at the Exhibition is that of the Cowan Co. The predominant colors in the decorations are red and white. Inside the booth are exhibited on tables tastefully arranged, structures of the company's well-known "Perfection" cocoa. The counter displays elegant samples of chocolate, chocolate cream, etc.

Mr. Dimmock is in charge of the booth, assisted by several young ladies whose courtesy and attention are being much appreciated by interested visitors. Dainty cups of "Perfection" cocoa are served from an urn, which like the widow's cruse, never runs dry. Other lines evoking much interest are "Perfection" chocolate and prepared icings in their different flavors.

Another line the company is devoting much attention to is their milk chocolate which has already established a reputation for purity and high quality.

Mr. Cowan has just returned from a trip to Germany where he has been purchasing machinery for the Cowans' fine new factory near the Dundas bridges, Toronto.



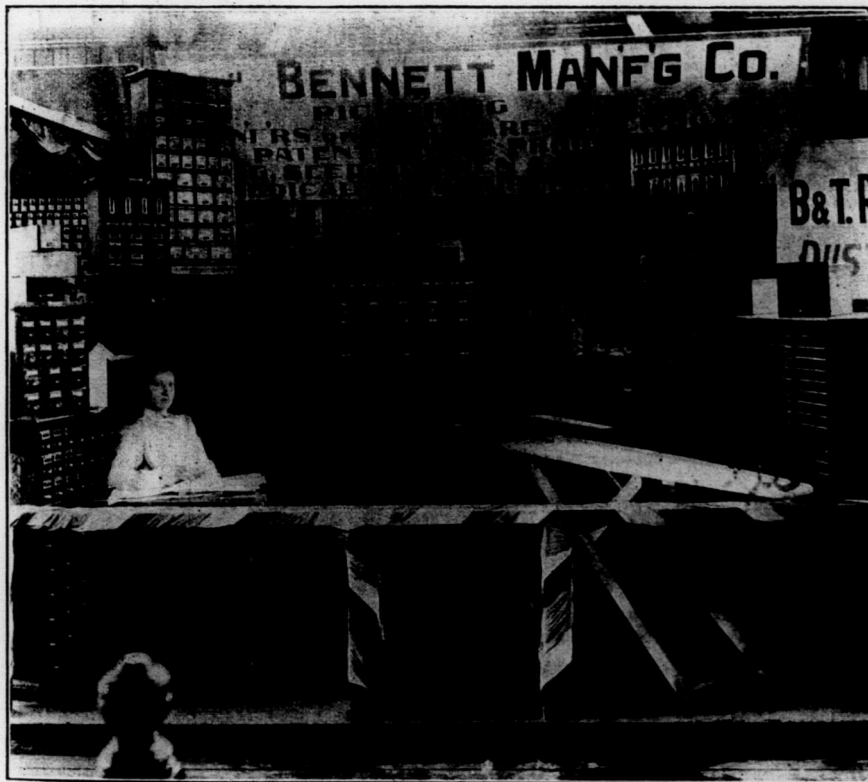
Canadian National Exhibition—Exhibit of The Cowan Co.

The Bennett Mfg. Co.

This manufacturing firm from Pickering, Ont., has an exhibit which is attracting special attention not only among the grocers but also among thousands of thrifty housewives who are visiting the Exhibition. Bennett's grocery and kitchen cabinets have now the commendation of all who have seen them. The latter appeal especially to the methodical housekeeper, on account of their conveniently arranged compartments for holding spices, flour, etc. In addition the Bennett Mfg. Co. have on exhibition seed and medical prescription cabinets and an attractive line of hardware and grocery fixtures.

Ontario Grape Growing and Wine Manufacturing Co.

One of the most attractive and picturesque spots in Canada is "Barnsdale," near St. Catharines, where the Ontario Grape-growing and Wine Manufacturing Co. has been established for thirty years. The company's output of port, claret, sherry, Catawba, Golden Diana and other wines represent an enormous business. Their vineyard con-



Canadian National Exhibition—Exhibit of The Bennett Mfg. Co.

*this cut is not returned but
is upstairs*

ans.



Canadian National Exhibition—Exhibit of The Ontario Grape Growing and Wine Mfg. Co.

sists of over 150 acres, and represents a good-sized fortune by way of investment. The vaults of the company are the largest in Canada, having a capacity of half of a million gallons. Their cellars are equipped with both heating and cooling apparatus, so that an even temperature is maintained throughout the year. In fact, the whole equipment is complete for the production of the best and purest article; every detail, from the crushing of the grapes to the bottling of the wine, being carefully looked after.

Col. R. W. Gregory represents this firm at the Exhibition this year. The exhibit, proper, a cut of which appears in this issue, shows the different brands manufactured by the company and is attracting considerable attention among connoisseurs of wines as well as the general public.

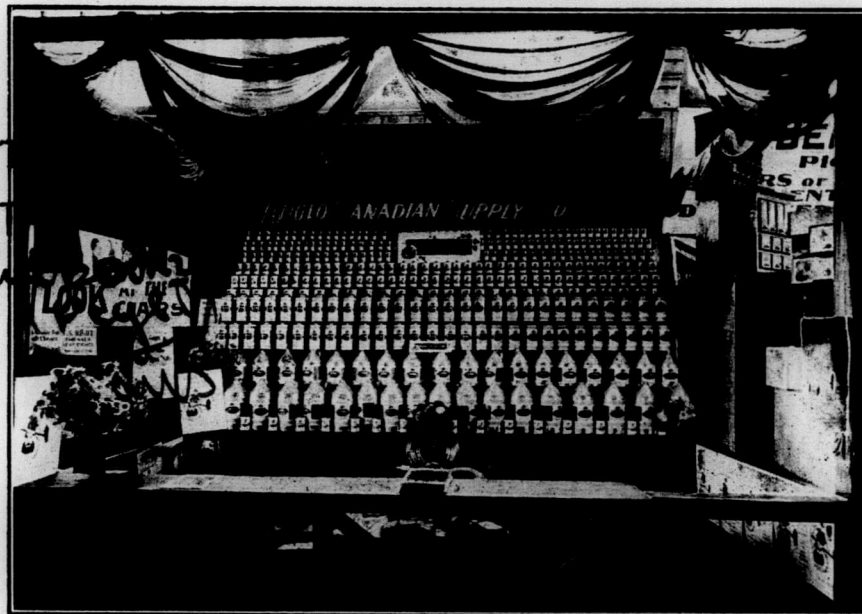
Anglo-Canadian Supply Co.

The exhibit of "York Metal Polish" made by the Anglo-Canadian Supply Co., Toronto, takes the form of a booth decked in the royal colors of the Autumn, crimson and gold, with an artistic touch added by way of large vases of gorgeous sunflowers. In the background are ranged conventional stocks of York Metal Polish packages with wrappers of red, white and blue checked papers.

The Computing Scale Co.

Quiet and elegant is the exhibit of the Dayton Computing Scale Co. in the Manufacturers' Building. Rich green hangings and moquet carpets serve as a very effective background for the display of this firm's new weightless computing scales, cheese cutters, platform majestics, and near weight detectors, all of which are arranged on shelves at the back or on tables of polished wood ranged carelessly over the floor space, extending from the rear to the front railing.

The machines exhibited include those employed in the grocery, confectionery, provision and butcher trades. The Computing Scale Co. makes in fact all kinds of scales for counter-weighing, and is justly proud of its record. They have been awarded diplomas and medals in the United States, Great Britain and numerous foreign countries for accuracy of weight, workmanship and beauty of finish. The Majestic scale, No. 40, possesses glass platform, locking poises,



Canadian National Exhibition—Exhibit of The Anglo-Canadian Supply Co.

It's to every Grocer's Interest
to buy goods that sell.

That's why

ROWAT'S POPULAR PICKLES

are found on all good grocers' shelves.

Look up your Fall order and place it now.

SNOWDON, FORBES & CO.,
Montreal.

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

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

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

BORDEN'S "Peerless" Brand Evaporated Cream

is simply PURE MILK condensed to the consistency of cream, thoroughly sterilized and preservation insured without any anti-septic or addition of cane sugar, THEREFORE where it is deemed advisable to sell an UNSWEETENED Condensed Milk, Borden's "PEERLESS" brand will be found unequalled.

GROCERS.—The use of Condensed Cream and Evaporated Cream is becoming larger every day. BORDEN'S are always safe and profitable.

SELLING AGENTS IN CANADA

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN,
Halifax, N.S.

SCOTT, BATHGATE & CO.,
Winnipeg, Man.

W. S. CLAWSON & CO.
St. John, N.B.

SHALLCROSS, MACAULAY & CO
Victoria and Vancouver, B.C.



Your Own Brand

will attract attention. Your progressiveness will be commended. You will be pushing your own business and not advertising that of someone else—then, too, you will make a larger profit on it than on any proprietary brand.

We are making a specialty of packing Baking Powder under grocers' own brands. We will be glad to send you samples of labels and any other information on the subject you may wish. Write us about it.

THE ROBERT GREIG CO., Limited, TORONTO.

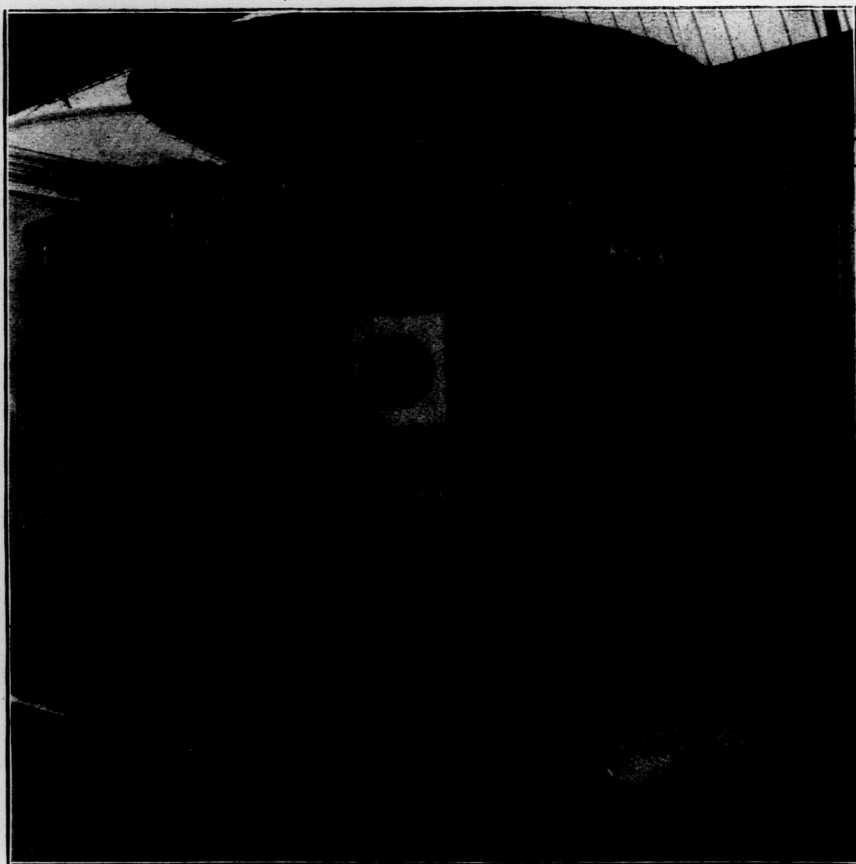
and full jewel Siberian agate bearings on patent ball bearing swivel base.

The company's provision and butchers' scale has had a phenomenal sale on account of the accuracy and quickness with which it may be used. At the present time it is being extensively used in many of the largest Canadian stores, the total output being 150,000. The Templeton Cheese Knife is for retailing cheese and is so adjusted that a merchant may take a 60-lb. cheese and divide it into 60 one-pound cuts or fractions thereof as may be desired.

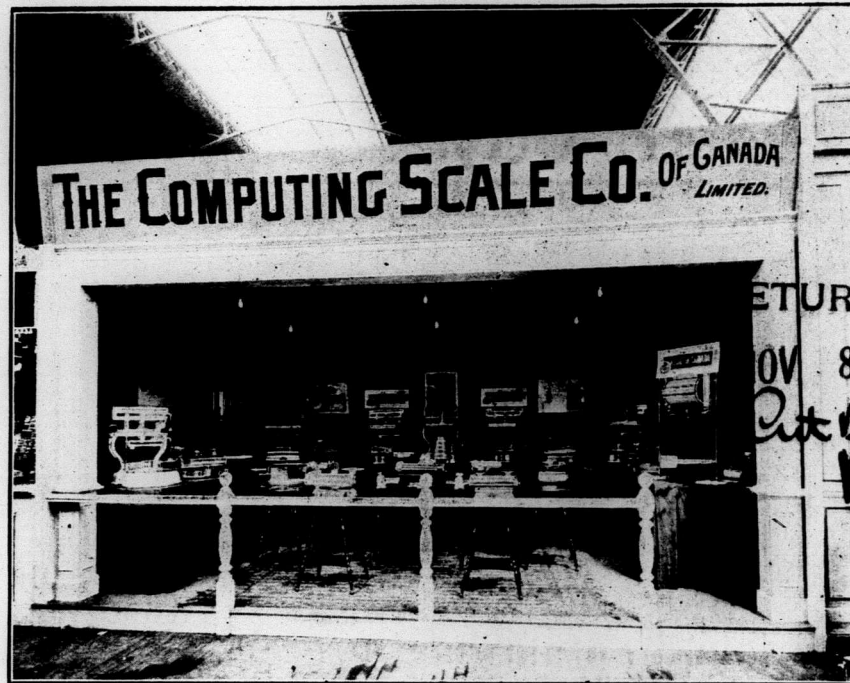
The company will be pleased to mail their fine new catalogue to any merchant interested in the money-weight system.

Carling Brewing Co.

The Carling Brewing Co., of London, had, as usual, a splendid exhibit of the products which have given this firm a great reputation throughout the Dominion. Their exhibit occupied a prominent corner in the Manufacturers Building, and attracted considerable attention. The various brands manufactured by the company, including amber ale, export ale, lager, porter and half-in-half, were displayed under an enormous glass case, within which was the office of the firm's representative.



Canadian National Exhibition—Exhibit of Carling's Ale.



Canadian National Exhibition—Exhibit of The Computing Scale Co.

Mr. Mace, manager of the Toronto office, looked after the exhibit.

This company takes great care that nothing of a deleterious nature enters its products. Its goods have attained great popularity in Canada, and a large

demand for them is coming in from other countries.

Alonzo W. Spooner.

The exhibit of Alonzo W. Spooner, Port Hope, in the centre aisle of the Manufacturers Building, is proving a great attraction to hardware and machinery men as well as to grocers and general merchants. The principal lines exhibited by Mr. Spooner are a powdered deodorized and disinfectant known as "Phenyle" and "Copperine," a non-friction, non-fibrous box metal.

In conversation with The Grocer Mr. Spooner, who is in charge of the exhibit, said that "Copperine" is being extensively used in some of the largest agricultural, milling and mining machines, pumps, dynamos on the North American Continent. Mr. Spooner has been selling "Phenyle" for ten years and is justly proud of the comparatively large market supplied by him with this disinfectant.

FLOUR FOR ST. JOHN, N.B.

Mr. David Russel, of Montreal, has donated 1,000 barrels of flour, for distribution among the needy of the city of St. John, N.B. Mr. John Russel, jr., of the Canadian Drug Co, a brother of the donor, looked after the distribution. The flour was sent in barrels and halves, in order that the gifts might benefit as many people as possible. Up to a week ago the various churches sent in the names of 800 persons to share in the distribution.

IVORINE
Cold Water
STARCH

is a firm favorite
wherever known.
It is the best starch
made for Collars,
Cuffs, Shirts,
Skirts and Blouses

St. Lawrence Starch Co.

LIMITED.

Makers - Port Credit, Ont.

Indian Chutney—Quarts and Pints.

Guava Jellies and Curry Powders

—Choicest East Indian Brands.

Sauces (Chutney)—in Pints.

Olive Oil—Finest Italian in 1-gallon Tins.

Shelled Almonds—Martin Freres—very choice.

Cocoanut "White Dove"
Brand



—This brand is superior to any offered,
and is sold by the leading jobbers in
Quebec and the East. They are con-
vinced of its superior quality.

Drop a post card to me for prices.

W. P. DOWNEY

AGENT

26 St. Peter Street MONTREAL

Forest City
Catsup

The Original Home-made
with Natural Flavor.

Forest City Catsup is the original
home-made catsup and has the same
appetizing, natural flavor found in
catsup made by the housewife.

Our catsup is made from only
choice, ripe, home-grown, hand-
picked and hand-wiped tomatoes, the
very best quality of English malt
vinegar and specially selected com-
bination spices.

We do not use apple pulp, turnip
pulp or the offal of canning factories,
all of which are used in common and
cheap brands of catsup.

Put up in attractively labeled
bottles and jugs, holding from one
pint to five gallons.

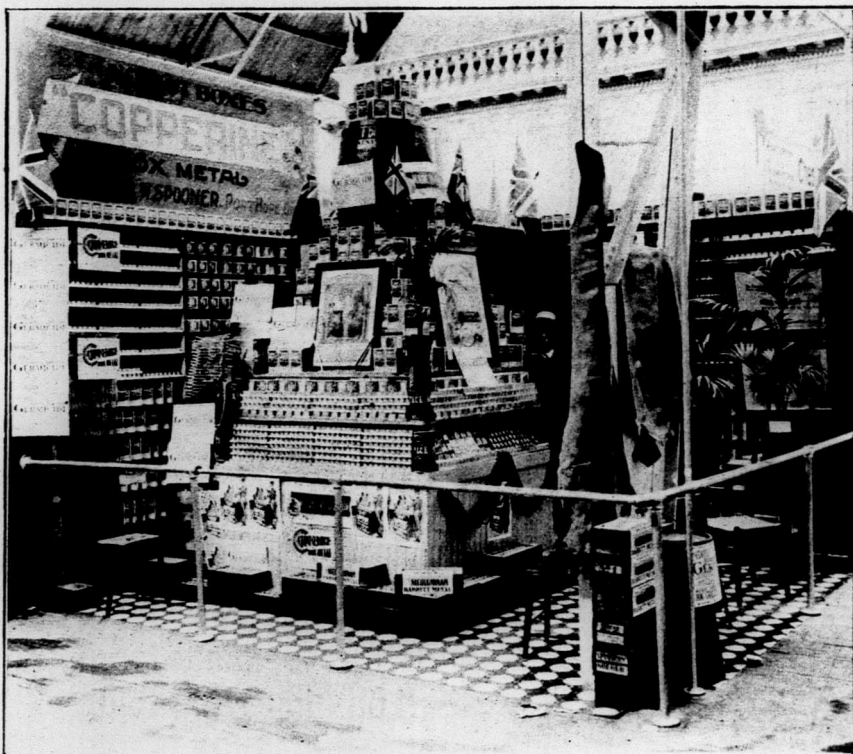
If you want to handle Forest City
Catsup throughout the coming sea-
son, get your orders booked early.
The tomato crop is not heavy and
there may be a shortage.

GORMAN, ECKERT & CO.

LIMITED,

LONDON, CANADA.

Manufacturers of High-grade Spices.
Baking Powder, Extracts.
Importers and Roasters of Coffee.



Canadian National Exhibition—Exhibit of Alonzo W. Spooner.

TORONTO RETAIL GROCERS MEET.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held on Monday evening, September 12, in the rooms of the association, St. George's Hall.

Mr. J. S. Bond, the representative of the association on the Canadian National Exhibition board, gave an interesting account of the Fair. He stated that the profits were considerably in excess of last year, and that Quebec Province had taken every prize in butter this season.

The profits of the July excursion to Niagara Falls and Buffalo were declared to be \$292.

Mr. J. K. Nettlefield, the secretary, announced that he had decided to resign that position.

The principal topic of discussion was the treatment recently meted out to a number of members of the association, as well as to a large percentage of the retail grocery trade of Toronto, by a firm selling wooden butter buckets. The selling agent represented that the maximum cost of the buckets would be 12c per lb., whereas when the orders were delivered the cost was found to be 19c. This has caused general dissatisfaction among the grocers, a number of whom have refused to accept their orders. The general feeling of the association was that some definite measures should be taken, and accordingly the secretary was authorized to send a letter of protest to the firm in question on the ground that their salesagent had been

guilty of misrepresentation, and requesting an immediate settlement, in

the failure of which it would be necessary to make a test case in the courts.

A resolution was passed condemning the newly introduced premium exchange system, which it is claimed is only another form of trading stamps. The "modus operandi" in outline, as described by one of the members, is for grocers, dry goods men, butchers, etc., handling premiums, to pay \$10 for the privilege of membership in a joint stock concern which manipulates the premium exchange system. On a motion of Messrs. Panter and Clark, a committee was appointed to co-operate with the Retail Merchants' Association in an endeavor to stamp out the system. The general feeling was that no legitimate business could stand a 5 per cent. rake off.

A motion was passed condemning also the system of exchange by coupons as prostituting legitimate business, and a letter to this effect was ordered to be forwarded to the manufacturers.

J. B. Vanier & Frere, dealers in groceries and liquors, Montreal, have sold to Telesphore and Arthur Vanier, who continue under the same style.



Canadian National Exhibition—Exhibit of Quaker Oats.

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DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas.

Van Houten's "beats the Dutch."

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

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

MOTT'S
DIAMOND
CHOCOLATE

ELITE

The best of its
kind.

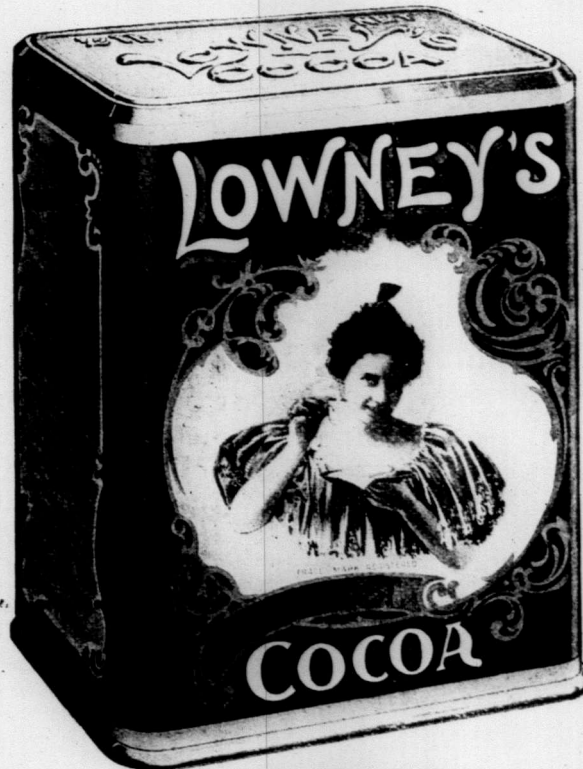
DIAMOND

No better anywhere
for the money.

Both made in Canada.

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

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. MCINDOE, TORONTO. JOS. E. HUXLEY, 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 alkalis 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 COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND**. Freight prepaid in reasonable lots Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

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

**You think
you live
too far away
from
Stratford**

to make it worth while
ordering

**Perfection
Cream Sodas**

even though you are persuaded
that they are desirable.

We ship to any town or
village in Canada.

SO SEND ON YOUR ORDER.
3-LB. TINS OR CARDS.

THE **Mooney
Biscuit & Candy
Company,**
LIMITED,
Stratford, - Canada.

BRANCHES:
WINNIPEG and HAMILTON
Manitoba Ontario

TELEPHONE { MAIN 125
" 467

**Wm. McCann
Milling Co.**

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

TRADE INQUIRIES.

THE following inquiries concerning Canadian trade have been received by the High Commissioner for Canada at London, Eng.:

132. Inquiry has been made for names of Canadian butter makers prepared to supply boxes about 14 lb. weight.

134. A Berlin firm of agents and general merchants desire to be placed in touch with Canadian exporters requiring such representation in Germany as they can offer.

137. A Copenhagen firm with good business experience desires to correspond with Canadian exporters who may be seeking a market in Denmark for any goods except provisions.

The following inquiries in regard to Canadian trade have been received at the Department of Trade and Commerce, Ottawa:

9. An Irish firm has written to the Department asking for the names of some prominent Canadian firms desirous of securing an agency in Ireland for the following commodities: Flour, oats and oatmeal, cheese, bacon, beef and lard.

10. A French firm interested in the export of pumice stone, black lead, glue and gelatine desires to be placed in touch with a reliable agent in Canada.

13. A French firm exporting teas and coffees wishes a good agent to introduce chiefly the French "Annam Teas" in the Canadian market.

15. Wine, cognac (brandies) and liquor merchants in France ask for good representatives in Canada.

17. Manufacturers of chemical products in France ask for agents in the market of Canada.

18. A French firm of artistic chinaware and crockery, wishing to establish a manufacture of such goods in the Province of Quebec, is anxious to get information about such a scheme, and wishes to know what would be the best place in the province to be chosen for that purpose.

[The names of the firms making these inquiries, with their addresses, may be obtained from the Department of Trade and Commerce. Persons desiring the same will be careful to quote the office under which the inquiry appears and the number.]

PERSONAL MENTION.

Mr. W. A. Warren, of Warren Bros. & Co., Toronto, was in Sault Ste. Marie from September 8 to 12.

Mr. J. T. Madden, of the Wm. Ryan Co., Toronto, is taking a ten days'

automobile trip through New York State.

Mr. W. H. Millman, Toronto, is attending the Western Fair in London this week, and will sit in judgment upon the saddle and thoroughbred horses.

Mr. E. S. Parnell, of New Westminster, B. C., is on a visit to Eastern Canada. Mr. Parnell is a commercial and grocery broker, and during his visit to the east is making arrangements to represent additional firms in this part of the country.

Mr. Frank MacMonnies, of Von Brecken, MacMonnies & Co., 105 Hudson street, New York, is a visitor to the Montreal grocery and jobbing trade this week. His firm import grocers' specialties, handling the finest French, Italian, German, Belgian, etc., goods. Mr. MacMonnies was introduced to the trade by Mr. W. H. Dunn, of Montreal.

Mr. W. J. Wilson, eastern representative of S. H. & A. S. Ewing, Montreal, who is spending his holidays in Western Ontario, paid the Toronto offices of The Grocer a friendly call this week. Mr. Wilson's territory covers Nova Scotia and the Maritime Provinces, and during the last two years he has had the pleasure of opening up 16 or 18 new towns.

Mr. Geo. B. Lockhart, general manager Charlottetown Condensed Milk Co., Charlottetown, P. E. I., was a visitor to the Montreal trade this week. Mr. Lockhart's push and personality are well-known to the grocery trade from the Atlantic to the Pacific. Messrs. Rose & Laflamme are agents in Montreal for the products of the Charlottetown Condensed Milk Co., and Mr. Lockhart made his headquarters with this firm.

Mr. Gilbert S. Troop, managing director of Black Bros. & Co., Halifax, made a short visit to Montreal last week. The Grocer had a pleasant interview with Mr. Troop, and learned more about fish and the fishing industry in half an hour than could be learned in a month's reading. Mr. Troop, being largely interested in fish as a commercial proposition, is fully conversant with details and information not usually given publicity. The Grocer will in a later issue endeavor to reproduce for the benefit of its readers the most interesting features of the interview.

TRINIDAL COCOA EXPORTS.

The following comparative figures, submitted by Gordon, Grant & Co., Port-of-Spain, Trinidad, represent the exports of cocoa from October 1 to August 25 during the last four years:

Crop.	England.	France.	America.	Total
	Bags.	Bags.	Bags.	
1900-1901....	55,105	31,272	47,184	133,561
1901-1902....	64,300	57,848	42,572	164,720
1902-1903....	68,420	50,317	73,725	192,462
1903-1904....	72,965	64,131	77,416	214,512

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Cowan's Cocoas, Chocolates, Cream Bars, Wafers, Milk Chocolate, etc.

are sold by all grocers and are guaranteed absolutely pure goods.

The Cowan Co., Limited, Toronto

"Irresistibly Delicious!"



One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

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

old reputation

Attention!

old reputation

The BEST of

Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

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

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.



I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

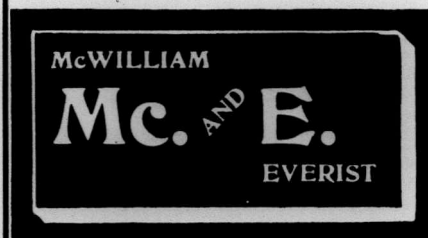
is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET, **MONTREAL.**

THE DEMAND

For **Fruits, Nuts, etc.**, during the period of **Fall Fairs** is certain to be much heavier than in former years. We carry a full line in all foreign fruits and our large daily receipts of **Domestic** products will enable us to fill all orders to your entire satisfaction.



Phone Main 645.
TORONTO, CANADA.

The
DAWSON Commission
Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Osborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The **W. A. GIBB CO.**
6 and 7 Market St., HAMILTON

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

HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

Growth of the Banana Trade.

THE consumption of bananas is increasing everywhere as well as the cultivation of this fruit. Even the poorest classes are now able to buy this nourishing and wholesome fruit. From the west coast of Africa it is learned through the French National Agricultural Society that the cultivation of bananas has arrived at important proportions. As many as two and one half million bunches were recently imported into Europe, and there is every probability that this consignment will be duplicated and increased. Thus it is likely that the markets generally will be well supplied with bananas. It is no doubt generally known that most of the bananas consumed in Europe come from the Canary Islands, and so profitable has the cultivation of them proven, that they are now cultivated from the Senegal to the Congo.

It is a noteworthy fact that the largest fruit companies in the United States have decided to adopt the method of selling bananas by weight instead of by the bunch. The reason given for this action is that there was so much variety in the size of the bunches and so much loss and complication that fair dealing has become practically impossible. Some of the large Canadian fruit men say that this method will become general in the Dominion before very long.

Manitoba Prefers B. C. Fruit.

AN interesting and attractive feature of the Winnipeg and Brandon exhibitions this year was the show of fruit made by the Fruit-growers' Association of British Columbia. The object of this display was to bring to the attention of Manitoba people generally the fact that British Columbia is capable of supplying the fruit market of the wheat province, and that the quality of the goods she offers is at least equal to those that can be obtained elsewhere.

Heretofore a very large percentage of the fruit consumed in Manitoba has been obtained from the Pacific states of the Union. The American railway companies have encouraged their fruit-growers to capture the market of Manitoba, by giving them a freight rate enabling them to compete with British Columbia growers, and a rapid service, much superior to that within reach of Western Canadians.

Largely for these reasons British Columbia fruit has not commanded the Manitoba market as it should, and although the B. C. fruit-grower can rejoice in the possession of the Alberta market, he has been inclined to believe that the prospect for controlling the entire market west of Port Arthur was very slim.

Of late, however, the tide has turned. It is now generally agreed that the Manitoba fruit market is for the British Columbia grower. Although the repeated promise of the C.P.R. that a faster service from the coast to Winnipeg would be given for fruit as soon as there was sufficient quantity being shipped to justify it has not been fulfilled to the letter, even that mighty corporation cannot much longer fail to encourage this branch of inter-provincial trade. Manitobans are Canadians, and will give preference to grown-in-Canada fruit.

England Wants Canadian Fruit, Etc.

IN his latest report to the Department of Trade and Commerce, Ottawa, P. B. MacNamara, commercial agent in Manchester, Eng., says the market for canned goods in England is one keenly exploited by United States and other countries doing an export trade. Canadian canned goods are looked on with much favor in this city, the varieties that command the greatest sale being apples, pears, peaches and tomatoes.

TOMATOES.

In the matter of tomatoes it is said the Italian canning is fast finding favor, and that it is supplanting the American. It is not difficult to trace the decadence of trade, usually depending on neglect by employes in preparing and putting up the goods. Canadian canned tomatoes have been all that could be desired and it should be the constant aim of every one connected with the trade to keep up the reputation for quality already established.

APPLES.

There is a great and growing demand for canned apples in one gallon tins, six tins to a case, and a high price can be obtained for them from reliable Canadian canners. United States canners controlled these goods for some time, but they are encountering vigorous opposition of late, while Canadian apples in tins are held in very high esteem by the great consuming public of the Manchester district, and a larger market is

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PEARS AND PEACHES.

There is a greater demand for pears than for peaches in the Manchester market, the chief source of supply being California and the Eastern States. California fruit commands a higher price than any other. Canadian Bartlett pear is unsurpassed for flavor and succulence, and should, if canned, bring as high a price as the best Californian.

Instructive Fruit Display.

One of the most instructive exhibits at the Canadian National Exhibition was that of the experimental fruit stations, operated under the direction of the Ontario Department of Agriculture.

In a province so extensive as Ontario, having such a wide range of climatic conditions and such great variety of soil, one of the chief difficulties with which the agriculturist has to contend is the selection of varieties of fruit suitable to his particular locality.

This work of experiment and selection has very properly been taken up by the Government, as representing the whole community. The exhibit of the Ontario Department of Agriculture is ample demonstration of the effectiveness of its work in discarding unprofitable, and introducing varieties of fruit suitable, for various localities, thereby enlarging the farmer's opportunities, increasing the productiveness of his farm and encouraging the development of fruit culture.

What Apple Barrels Cost.

The following facts published in regard to the cost of apple barrels are of interest to Canadian fruit growers and exporters:

(1) Apple barrels are costing 45 cents at the cooper shop.

(2) Similar barrels are costing the farmers and fruit growers of New York State 35 cents, delivered.

(3) A considerable portion of the stock from which these latter are made comes from Canada, and pays duty, besides.

This year barrels are from 10 to 15 cents cheaper than they were last season. Some years ago apple barrels cost about 25 cents, but three good crop years and large exports created such a demand that the price of barrels advanced, the top figures being reached last season. Then the bulk of the apple barrels sold at 50 cents each, although considerable quantities were purchased at 60 cents and some as high as 75 cents. This year from 40 to 45 cents have been asked for apple barrels.

In view of the lighter exports anticipated this year some dealers expect that the price of barrels will yet go lower.

FISH and OYSTERS

The season is at hand when fish can be profitably handled. We are handling a variety of lines of merit.

Finnan Haddie—Fresh Daily by Express.

AGENTS for BLACK BROS. & Co.'s HALIFAX CODFISH (whose advertisement appears elsewhere).

Long Island Native Oysters—THE MOST PROFITABLE AND SATISFACTORY LINE ON THE MARKET.

WHITE & CO., 64 Front St. E., TORONTO

PHONE MAIN 4106, PRIVATE EXCHANGE.

W. B. STRINGER.
J. J. McCABE.

Best OF THE Best

PHONE, OFFICE,
MAIN 520

The Dealer that orders through us gets the **Best Fruit** from the **Best** lines on this market. Let us **select your Fruit** and it will be an easy matter for you to supply the **Fancy Trade** of your town.

Authentic Apple Reports issued weekly. If you are a shipper you had better have one—write.

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

Arriving Daily—Almost

Fancy Ripe BANANAS, PINEAPPLES and FLORIDA TOMATOES. Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.

Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

Western Apple Buyers:

Don't buy ordinary pack

When you can get apples of even quality, packed according to government regulations by men accustomed to pack for European markets. Send for quotations.

EBEN JAMES
BOARD of TRADE BLDG.
TORONTO

Fruit Notes.

Considerable interest is being taken in a scheme for raising cranberries on the muskeg and marshlands of the Northwest Territories, to be carried out by a number of United States farmers and capitalists.

McDOUGAL & LEMON
OWEN SOUND

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

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

WRITE FOR OUR PRICES

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacramento Street,
MONTREAL.

Tel. Main 778.

SPECIAL NOTICE to the TRADE.

IN a previous issue of the Grocer we called the attention of the Trade to our very tender Sugar Pea. We now beg to call their attention to another line of peas which we believe to be first-class value. We refer to our brand "Midget" Peas. This is a pea just one grade larger than Petit Pois, and is selected from what is the most tender peas in the entire pack. It can be retailed at ten cents at any point in Ontario where the freight rates are only ordinary. As a straight ten cent line we believe it the best value to the consumer of any pea we pack. We finished packing peas on the 30th July, and all through the pack the weather was perfect for packing peas, cool and moist, so that the raw material was kept in fine condition. Taking the pack as a whole, we have every reason to believe it is the finest in quality that we have ever packed.

Bloomfield Packing Co.

LIMITED

Bloomfield, Aug. 9th, '04.

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N. W. T.
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FLOUR AND CEREAL FOODS

The Grain Situation.

REPORTS from Manitoba and the Territories show that from 60 to 70 per cent. of the wheat crop is now in stock. The estimated average yield is about twenty bushels per acre, while in the Brandon District the yield will average as high as twenty-one bushels per acre. On the whole there appears to be very slight damage from rust, except in South Manitoba, and none as yet from frost, except in the extreme north, notwithstanding the herculean endeavors of certain speculators to kill the crop.

According to the Ogilvie Milling Co., the western wheat yield will be fifty-eight to sixty million bushels. Nothing from now out can happen to prevent the crop exceeding that of last year, and if the present high price is maintained the amount of money pouring into Manitoba and the Northwest Territories during the next few months will be enormous, as more money will be paid for the 1904 crop than for any other crop in the history of the country.

T. W. Knappen, secretary of the Western Canada Immigration Association, has submitted the following comparative estimate of the 1904 wheat crop in the great west, as the result of a thorough personal inspection just completed.

Manitoba—Acres, 2,380,000; bushels, 33,950,000; average per acre, 14.36.

N. W. T.—Acres, 1,030,000; bushels, 16,480,000; average per acre, 16.01.

Total acres, 3,410,000; bushels, 50,430,000; average per acre, 14.77.

Value 1904 crop, 50,000,000 bushels at 85c, \$42,500,000.

Value 1903 crop, 53,000,000 bushels at 60c, \$31,800,000.

Increased value 1904 crop, \$10,700,000.

Among the latest sections in the west are Manitou, Pilot Mound, Minnedosa, Minto, Moosomin, and Indian Head, in all of which the crop is exceptionally heavy and practically undamaged by rust.

If the estimates of the best informed authorities are correct, the wheat harvest of the United States has met with

one of the worst disasters ever experienced in the crop history of that country. The estimates range from 490,000,000 bushels to 550,000,000 bushels, the latter being the estimate of Cincinnati Prices Current; but the general disposition is to accept the lower estimates.

If these are right the wheat harvest of the United States will leave for export the smallest absolute amount for twenty years, and the smallest amount relative to total production in thirty years. The average yield of the past half dozen years has been 611,000,000 bushels. The banner crop of 1901 was 748,500,000 bushels. During the past twenty-five years there have been only two or three crops which are at all comparable with the present as respects a short wheat crop. The first was 1893, when the crop amounted to 396,000,000 bushels, compared with 516,000,000 in the previous year, 611,780,000 in 1891, and an average for the period of about 490,000,000. The second was 1885, when the harvest fell to 357,112,000 bushels from an average for the period of about 450,000,000 bushels. But in neither of these cases was the shortage so great relative to the needs of the home market as in the present instance. From the crop of 1885 some 91,000,000 bushels were exported; and from that of 1893 over 164,000,000 bushels were exported. It is doubtful if much over 50,000,000 bushels from the present crop will be exported.

Not since wheat became a large feature of the export trade of the United States has that country been brought so near to a wheat production which barely suffices for home consumption.

VISIBLE SUPPLY IN CANADA AND UNITED STATES.

The visible supply of grain in Canada and the United States is as follows:

	Sept. 12. 1904.	Sept. 14. 1903.	Sept. 13. 1902.
Wheat.....	13,115,000	14,176,000	22,056,000
Corn.....	2,701,000	16,925,000	2,274,000
Oats.....	11,834,000	7,422,000	4,214,000
Rye.....	1,194,000	709,000	4,587,000
Barley.....	1,179,000	1,532,000	323,000

During the week the visible supply of wheat in Canada and the United States increased 301,000 bushels; corn increased 714,000 bushels, and oats increased 2,328,000 bushels. A year ago wheat increased 826,000 bushels, corn

478,000 bushels, and oats decreased 210,000 bushels.

GRAIN ON PASSAGE.

	Wheat & Flour. Bush.	Corn. Bush.
To the U. K.....	23,440,000	9,520,000
To the Continent.....	13,600,000	6,880,000
Total.....	37,040,000	16,400,000
Last week.....	40,280,000	19,055,000
This week last year.....	26,800,000	18,720,000

WORLD'S WHEAT SHIPMENTS.

The world's wheat shipments for the week, with comparisons, follow:

	Sept. 12. 1904.	Sept. 5. 1904.	Sept. 14. 1903.
Canada and U. S.....	1,995,621	1,703,000	3,445,000
Russia.....	4,225,000	3,672,000	3,646,000
Danube.....	1,263,000	768,000
India.....	1,672,000	1,344,000	1,024,000
Argentina.....	1,103,000	1,616,000	1,356,000
Australia.....	344,000	720,000
Totals.....	10,620,621	9,825,000	9,061,000

Ice Breakers and the Export Trade.

GREAT interest is being taken in Montreal in a certain phase of the export grain trade, because in November next a specially made ice breaker is to be tested in the St. Lawrence for the first time. The breaker is now in the course of construction by Fleming & Ferguson, an English firm, who are to deliver it when notified. The Government's intention is to try to break up the ice which forms in great thickness in the river just above Quebec. Thus it is believed that navigation can be kept open at least five or six and maybe seven weeks later than heretofore. At the same time it is expected that navigation can be opened two or three weeks earlier in the Spring.

Last year, for instance, the port of Montreal handled tonnage from the ocean amounting to 1,100,000 tons, or an average of 200,000 tons per month. In the Autumn months the average increases very notably owing to the call upon shipping for new Canadian and American grains seeking a market. It would be a great thing for the port of Montreal if another four or five weeks of navigation could be obtained, since it would mean at least an increase in tonnage of 250,000 tons in ocean shipping, dependent entirely upon insurance rates. This would cut into the Boston and Portland trade, which depend largely upon the closing of navigation in Montreal. From statistics of grain shipments last year Montreal stood third in the list of American ports for grain exports. It would appear an easy

IT IS GOOD FOR THE GROCER

When we began putting in every 15-cent package of Orange Meat a premium coupon, we really had no idea that the collection of coupons would be pursued with such zest by such a large number of people.

To-day, from Atlantic to Pacific

Orange Meat
The Premium Food

THE DEMAND FOR ORANGE MEAT

— the honey-flavored cereal food—is growing. Grocers in every section of Canada have gladly taken up its sale in response to public demand. And they are selling more Orange Meat to-day than they are any other package breakfast food on the market.

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

ORDER FROM
YOUR WHOLESALER.

THE FRONTENAC CEREAL CO.,
Limited
43 Scott St., Toronto.

matter for Montreal to lead the continent in grain shipping provided another month of ocean navigation were available.

A Novel Scheme.

AN interesting venture, by which United States manufacturers and commercial houses will be able to introduce their goods into Oriental markets, is to be carried out by the North-Western Commercial Company, of Seattle, Wash. The company intends to inaugurate a "floating industrial exhibition." The S.S. Victoria, a large vessel of modern type, was recently purchased by the company, and the lower decks arranged in a convenient manner for exhibition purposes. The ship will accommodate 125 representatives of commercial houses, and space will be rented to exhibitors on the lower decks, which will be decorated and brilliantly lighted by electricity.

The vessel is only for exhibitors and their exhibits, and under no circumstances will any other passengers or cargo be accepted. The Victoria will sail from Seattle on November 15, and will visit Yokohama, Kobe, Nagasaki, Shanghai, Hong Kong, Manila, Singapore, Colombo, Mauritius, Delagoa Bay, Cape Town, Adelaide, Melbourne, Sydney, Honolulu, also Port Arthur and Vladivostok, if war conditions permit. At each of these places the general public will be admitted to the ship from 8 a.m. to 11 p.m. The arrival of the ship will be extensively advertised beforehand.

To Interview Manitoba Grain Men.

On Monday, September 12, Mr. D. Plewes, of Toronto, one of the leading grain and flour exporters of Canada, left for Winnipeg and the West. Mr. Plewes' Western trip is for the purpose of sizing up the grain situation and making arrangements with the grain growers of Manitoba and the Territories for export shipments of wheat. In former years there has always been considerable surplus grain in Eastern Canada; this year, however, shippers will have to draw entirely from the West.

Mr. Plewes will spend a fortnight in Winnipeg and will afterwards visit Brandon, Portage la Prairie and other grain centres, which will afford him an opportunity of coming into personal touch with representative grain men of the West.

Flour as Medicine.

Japanese papers just now are full of comments on a theory current among the medical profession to the effect that a certain malignant disease prevalent in Japan is caused by the continuous and

too exclusive use of fish and rice as food.

Foreign flour interests have already begun to speculate as to the possibilities of the Japanese market if the rice and fish diet of the people, even to the extent of 50 per cent. of its present quantity and value, were to be displaced by Manitoba No. 1 hard and concomitant brands. It is being remarked that the application of this remedy, however, will depend upon how far flour can be made to take the place pound for pound and dollar for dollar in food value of rice and fish.

Trade Conditions in Trinidad.

Latest mail advices from Port-of-Spain, Trinidad, dated August 25, 1904, say a sharp advance in cable quotations has brought about a better inquiry for flour of all grades, although no great improvement on previous quotations has thus far been established. Stocks are moderate, and a steady increase in values may be looked for from now on. American corn is scarce, and both oats and oil meal are gradually improving in value.

Cereal Notes.

W. Thompson & Son, millers, London, are erecting a large grain storage warehouse in the rear of their Talbot street premises.

The Royal Grain Co., members of the Winnipeg Grain and Produce Exchange, have opened a grain and commission business.

Mr. W. B. Mack, miller, Cornwall, Ont., has been appointed sheriff of the united counties of Dundas, Stormont and Glengarry.

A movement is on foot for the formation of a new grain exchange in Winnipeg to be entirely independent of the Winnipeg Grain Exchange.

The Sylvester Feed Co., Victoria, B. C., have installed one of the largest rolled oat machines on the Pacific Coast, its capacity being one ton in thirty minutes.

The Mandeville & King Co., of Rochester, who for the past two years have owned The Cleveland Seed Co., have sold their real estate at Picton, Ont., and Cape Vincent, N.Y., including capital stock and seed in growers' hands, to Rochester interests.

One of the largest cargoes of flour ever carried from America to Asia was via the steamship Oanfa, which sailed from Tacoma, Washington, last week. The cargo included 344,000 sacks of flour amounting to 86,000 barrels, the whole consigned to the Orient.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

Shredded Wheat

... AND ...

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

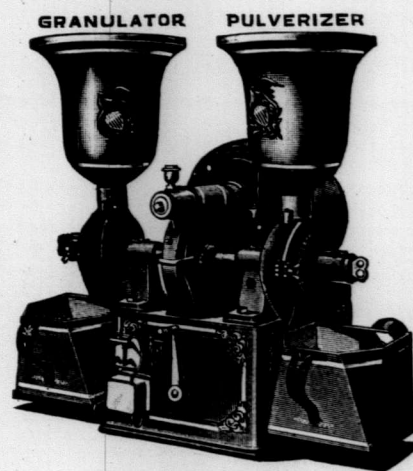
Because clerks will try to sell coffee when not compelled to grind by hand

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, ½ pound per minute
Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Cuban Tobacco.

MR. LEONARD SISMAN, of Havana, Cuba, contributes the following special article to the Western Tobacco Journal on tobacco culture in Cuba.

This plant, whose rich leaf as produced on Cuban soil, is reputed to be the best in the world, occupies the second place in Cuban agriculture. Although it is not cultivated as extensively as cane, it serves as the basis for two important industries; one of which is the agriculturist, who prepares and packs the weed for export, and the other is the manufacturing of the millions of cigars and cigarettes consumed in the country or exported, giving employment to skilled workmen and contributing to the welfare of the laboring classes in Havana.

For the cultivation of tobacco a loose, rich, sandy soil is required. That which serves the best purpose is in the Province of Pinar del Rio, on the southern side of the range of hills that form the vertebrae of the province. Here is grown that of the greatest value, for which high prices are paid by the consumers in the United States. Also to the western end, from the city of Pinar del Rio to the Remates de Guane. In the small valleys among the hills the leaf is even more aromatic, that of Santa Isabel, Cabezas, Sumidero, Caliente and Luis Lazo being preferred. The leaf from these parts is not perhaps so fine as that grown around San Juan and San Luis, but has a good reputation among the Cuban tobacco buyers.

The fragrant weed is also grown in the Province of Santa Clara and Santiago de Cuba, but the prices paid per quintal (101 pounds), is much less than that of the Vuelta Abajo.

Notwithstanding its well earned fame the Cuban product can not reach the development it should, as all countries consider tobacco an assessable article and burden it with high import duties, which in some cases become almost prohibitory.

The recent reciprocity treaty between the United States and Cuba will no doubt be of great benefit to the Cuban

planters and be appreciated by both sides; then the increase will necessarily follow.

A great deal of tobacco is grown under cover; the product being a very fine wrapper, perhaps not as aromatic as that grown in the open, but a dangerous opponent of the Sumatra wrapper, which is to-day preferred by numerous consumers.

An extract from the Cuban Government report by the Secretary of Agriculture as to the cost of preparing soil, its fertilization, value of seedlings, planting and distribution of fertilizers, care of plant, rent and general expenses, the cost per caballeria (caballeria equals 33 1-3 acres) from the time it is plowed up until the crop is gathered, varies considerably, due to many causes, but taking as an average the cost in the Province of Pinar del Rio would be per caballeria (33 1-3 acres) \$7,940. The yield of a caballeria consisting of an average of 211 bales, at \$50 per bale, 54 arrobas (twenty-five pounds) of seed at \$4 per arroba (one arroba equals twenty-five pounds), and 12 cart loads of stems at \$1, would make the receipts about \$10,778, leaving a balance

as profit of \$2,838 per caballeria, or about \$260 an acre.

Although these figures are official, the average is much higher. For example a certain (Vega) plantation of three caballerias (near San Juan y Martinez) produced 40,000 poles of tobacco one year, worth at least \$50,000, and taking official figures of cost of production of \$7,940 per caballeria, left a profit of \$8,726 per caballeria, a good general average for a good crop. The above plantation is one of the finest in the province.

The benefit derived from covering the tobacco with cheese cloth is to protect from and temper the sun's rays, to moderate the force of the wind and its action upon the leaves, keeping the earth moist, and above all to protect the plants from insects, which are oftentimes a pest to the planter. With the cheese cloth the insects are unable to deposit their larvae upon the leaves. The results obtained up to this time with this system of cultivation have been satisfactory, as according to the data furnished to the Department of Agriculture by the Provincial Board of Pinar del Rio, 212 hectares (one hectare equals

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Payne's Standing Offer to Canadian Grocers

1,000 Cigars, assorted as desired, sent express prepaid, on usual terms. Unsold stock bought back at the end of three months, at invoice price.

This offer has made us many a customer, and has made many a customer a tidy sum of money each year.

And this offer is made you, and you can begin, right off, to make a nice "pot boiler" monthly. The way to do it is to send us an order.

It is well to specify **Pebble** for a 5-center, and **Pharaoh** for a 10-center.

J. BRUCE PAYNE, Limited, Mfrs., Granby, Que.

T & B

IN HIS YOUTH

he knew **T. & B.** Smoking Tobacco and he never knew it to be anything but the very best tobacco obtainable.

This is why every grocer should keep well stocked with **T. & B.**

10-CENT SIZE IS MOST POPULAR.

Geo. E. Tuckett & Son Co., Limited
HAMILTON, ONT.



2,471 acres), in which 6,776,000 seedlings were planted gave trees, according as they budded or not, varying in height from 1.78 to 2.10 metres (about six feet), with fourteen to eighteen leaves to each plant, with a yield of 14 per cent. for filler for trees weighing 40 pounds and 60 per cent. of first-class leaf for wrappers, and the balance includes stems, stalks, etc. The average total cost per hectare (2,741 acres) in the Province was \$736.44.

Again two well known and experienced tobacco planters of Pinar del Rio state that tobacco grown under cover

will yield to the cabellaria 330 bales, instead of 150 by the ordinary method, producing leaves from 28 to 30 inches long by 14 to 16 inches wide in the proportion of 7 per cent. of the plant, but this may be because some planters have been planting two crops per annum under cover. The total number of plants laid out for the crop of 1902 and 1903 in all the island was about 1,260,628,800, which yielded approximately 399,020 bales, weighing 563,654 quintals, one quintal is equivalent to 46 kilograms (101 pounds) at an average price of \$21.70 a bale and \$15.70 per quintal.

Cigarette Factory in Corea.

The habit of cigarette smoking is growing in those countries which formerly used little or no tobacco, and also in those countries where the pipe was the usual method. Corea is a recent sample of this fact. A new enterprise has been started there, for the manufacture of cigarettes, in the city of Chemulpo, called the Chemulpo Cigarette and Tobacco Company. At first this company had in operation six cigarette making machines, but since the capacity has been doubled.

Three qualities of cigarettes are produced, the first made entirely of American to-

The Chamberlain Cigar

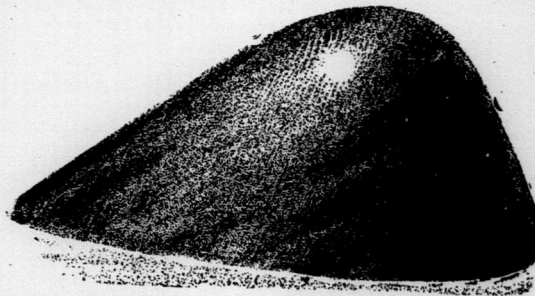
The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos



A Little Mountain

of extra profits is made each year by the Canadian retail grocery trade through selling

McALPIN'S TOBACCOS

How much of the mountain do you own?

McAlpin Consumers' Tobacco Co., Limited, Toronto.

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hacco, the second of a mixture of American and Korean tobacco, and the third entirely of native tobacco.

Cigarette smoking in Korea is replacing the pipe. Importations of cigarettes from Japan have not been able to meet the demand and the enterprise mentioned above has resulted. The activities will be extended to China and other Oriental countries as rapidly as possible.

Cheap Cigarettes.

THERE is great possibility of an interesting rate cutting war in the Dominion tobacco trade, says The Winnipeg Telegram, which will for the time being benefit the consumer, if no one else.

The American Tobacco Co. has been doing business in Canada for about 12 years, and until recently has had things pretty well its own way. Of late years, however, Canadian manufacturers of cigarettes have managed to make considerable headway in spite of the field being so much in the hands of the combine, and the result, according to certain dealers, is that the combine started on a policy of killing Canadian trade. It is alleged that the combine differentiates between the dealers, calling some of them consignees. To such consignees it offered special privileges, and in addition agreed to take any unsalable goods off their hands at cost. The consignees, on the other hand, had to agree not to handle the goods of other cigarette manufacturers unless obtained through the Trust.

Certain Winnipeg firms have complained again and again of the treatment meted out to independent concerns, and welcome accordingly the recent action of the Dominion Government in enforcing the law which practically nullifies the consignees' agreements and restores to every Canadian dealer full liberty of action to deal in his own or any other market without asking permission of the Trust.

It is surmised that the Trust may find a new means of carrying out its aims, i.e., rate-cutting. The Trust may decide to sell its goods at cost or even at a loss in order to force smaller manufacturers to come to terms. The outcome will be awaited with interest by the trade.

On September 8, Ottawa tobacconists received the following letter from the American Tobacco Co:

"Dear Sirs,—Recent legislation and the action of the government based upon it, make it necessary to cancel our contract with you relating to the sale of cigarettes and you are notified that this cancellation will take effect from this date. We hope that the withdrawal of this con-

tract, which has been satisfactory to the trade and under which you have had a fair and reasonable profit on the sale of our goods will not prevent your making a satisfactory profit in the future.

"Our cigarettes will no longer be shipped on consignment, but will until further notice be sold to you, should you desire to obtain them, at the prices now prevailing; terms, 2 per cent. discount for payment within 30 days, freight prepaid.

"We offer you a rebate of 8 per cent. on cigarettes billed by us to you on the following terms: The rebate will only be paid providing we are satisfied that you have not sold any of our cigarettes at less than the retail prices as shown on our current selling price lists, as fixed from time to time. Dealers who sell at less than the list prices will not be allowed any rebate. We will remit you all rebates earned in respect of cigarettes purchased during any month, at the end of the next following month.

"Thanking you for your support in the past, and trusting for a continuance of the present cordial relations, we remain, yours very truly, The American Tobacco Co. of Canada."

This means that retail tobacconists hereafter will pay the same price for American Tobacco Co.'s cigarettes as before contracts were signed, and this decision also places them, so far as competition is concerned, on an equal footing with other companies.

Worthless Tobacco Destroyed.

A firm of customs brokers at Victoria, B.C., have destroyed about 20 tons of worthless tobacco which was recently shipped to them from the United States. The object of the shippers in sending it to a foreign country was to obtain a rebate of the stamp duty from the Washington authorities, to which they were entitled for doing so. The tobacco, it is believed, was originally exported to the Philippines from the States for the use of Uncle Sam's troops, but was found unsatisfactory and returned. A stamp duty was paid, but under the U.S. customs regulations part of the amount is refunded if the stuff is shipped abroad.

Tobacco Crops.

Word has been received from one of the largest tobacco growers in Western Ontario that the tobacco crop in the vicinity of Amherstburg will be very light this year. The chief cause is that the growers lost most of their young plants last spring in the hot beds when too late to secure others. The cold weather during the summer was against the development of the plant, but tobacco that has reached maturity is very good. If growers have

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.



good luck in cutting and curing the crop they will get better prices than last year.

The 1904 crop of Connecticut tobacco will be known as the best crop of tobacco in the past fifty years when it went into the sheds, but how it will come out of them is a question. The plants are so large that it will require one-quarter more curing space than the usual crop. It is too late now to build more shed room. If the weather for curing tobacco this year is not more favorable than it has been during the last few years, the prospects are for one of the worst pole sweat crops ever known.

Tobacco Notes.

Mr. T. M. Harris, wholesale and retail cigar dealer, Toronto, was married on September 6.

Mr. W. T. Rutherford, senior member of the firm of W. T. Rutherford & Co., wholesale cigar dealers, Winnipeg, is dead.

The consolidation of the American Tobacco Co., the Consolidated Tobacco Co. and the Continental Tobacco Co. into one corporation, to be known as the American Tobacco Co., is looked forward to at an early date. The earnings of these three companies in 1903 were over \$22,000,000.

The Erie Tobacco Co., of Windsor, Ont., will shortly move its factory to Leamington, whence it came to Windsor three years ago. The company claims that concessions promised in the way of exemption from taxation and free water have not been carried out.

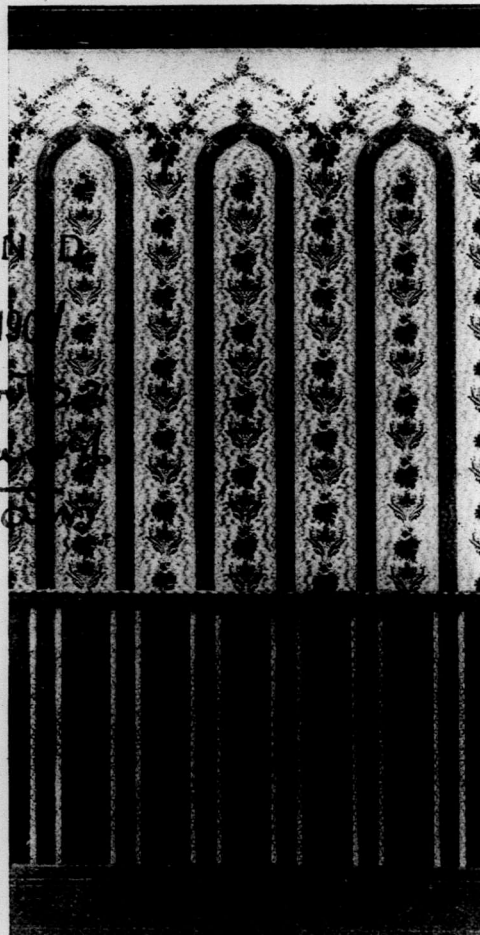
WALL PAPER.

COLOR EFFECTS.

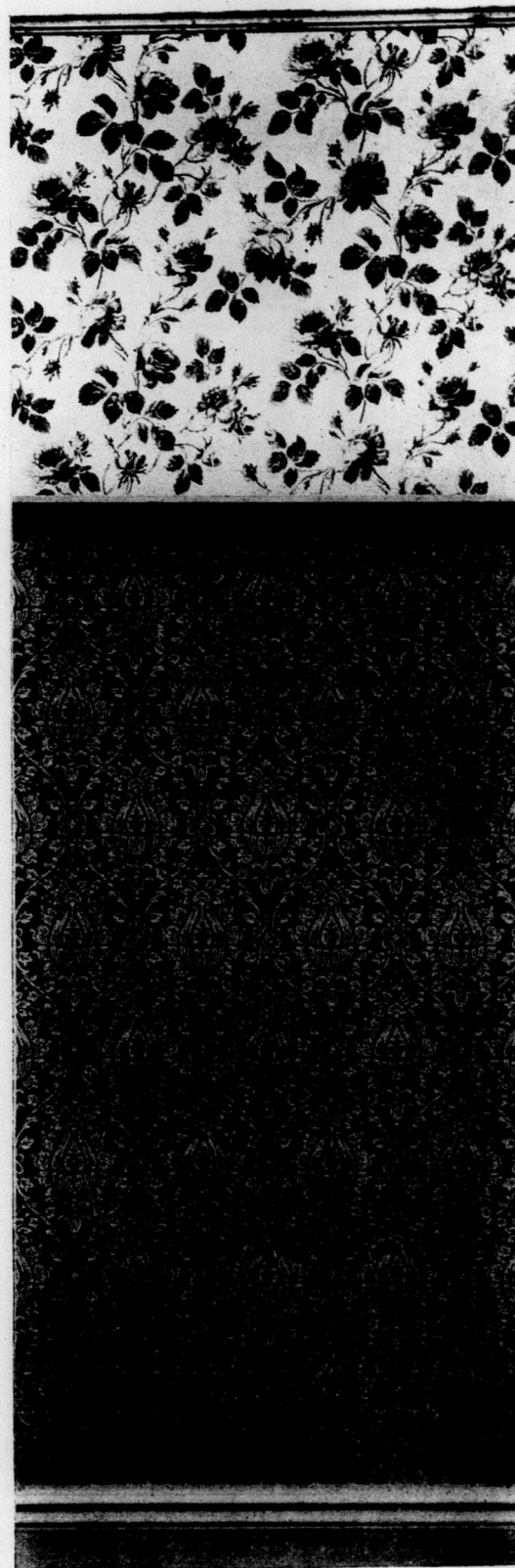
THE study of color effects is the basic study of the decorator's art. There is no need to be afraid of color. In fact, the decorator who will use color freely, firmly and liberally, and will induce his customers to have colors used according to his tastes, will find the homes he decorates improved 100 per cent.

Formerly the subdued wall papers gave no character to the walls, and did not help out the other home decorations. Now the whole room is enriched, the furniture is given a positive setting, and there is a reflection from

Of course we are not in favor of any glaringly incongruous effects in colors. Bold colors, to be artistic, must be used with particular care to be in harmony. The tendency toward such forms of richer harmony is growing stronger and the demand for bold designs and strong, striking colors will be even greater in the future than now.—Painter and Decorator.



One of the new crown effects.



Upper Third Treatment, manufactured by Stauntons Limited, Toronto.

RETURNED

SEP 22 1904

Cut Boy

Per

the wall paper that gives the one essential of all the decorations of a room positive character.

It is sometimes a little difficult to convince a customer that bold colors are the proper ones to use. Many women think that washed-out comparatively insipid designs are more refined. However, it has been demonstrated that even green and blue, which often will hardly go together, can be made to harmonize beautifully. Colors seemingly in glaring contrast are brought together, and we find harmony. Put together properly, they are rich and in nowise obtrusive. In such cases we will generally find that somehow or other a little yellow is worked in. Yellow seems to be the color that links all others.

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accuracy.

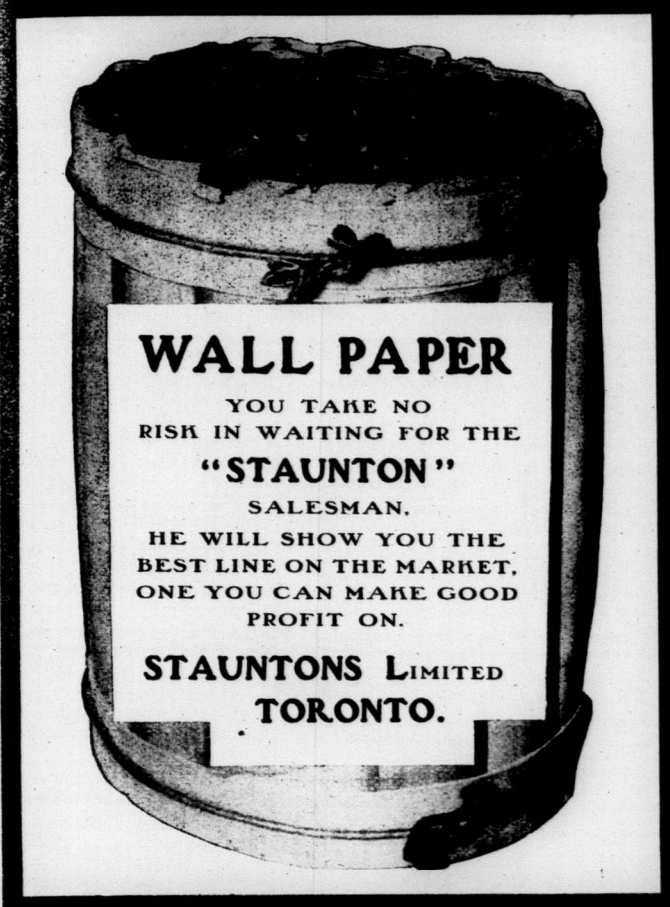
B
Cook's Friend
Size 1, in 2 an
" 10, in 4 do
" 2, in 6
" 12, in 6
" 3, in 4
Pound tins, 3
12-oz. tins, 1
5-lb. " 1

w.
Diamond—
1-lb. tins, 2 do
1-lb. tins, 3
1-lb. tins, 4

IMPEI

Cases.
4 doz.
3 doz.
3 doz.
1 doz.
2 doz.
3 doz.
2 doz.
3 doz.
1 doz.
1 doz.





WALL PAPER

YOU TAKE NO
RISK IN WAITING FOR THE
"STAUNTON"
SALESMAN.
HE WILL SHOW YOU THE
BEST LINE ON THE MARKET.
ONE YOU CAN MAKE GOOD
PROFIT ON.

**STAUNTONS LIMITED
TORONTO.**

"FACTS"

THE BEST GROCERS POPULARIZE THEIR STORES

AND

PLEASE THEIR CUSTOMERS

BY SELLING

Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE
TO THE CRITICISM OF THE BEST JUDGES.

**AMERICAN
COFFEE & SPICE CO.
TORONTO.**

POST

CARD WILL BRING
SAMPLE PACKAGE
FREIGHT PREPAID.

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.

September 15, 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—	Sizes.	Per doz.
Size 1, in 2 and 4 doz. boxes.....		\$4 40
" 10, in 4 doz. boxes.....		2 10
" 2, in 6 ".....		0 80
" 12, in 6 ".....		0 70
" 3, in 4 ".....		0 45
Pound tins, 3 doz. in case.....		3 00
12-oz. tins, ".....		2 40
5-lb. ".....		14 00

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
4 doz.....	10c.....	\$0 85
3 doz.....	4-oz.....	1 20
3 doz.....	6-oz.....	1 75
1 doz.....	12-oz.....	3 50
2 doz.....	12-oz.....	3 45
3 doz.....	12-oz.....	3 40
2 doz.....	16-oz.....	4 45
3 doz.....	16-oz.....	4 35
1 doz.....	2 1/2 lb.....	10 40
1 doz.....	5 lb.....	19 50

MAGIC BAKING POWDER.		
Cases.	Sizes.	Per doz.
6 doz.....	5c.....	\$0 40
4 ".....	4-oz.....	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
4 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	2 1/2 lb.....	4 10
1 ".....	5 ".....	7 30
1 ".....	6 oz.....	1 70
1 ".....	12 ".....	3 45
1 ".....	16 ".....	4 55



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

OCEAN MILLS.		
Ocean Baking Powder, 1/2 lb., 4 doz.....		\$0 45
Ocean Baking Powder, 1 lb., 3 doz.....		1 25
Ocean Borax, 1/2-lb. packages, 4 doz.....		40
Ocean Cornstarch, 40 pks. in a case.....		78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.		
Royal-Dime.....	Sizes.	Per Doz.
" 1 lb.....		\$1 00
" 1/2 lb.....		1 60
" 6 oz.....		2 25
" 1 lb.....		2 90
" 12 oz.....		4 50
" 1 lb.....		5 75
" 3 lb.....		15 50
" 5 lb.....		25 50

Cleveland's—Dime.....		
Sizes.		Per Doz.
1 lb.....		\$1 00
1/2 lb.....		1 50
6 oz.....		2 20
1 lb.....		2 80
12 oz.....		4 50
1 lb.....		5 50
3 lb.....		15 00
5 lb.....		25 00

"VIENNA" BAKING POWDER.

1-lb. tins, 4 doz in box.....		\$2 25
1-lb. tins, 4 doz in box.....		1 25
1-lb. tins, 4 doz in box.....		75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.....		\$2 25
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HOME BAKING POWDER, CO., MONTREAL.

2 doz, case 1/2 lb.....	Sizes.	Per doz.
1 ".....	1 lb.....	\$2 40
1 to 5 cases, 5 per cent.....		4 75
5 to 10 cases, 10 per cent.....		



EAGLE BAKING POWDER

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

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case.....		\$3 50
10 oz. " 3 doz.,.....		4 00
16 oz. " 4 doz., per doz.....		2 25

Blue.

Keen's Oxford, per lb.....		\$0 17
In 10-box lots or case.....		0 16
Reckitt's Square Blue, 12-lb. box.....		0 17
Reckitt's Mammoth, 5 box lots.....		0 16
Gillett's Mammoth, 1/2 gross box.....		2 00
Nixey's "Cervus," in squares, per lb.....		0 16
" " in bags, per gross.....		1 25
" " in pepper boxes.....		0 02

according to size..... 0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blue.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16c

"Sapphire"—14-lb. boxes, 1/2-lb. pkgs. per lb.....12 1/2

"Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box.....		\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz.; or 1/4 gross, 4 oz.		

JAMES' DOMR BLACK LEAD.

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

BORAX.

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

EAGLE BORAX.

Cases of 5-doz. 5c. packages.....	Per doz.
5-doz. 10c.....	\$0 40
	0 35

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings.....		\$4 70
" " " B, 4 ".....		4 40
" " " C, 3 strings.....		4 10
" " " D, 3 ".....		3 85
" " " F, 3 ".....		3 85
" " " G, 3 ".....		3 20
" " " I, 3 ".....		2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....		0 08
" " 7-lb. cotton bags, per bag.....		0 10
Quaker Oats, 2-lb. pkgs., per case.....		3 00
Tilson's Oats, 2-lb. pkgs., per case.....		3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins.....	per doz.	\$6 75
" " 1-lb. tins.....		3 50
" " 1-lb. tins.....		2 00
" " fancy tins.....		0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.....		0 50
Perfection, 1-lb. tins, per doz.....		2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.....		2 25

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S BRAND



D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg.
MONTREAL

110 Dalhousie St.
QUEBEC

Chocolate—	per lb	
Queen's Dessert, 1/2's and 1/4's	\$0 40	
" " " " " "	0 42	
Mexican Vanilla, 1/2's and 1/4's	0 35	
Royal Navy Rock, " " " "	0 30	
Diamond, " " " "	0 25	
" " " " " "	0 28	
Icings for cake—	Per doz.	
Chocolate, pink, lemon color, lbs.	\$1 75	
Orange, white and almond, 1/2-lbs.	1 90	
Confections—	Per doz.	
Cream bars, large boxes	\$2 25	
" " " " " "	1 35	
Chocolate ginger, lbs.	3 75	
" " " " " "	2 25	
" " wafers, 1/2-lb. boxes	2 25	
" " " " " "	1 30	
	FRY'S.	
Chocolate—	per lb.	
Caracas, 1/2's, 6-lb. boxes	\$0 42	
Vanilla, 1/2's	0 42	
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29	
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42	
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24	
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24	
Cocoa—	Per doz.	
Concentrated, 1/2's, 1 doz. in box	2 40	
" " " " " "	4 50	
" " " " " "	8 25	
Homeopathic, 1/2's, 14-lb. boxes	0 35	
Epps's Cocoa, case of 14 lb., per lb.	0 35	
Smaller quantities	0 37 1/2	
	BENSENDORF'S COCOA	
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.		
1-lb. tins, 4 1/2 doz. to case	per doz., \$ 90	
" " " " " "	2 40	
" " " " " "	4 75	
" " " " " "	9 00	
	JOHN P. MOTT & CO.'S	
R. S. McIndoe, Agent, Toronto.		
	MOTT'S DIAMOND CHOCOLATE	
	Per lb	
Mott's Broma	\$0 30	

Mott's Prepared Cocoa, 1/2's and 1/4's boxes	0 28
Mott's Breakfast Cocoa, 1/2's in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 38
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2's in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20
	WALTER BAKER & CO., LIMITED.
Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/2, 1/4, 1 and 5-lb. tins	0 43
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's,	3 00
per box	
Soluble chocolate (hot or cold soda)	0 42
1-lb. cans	
Vanilla chocolate wafers, 48 to box,	1 56
per box	
The above quotations are f.o.b. Montreal.	
	WALTER M. LOWNEY CO.
Canadian Branch 530 St. Paul St. Montreal.	
Breakfast cocoa—	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. 31c.	
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, cp. 4d. " " 4 65



Borden's Condensed Milk Co.

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



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

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

THE EBY, BLAIN CO., LIMITED.
In bulk— Per lb.
Club House..... 0 32
Royal Java..... 0 31

Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12 1/2
	JAMES TURNER & CO. Per lb.
Mecca	\$0 32
Damascus	0 25
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2
	E. D. MARCEAU, Montreal. Per lb.
"Old Crow" Java	\$0 25
" " Mocha	0 25
"Condor" Java	0 30
" " Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " " " " " " " " " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I, 40-lb. boxes	45c.
" " II, 40-lb. boxes	42c.
" " III, 80-lb. boxes	37c.
" " IV, 80-lb. boxes	35c.
	S. H. & A. S. EWING'S. Per lb.
Mocha and Java coffee, in 1-lb. tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb. tins, 30-lb cases	29
	Cheese.
Imperial—Large size jars... per doz.	\$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	18 00
Medium size	15 00
Small size	12 00
Roquefort—Large size	2 40
Small size	1 40

Con...
For sale i...
Lime...
Fls. M...
\$1. 22.

In lots of...
books,
100 to 500...
100 to 1,000...

A...
\$1 00 to :...
5 00 boc...
10 00...
15 00...
20 00...
25 00...
30 00...
50 00...

UN...
Clothes p...
case, 1...
doz. pac...
doz. pac...

The Da...

Knox's...
Robins...

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

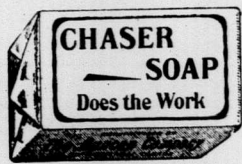
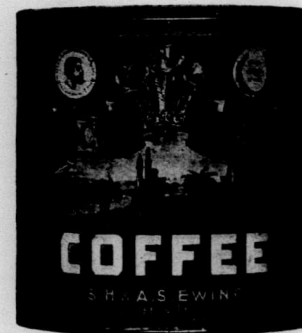
Packed in 1 & 2-lb. (air-tight) tins.

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

8 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	\$ 0 06 1/2
No. 1 " " 3-lb. " "	0 06 1/2
Canada laundry	0 05 1/2
Silver gloss, 8-lb. draw-lid boxes	0 07 1/2
Silver gloss, 8-lb. tin canisters	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
Kegs silver gloss, large crystal	0 06 1/2
Benson's satin, 1-lb. cartons	0 05 1/2
No. 1 white, bbls. and kegs	0 05 1/2
Canada White Gloss, 1-lb. pkgs.	0 05 1/2
Benson's enamel	per box 1 25 to 2 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05 1/2

Rice Starch—

Edwardburg No. 1 white, 1-lb. car.	0 10
Edwardburg No. 1 white or blue, 4-lb. lumps	0 08 1/2

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 05 1/2
Azma Gloss Starch	0 05 1/2
1-lb. cartons, boxes of 40 lb.	0 05 1/2
Finest Quality White Laundry	0 05 1/2
3-lb. canisters, cases of 48 lb.	0 06 1/2
Barrels, 200 lb.	0 06 1/2
Kegs, 100 lb.	0 06 1/2

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07 1/2
8-lb. toy trunks, 8 in case	0 07 1/2
8-lb. enameled tin canisters, 8 in case	0 07 1/2
Kegs, ex. crystals, 100 lb.	0 06 1/2

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	\$0 07 1/2
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Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50
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Celluloid Starch—

Boxes of 45 cartons, per case	3 50
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Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Malt 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 05 1/2

Laundry Starches—

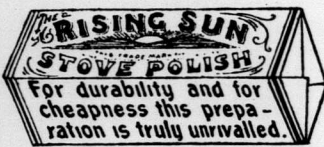
No. 1 White, 4-lb. cartons, 48 lb.	0 06 1/2
" " 3-lb. cartons, 36 lb.	0 06 1/2
" " 100-lb. bbl.	0 05 1/2
" " 100-lb. kegs	0 05 1/2
Canada Laundry, 40 to 46 lb.	0 05 1/2
Ivory Gloss, 8-4 family pkgs., 48 lb	0 07 1/2
" " 1-lb. fancy, 30 lb.	0 07 1/2
" " large lumps, 100-lb. kegs	0 06 1/2
Patent starch, 1-lb. fancy, 28 lb.	0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb.	0 05 1/2



OCEAN MILLS.
Chinese starch, per case of 4 doz., \$4, less 5 per cent.

Sau Toy Starch—
10c. pkgs., cases 5 doz., per doz. 1 00 less 5 per cent.
"BEE" BRAND CORN STARCH.
Cases 40 pkgs. \$3 00

Stove Polish.



Rising Sun, 8-oz. cakes, 1-gross boxes \$8 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 1-gross boxes 10 00
Sun Paste, 6c. size, 1-gross boxes 5 00



DINN, AGENT.



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
Blackene, 5-lb. cans, per lb. 0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case	Per case \$2 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.

1 gal. tins, square, 6 in case	Per 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.

1 gal. tins, square, 6 in case	Per case \$4 70
1 gal. tins, round, 12 in case	4 90
1 gal. tins, round, 24 in case	5 30



Teas.

SALADA CEYLON.

Brown Label, 1-lb.	0 20	0 25
" " " "	0 21	0 26
Green Label, 1-lb. and 1/2-lb.	0 22	0 30
Blue Label, 1-lb. and 1/2-lb.	0 30	0 40
Red Label, 1-lb. and 1/2-lb.	0 36	0 50
Gold Label, 1-lb.	0 44	0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" " " "	0 20
" " " "	0 22
Blue Label, retail at 30c.	0 28
Green Label, " " "	0 30
Red Label, " " "	0 35
Orange Label, " " "	0 42
Gold Label, " " "	0 55



Cases, each 60 1-lb.	\$0 35
" " " " 60 1-lb.	0 35
" " " " 30 1-lb.	0 36



LUDELLA CEYLON, 1-lb. AND 1/2-lb. PKGS.

Blue Label, 1-lb.	\$0 19	\$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 25	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 38 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 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes	\$0 40
" " II 40-lb. boxes	0 37 1/2
" " III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb "at.	\$0 32 1/2
" " AA 40	0 30
Blue Jay, basket fired Japan, 70 lbs., "Condor" IV 80-lb.	0 27 1/2
" " V 80-lb.	0 27 1/2
" " XXX 80-lb. boxes	0 24 1/2
" " XXX 30-lb. " "	0 21
" " XXX 30-lb. " "	0 22
" " XX 80-lb. " "	0 19
" " XX 30-lb. " "	0 20
LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	0 27 1/2

Black Teas—"Nectar" in lead packets

Green Label, 1/2-lb. and 1-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 32 1/2
" " " " " "	0 42 1/2
" " " " " "	0 50
" " " " " "	1 50

"Condor" Ceylon black tea in lead packets

Green Label, 1/2-lb. and 1-lb.	0 25 at 0 20
Grey Label, 1/2-lb. and 1-lb.	0 30 at 0 23
Yellow Label, 1/2-lb. and 1-lb.	0 35 at 0 26
Blue Label, 1/2-lb. and 1-lb.	0 40 at 0 30
Red Label, 1/2-lb. and 1-lb.	0 50 at 0 34
White Label, 1/2-lb. and 1-lb.	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" " 0 30
No. 3	" " 0 25
No. 4	" " 0 20
No. 5	" " 0 17 1/2

LIPTON'S TEA (in packages).

1 lb. & Sold	
Color of 1/2 lb. & 1 lb. for	
Label per per	
lb. lb.	
Ceylon-India, Ex. oh't A Yellow	45 47 70
" " " B Red	40 43 60
" " " No. 1 O Pink	35 37 50
" " " O Orange	28 40
" " " O L. Blue	22 30
" " " O L. Green	20

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4, 5c. and 10c.	\$0 20
" " Amber, 5c. and 3c.	0 20
Chewing—Stag, bars, 10oz.	0 45
" " Bobs, 5/4 and 1/4	0 44
" " 10 1/2 oz. bars, 6c.	0 44
" " Currency, 12 oz. bars, 12c.	0 47
" " " 6c. and 12c.	0 47
" " Old Fox, narrow, 12c.	0 47
" " Snowflake, 14oz 5/4, sp'd 6/4	0 51
" " Pay Roll, 7/4 and 6/4	0 50
" " Fair Play, 5c. and 13c.	0 50

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality.	\$0 20
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBEL'S MALT.

Bulk, 1-casks, 25 gals.	\$5 45 \$10 85
casks, 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 25
1 case 50 5c. packages free with 5-case lots	0 20

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 Sld. Bk. Globe	2 15
" " Jubilee	2 10
" " Pony	0 85
" " Diamond King (glass)	3 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" " No. 3,	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 05
Gillet's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 00

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VOL. XXIII

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REPORT