

**PAGES
MISSING**



THE
CANADIAN
GROCER

THE MACLEAN PUBLISHING Co.
LIMITED

MONTREAL, TORONTO, LONDON, ENG.
WINNIPEG, ST. JOHN, N.B.
NEW YORK.

FALL
NUMBER

OCTOBER 31
1902

CROWN



MILLS

MUSHROOMS
SPRING UP
IN A SINGLE
NIGHT.

And they disappear about as suddenly.
There must be merit in anything if it is
to last.

McIntosh's Breakfast Foods

are not of the mushroom variety. They
have taken years to perfect. They have remained
on the market for as many years more after being
perfected. And they are going to remain there for
years to come. They have the staying qualities.

SWISS FOOD

GOLD DUST CORNMEAL

BEAVER OATS

SELF-RISING BUCKWHEAT

ROLLED OATS

and PANCAKE FLOURS

ROLLED WHEAT

FAMILY FLOUR

and all Wheat, Corn and Oat Products.

WE CREATE THE DEMAND THEY ARE EASY TO SELL.

**P. McIntosh
& Son**

Millers and Manufacturers,

TORONTO.

McINTOSH'S
CEREALS
ARE HERE
TO STAY.

Bo



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



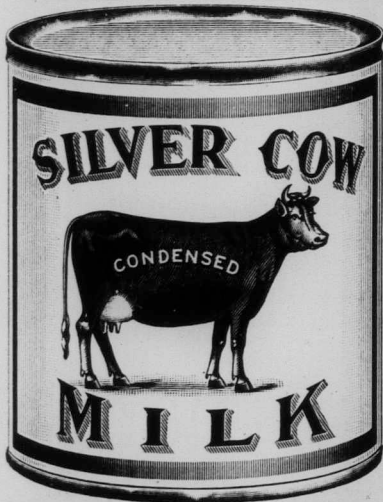
We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk**, **Gold Seal Brand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



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

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



IT PAYS TO PUSH THE SALE OF . . .

Has stood the test of every climate.

St. Charles Evaporated Cream

ABSOLUTELY THE BEST OF ALL.

Endorsed by the Medical Profession, and used in large quantities by the Governments of Great Britain and the United States for Army and Navy purposes, and in many Hospitals.

The very remarkable increase in the consumption of **St. Charles Cream** the world over proves the value of this brand to the retail grocers.

NO STOCK IS COMPLETE WITHOUT IT.

A Coupon worth saving is packed in each case. Write us for prices and advertising matter.

St. Charles Condensing Co. - Ingersoll, Ont.

Address: **ST. CHARLES CONDENSING CO., St. Charles, Ill., U.S.A.**

ENTERPRISE on an article is a

Guarantee of QUALITY

ENTERPRISE

FOOD CHOPPERS

Four Knives with each Machine

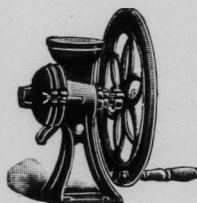
No. 100, chops 2 lbs. per minute, \$1.50
No. 300, chops 3 lbs. per minute, \$2.25

Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE Order through your Jobber

Bone, Shell & Corn Mill



No. 750, \$7.50

Meat Juice Extractor



No. 21, \$2.50

Cherry Stoners

5 Sizes & Styles



No. 1, \$7.50 doz.

Rapid Grinding & Pulverizing Mills

5 Sizes & Styles for Hand & Power, \$1.25 to 300.00



No. 2 1/2, \$4.75

New York Branch, 10 Warren Street

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

San Francisco Branch, 105 Front Street

BATTY'S

FAMOUS

Sauces and Pickles

Established 1825

RETURNED
DEC 23 1902



*Indian
Curries
and
Chutnies*

==
*Olives
and
Pure
Olive Oils*

THE MOST DELICIOUS
PICKLES AND SAUCES
IN THE WORLD.

We are open to negotiate with live parties for buying agencies in the various Provinces of Canada. Applications for the agency to be addressed to the Editor of this Journal, Montreal or Toronto.

Don't Struggle

against popular demand.

The people want

JAPAN TEA

because they like its fragrance and delicious flavor, and know it is pure and clean.

Japan Greens are free from "soapstone" and other artificial coloring matter.

Every package that leaves Japan is Government inspected.

JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.

Trafalgar Chambers, Sun Life Building
Annex.

Tel. Plain 4142. MONTREAL, CANADA.

Modern Merchandising

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

See here :

If a Man Wants Credit

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

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

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.



THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. Beatty, Esq.,
PRESIDENT.

W. D. Matthews, Esq., Frederick Wyld, Esq.,
VICE-PRESIDENTS.

W. C. MACDONALD, J. K. MACDONALD,
ACTUARY. MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

Hams

Bacon

Lard

Known from one end of Canada to the other for their fine quality and choice flavor. We feel satisfied that it is to the interest of all dealers in meats, who appreciate their trade, to handle them.

Always reliable. Sure to please.
Write us for price list.

The Park, Blackwell Co., Limited

PORK AND BEEF PACKERS AND WHOLESALE PROVISIONS

TORONTO, - - - - CANADA



QUALITY..

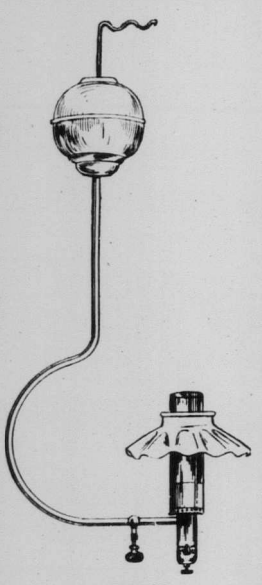


When a salesman talks price to you
 Ask him about QUALITY
 When he talks quantity
 Ask him about QUALITY
 When he talks merit to you . . .
 Ask him about QUALITY

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

**The Auer
 Gas Lamp.**
 "TURNS NIGHT-TIME
 INTO DAY-TIME."
 New Styles. Lower Prices.

Are you interested in a lamp
 which gives 100 candle
 power?
 Are you interested in light-
 ing your store brilliantly?
 You know it draws trade?
 Are you interested in saving
 half of your bill for coal oil?
 Are you interested in having
 the agency for a lamp
 which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.
 EVERY LAMP GUARANTEED.
 AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Our _____
CANS CANS CANS
CANS

CAN not be surpassed in point of
Workmanship, Material, Quality.

We are the largest manufacturers in
 Canada of Key-Opening Fruit Cans,
 Vegetable Cans, Meat Cans, Spice Cans,
 Syrup Cans. What are your require-
 ments? Write for quotations to

THE ACME CAN WORKS,
 Office and Factory:
Ontario St. and Jeanne D'Arc Ave., - MONTREAL.
 JAS. B. CAMPBELL. WILLIAM PRATT.

See Through It ?

It doesn't take long to see the advantages of our new

CRYSTAL WASHBOARD

You see it here as it is now made with its new crimp, and finished frame. It is better than the old board in many ways. Never rusts or flattens, cannot tear clothes, is always clean and sanitary, will stand hot and cold water, and never wears out.

Costs less than any other really good board on the market. Sells easily, because housekeepers recognize its good points at a glance.



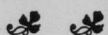
WE WOULD LIKE TO QUOTE YOU.

Taylor, Scott & Co.

TORONTO.

QUANCE BROS.

MILLERS



DELHI

ONTARIO, CANADA.



Popular Brands

BRANDS :

White Swan
Maydew
Moss Rose
Middleton

Choice
Roller
Process

BUCKWHEAT FLOUR

WRITE FOR PRICES.

Rye Flour
Graham Flour

The Frontenac Cereal Company,

Limited,

Kingston, Ont.

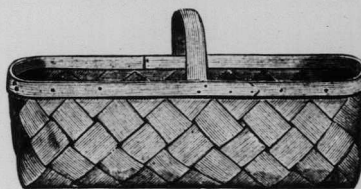
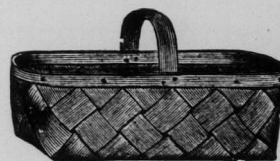
MANUFACTURERS OF

Flour, Corn Meal
and Cereal Products

We make a specialty of mixed car lots of
Flour, Corn Meal, Mill Feed, etc. Try
our Hungarian Patent and Catarqui
Patent, made from Manitoba Hard Wheat.

BASKETS

Grain and Root Baskets,
Clothes Baskets,
Fruit Baskets,
Butcher Baskets.



THE _____

OAKVILLE BASKET CO.

OAKVILLE, ONT.

are always wide-awake and ready to fill your order
for any quantity of Baskets. Quality—the best.

"THE EDWARDSBURG BRANDS"

Starch

... and Syrup

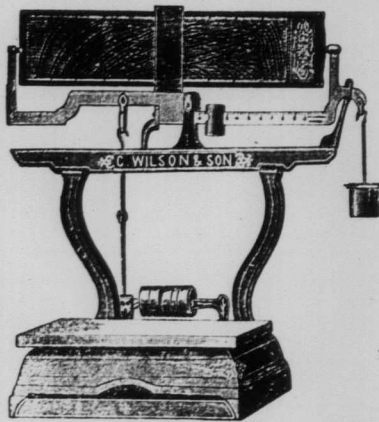
Are well known all over the Dominion as a **STANDARD OF QUALITY.**
ASSORTED STOCKS of all styles of packages now on hand, and **PROMPT SHIP-
MENT** guaranteed.

EDWARDSBURG STARCH CO'Y, Limited
Established 1858.

164 St. James St.,
MONTREAL.

Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO



HONESTY IS THE BEST POLICY

But one must be honest to themselves also. We believe in giving good measure just as much as anybody does, but when it comes to giving away all your profits, it is a very different matter.

Wilson's Scales are Honest to Buyer and Seller.

They weigh accurately, giving full measure and yet retain the profit for the grocer.

Let us send you full particulars of our **BALL BEARING COMPUTING SCALE OFFER**, upon easy terms of payment.

CANADIAN
MANUFACTURES
FOR CANADA

C. WILSON & SON
69 ESPLANADE ST. E. TORONTO

"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

JETTINE

A PERFECT DRESSING
FOR LADIES' AND CHILDREN'S SHOES.

GUARANTEED
NOT TO
THICKEN,
OR MOULD
IN ANY CLIMATE.

PACKED IN
HANDSOME DOZEN
BOXES.



IS NOT
INJURED
BY FREEZING.

WILL PRODUCE
A PERFECT
FINISH,
JET BLACK
AND LUSTROUS.

FOR TWENTY YEARS THE CHEAPEST AND BEST.

The Martell Company

303 DEARBORN STREET - CHICAGO.



WETHEY'S CONDENSED MINCE MEAT

is unexcelled in quality. Its purity is unquestionable and the price is right. It is a money-maker for the grocer who pushes the sale of it, and it sells well all the time.

J. H. WETHEY,
LIMITED,
ST. CATHARINES, ONT.

WE SUGGEST

PATERSON'S
WORCESTER
SAUCE

as a quick seller and easy profit getter. It will pay you to look into this proposition.

ROSE & LAFLAMME,
AGENTS, MONTREAL

WHY ARE

Southwell's Jams

superior to all other
Imported Lines?



Because each Jam
has the
individual flavor of its own fruit.

Many imported Jams taste all alike.

Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

"THISTLE" BRAND

Canned Fruits and Vegetables



Our customers say "Thistle"
Brand Canned Goods are the
best in Canada. Proof---our
season's pack is sold to them.



BRIGHTON CANNING CO.

BRIGHTON, ONT.

BERLIN BRUSH CO.

Waterloo, Ont.

Manufacturers of

**FINE WHISKS, BROOMS
and BRUSHES**

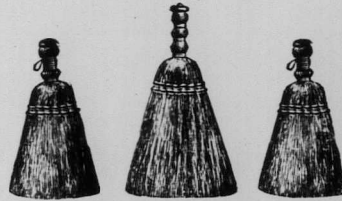
"Made a little bit better
than seems necessary."



We want your trade and if your name is not on our travelers' list, let us know, and we will send our quotations or have a man call at earliest opportunity.

All kinds of Brushes:

- SCRUBBING BRUSHES
 - STOVE BRUSHES
 - SHOE BRUSHES, and
 - WHISKS and BROOMS
- of all Descriptions.



WHITTEMORE'S POLISHES.

The World's Standard.

The Oldest and Largest Manufacturers of Shoe Polish in the World.

"GILT EDGE" OIL SHOE DRESSING.

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once used, always used. Largest quantity. Finest quality. Price, per dozen. \$2.00

"DANDY" COMBINATION.

For cleansing and polishing all high-grade russet, tan or yellow colored leather. Excellent for Russet "Vici Kid." Large size..... Per dozen. \$2.00

"STAR" COMBINATION.

10-cent size..... Per dozen. \$0.75

"ELITE" COMBINATION.

The only first-class article for "Box Calf," "Kid," "Vici Kid" and all Black, Chrome Tanned Leathers. The only polish endorsed by the manufacturers of "Box Calf" Leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Large size..... Per dozen. \$2.00

"BABY ELITE" COMBINATION.

10-cent size..... Per dozen. \$0.75

"SUPERB" POLISHING PASTE.

For giving Patent Leather Shoes a quick, brilliant and waterproof lustre without injury to the leather. Large size..... Per dozen, \$0.75
Medium size, in blue tin boxes..... .42

"DANDY" POLISHING PASTE.

For polishing all articles made from Russet, Tan or Yellow Leather. In our large size decorated tin boxes..... Per dozen. \$0.75
Medium size in red tin boxes..... .42

"CHAMPION" FRICTION POLISH.

A Black Liquid Polish in 6-oz. bottles for Box Calf, Vici Kid, Patent and Enameled Leather, works without paste and polishes with a brush or cloth. A polishing cloth in every carton. Price, per dozen..... \$2.00
Champion, Jr., (10-cent size)..... Price, per dozen. .85
"Boston" Waterproof Polish (liquid for men's and boys' shoes)..... 2.00

SOLE MANUFACTURERS,

Whittemore Bros. & Co., - Boston, Mass.

FOR SALE BY ALL WHOLESALE GROCERS.



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

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded **A** are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.

—We are the sole manufacturers of **A** mantles.
—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

IT IS NOT TOO EARLY TO BEGIN
YOUR INQUIRIES ABOUT THAT TRIP
YOU ARE GOING TO TAKE TO THE

British West Indies

this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.

THERE IS NO MORE DELIGHTFUL
WAY OF SPENDING SIX OR SEVEN
WEEKS THAN ON SUCH A TRIP AS
THIS. THE WHOLE COST FROM
HALIFAX AND RETURN IS \$130.00.

Pickford & Black - Halifax.

FRASER
GROWS
FRUIT

WRITE OR WIRE
J. D. FRASER
Leamington,

for Early Tomatoes, Cucumbers, Muskmelons,
PEACHES and Watermelons by the car load.

GOLD MEDAL, PARIS, 1900.

Walter Baker & Co.'s
PURE, HIGH GRADE
Cocoas and Chocolates.



Breakfast Cocoa.—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Premium No. 1 Chocolate.—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

German Sweet Chocolate.—Good to eat and good to drink; palatable, nutritious, and healthful.

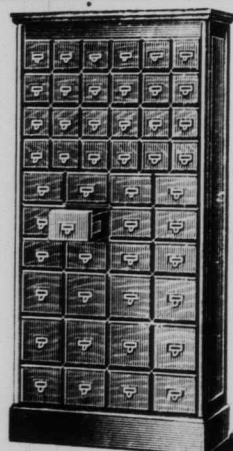
WALTER BAKER & CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.



Bennett's Grocery Cabinet.

SATISFIED CUSTOMERS

our best
recommendation.

"Lindsay, April 14.—
I am well pleased
with cabinet.

"A. FISHER."

"Port Arthur, June
23.—Cabinet received
O.K. It is just what I
wanted.

"H. CHAUSSE."

"Fowler's Corners,
June 27.—Cabinet is
greatly admired and
it certainly is a neces-
sity in any well or-
dered grocery.

"WM. DINSDALE."

Full particulars from
J. S. BENNETT,
Patentee and Mfr.,
15 Marion St., Toronto.

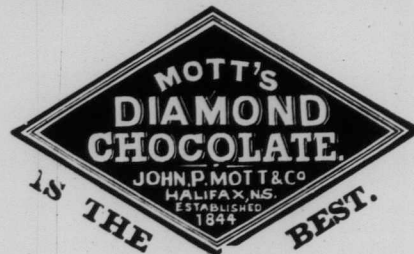
WESTERN Incorporated
1851
ASSURANCE COMPANY

Fire and Marine

Capital - \$2,000,000.00
Assets, over - 2,900,000.00
Annual Income 3,000,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.



IS THE **MOTT'S** BEST.

For Sale Everywhere.

ASK FOR

MOTT'S.

Perkins, Ince & Co.

**Wholesale
Grocers**

FRONT STREET EAST,
Toronto.

AMOS H. BAKER

— PICTON, ONT. —

Dealer in

Grain, Fancy Peas,
Green, Dried and
Evaporated Apples.

The John H. Allan Seed Co.

FANCY VARIETIES OF

PEAS and BEANS

Contract Growers for
the Seed Trade only.

PICTON, ONT.



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

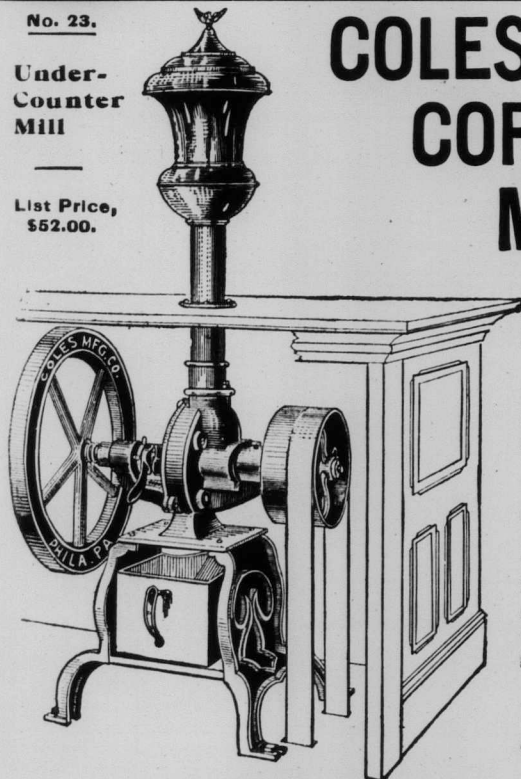
WM. ROSS, Manager.



No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Caf-
fee.

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

**A GREAT
LABOR-SAVER.**

**Our Grinders
wear longest.**

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

**COLES MANUFACTURING CO., PHILADELPHIA,
PENN'A.**



LICORICE ...

We manufacture everything in the Licorice line carried by the Grocery,
Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice,
plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in
cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks,
Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE,
Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf Sticks, 100 to
box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2½-lb. boxes;
Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

Gillard's Sauce Gillard's Pickle

Is still the best and cheapest.

The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

GILLARD & CO., Limited, LONDON, ENG.

THE "GLOBE" POLISH HAS COME TO **STAY**
AND ALL **DEALERS** CAN STOCK IT WITHOUT
HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

"GLOBE" METAL POLISH

Write for a supply of
Show cards and Advertising Novelties.

— WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES. —

RAIMES & CO., 164 DUANE ST., NEW YORK CITY.

Crosse & Blackwell's Candied Peels.

Crosse & Blackwell's Candied Ginger.

Crosse & Blackwell's Plum Puddings.

C. E. COLSON & SON,

MONTREAL.



Schepp's Cocoanut

Quality first, then price.

Cocoanut is a luxury. Those that use it want the best (*Schepp's*).
Cocoanut is used generally as a dessert; should therefore be the best
in quality to give the dinner a pleasant finish (*Schepp's*).

L. SCHEPP CO.,

CANADIAN FACTORY:

TORONTO, CAN.

NEW YORK.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.

If you want the very best Sugars,
ask for

ST. LAWRENCE
SUGARS

THE ST. LAWRENCE SUGAR REFINING CO.,
MONTREAL **LIMITED,**

Ceylon Tea

BLACK or GREEN

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and the demand is constantly growing. Try them.

Ceylon Tea

BLACK or GREEN

FLOUR

MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.

Prices For Cash Unequaled.

JOHN MAGOR & CO., MONTREAL

THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO., Limited

"Gleaner" Office, . . . KINGSTON, J.A.

COX'S GELATINE

Always Trustworthy

ESTABLISHED 1725.

Agents for Canada:

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

BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .

Oakville Basket Co.
Oakville, Ont.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

**The Roberts Advertising Agency,
WINNIPEG, CANADA**

SEASON 1902.

Butter Tubs

Order now—ship when required. Best goods—fair price.

WALTER WOODS & CO.
HAMILTON.

Cable Address:
GILMOUR, TRENTON

MAIN OFFICES:
TRENTON, ONTARIO

CODES (A B C
LUMBERMAN'S
ZEBRA

Established 1820

Established 1820

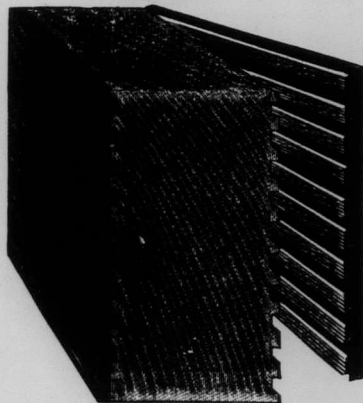
GILMOUR & CO., LTD.

TRENTON
CANADA



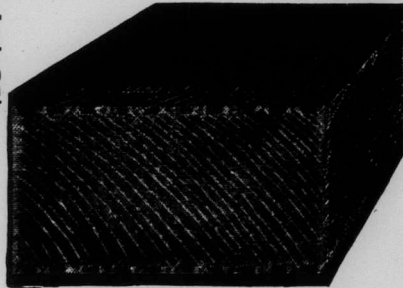
BRANCH OFFICES IN

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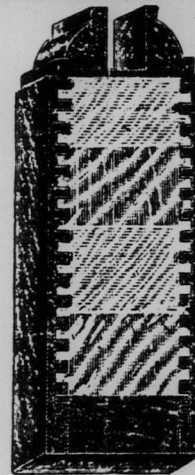


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25,000,000 FEET
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SAW MILLS, PATENT LUMBER, DOOR, SASH, BOX AND VENEER FACTORIES

MANUFACTURERS OF
SASH, DOOR AND BOX FACTORY GOODS, LATH, SHINGLES, RAILROAD TIES, TELEGRAPH POLES AND POSTS,
JOINERY, FINE INTERIOR FINISH, HARDWOOD FLOORING, ETC. EGG CASES, EGG FILLERS

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Responsible Agents Wanted in
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Gilmour & Company, Limited

ORDERS PROMPTLY FILLED

TRENTON, CANADA

Pickles and Relishes of the choicest kind

Whenever you find the Brand "Sterling" on pickles, catsups or relishes you can count that the article is of sterling worth and merit. This fact is generally recognized by the grocers who handle these goods and by the customers who consume them.

"Sterling" Brand Goods build up your trade by satisfying your customers.

Our Own Manufacture

- "Sterling" Brand Pickles in glass.
- "Sterling" Brand Chow Chow in glass.
- "Sterling" Brand Sweet Pickles in glass.
- Mixed Pickles in bulk.
- Chow Chow in bulk.
- Sweet Mixed Pickles in bulk.
- "Sterling" Brand Catsup.
- "Sterling" Brand Sauces.
- "Sterling" Brand South Africa Relish.

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Our Own Manufacture

- "Sterling" Brand Jams and Jellies in wood and glass.
- "Sterling" Brand Marmalade in wood and glass.
- Mince Meat in wood and Fibre Pails.
- Maple Syrup in glass and tins, all sizes.
- "Sterling" Brand Flavoring Extracts.
- Bitters—Bob's, Celery, Orange, Jack Canuck.
- Unfermented Fruit Wines.
- Unfermented Phosphate Wines.
- Cake and Icing Colorings.

MADE IN CANADA

These goods are the result of the best Canadian workmanship and materials and are unsurpassed by anything manufactured on this continent.



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T. A. LYTLE & CO.

MANUFACTURERS OF
HIGH-GRADE PICKLES AND RELISHES

124-128 Richmond St. W., TORONTO, Canada



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SANDIE & HULL

LIVERPOOL AND LONDON.

General Produce, Provision,
Dried Fruit and Canned
Goods Agents.

IMPORT AND EXPORT COMMISSION MERCHANTS.



*Correspondence Invited and
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A B C, Fourth and Fifth Edition.

QUICK-SELLING CONFECTIONS.

Keep your showcase stocked with a neat assortment of our Confections. They LOOK WELL, TASTE BETTER and SELL BEST of any cheap sweetmeats on the market.

SOVEREIGN MOLASSES CANDY }
MOONLIGHT KISSES } In bulk or catchy packages, to retail 10 cents.

BOSTON POPCORN FRITTERS }
SOMETHING GOOD } Good winter sellers, in neat packages, to retail 5c.

CANDIED POPCORN }
GLOBE PRIZE CORN } Retails 1 cent. Sells at sight.

Liberal profit on any of these goods. Try them. Free samples for the asking.

The Globe Mfg. Co.
103 Adelaide St. W. TORONTO.

Apples---Dried, Evaporated

To the Merchants of Western Ontario :

As the season for drying apples approaches, we would again strongly advise the utmost care to avoid sliced, or fine cut, dark or wet stock and to endeavor to educate the farmers to make large cut bright dry quarters. It costs little if any more and means the highest price to them and saves unpleasantness and loss to you.

As in the past, we are prepared to purchase all the good Dried Apples offered and at best price. We also buy Evaporated Apples, Chops and Waste in carloads or smaller quantities, and solicit correspondence.

We would be pleased to hear from merchants in all parts as to estimated crops in their locality. There will undoubtedly be a large make of Dried Apples, but if quality is good we think prices will be fairly satisfactory.

Yours, very truly,

O. E. Robinson & Co.,
INGERSOLL.



"CHAMPION."

Hamilton
Pottery

Established
1852.



"GLOBE," with percolator.

R. Campbell's Sons, Proprietors

Manufacturers of the celebrated "CHAMPION" TEA POTS, Stove Fire Brick, etc. Also the best lines of Rockingham, Yellow and White Lined Ware made in America. Dealers in Stoneware, and direct importers of Japanese goods of all descriptions. Prices on application and mail orders carefully attended to.

Address **R. Campbell's Sons,**
96 to 118 South Locke Street, **HAMILTON.**

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Star Brand

COTTON CLOTHES LINES and COTTON TWINES

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

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

John MacKay

BOWMANVILLE, ONT.

Established 1854

Manufacturer of

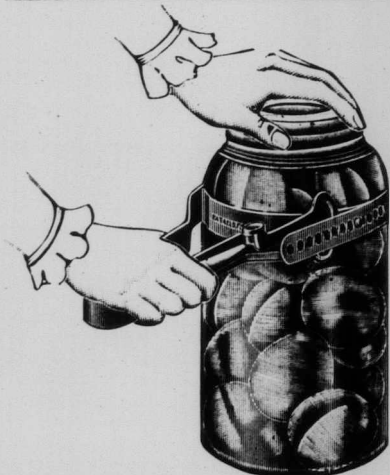
Pot and Pearl Barley Split Peas, and Chop Feed

Send for Prices or Samples. Prompt Business.

IN CAR LOTS.

A long felt want supplied

THE T & B FRUIT JAR HOLDER



AN ADJUSTABLE DETACHABLE HANDLE A necessity in every household.

Fits all sized fruit jars. Absolutely secure.
Lasts a lifetime. Retails at 25c.

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13 Adelaide East - - - TORONTO, ONT.

Bread, Milk and Trade Checks

RETURNED IN ALUMINUM, BRASS, ETC. EVERY STYLE AND SHAPE. SPECIAL PRICES TO LARGE USERS.

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Stamped on both sides with Raised Letters. Any Lettering desired.

RETURNED

DEC 19 1902

RETURNED

DEC 19 1902



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Now that the use of trade checks of some kind in your business has been approved wherever introduced, and as paste-board checks are now prohibited by law on account of their tendency to carry and spread contagious diseases, metal checks are practically a necessity with every Baker, Milkman, Grocer and General Merchant who wishes to keep abreast of the times; and when using them at all you should not be satisfied with anything short of the very best and most up-to-date to be had. They pay best in the long run, and we claim to make these.

If time is money—and it undoubtedly is with every keen business man—these coin checks are money-makers, for they are unquestionably time-savers. They will save you time in making change; they will save you time in book-keeping, and they will save you time that is usually wasted in collecting book debts.

Pritchard-Andrews Co., Limited

GENERAL ENGRAVERS, SCALE MAKERS, BRASS WORKERS AND MEDALLISTS, ETC.,

OTTAWA, ONT.

We find this brand of Table and Dairy

BRUSSELS SALT

rapidly increasing in favor—

WHY?

Because

1. It is PURE.
2. It is Fine and White.
3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

R. & J. RANSFORD,

Established 1868

Clinton, Ont.



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We have no travellers. You buy direct and save 20 p.c. 5 sizes. Adjustable to 20 different positions. Large catalogue mailed free on application. Write for it to-day.

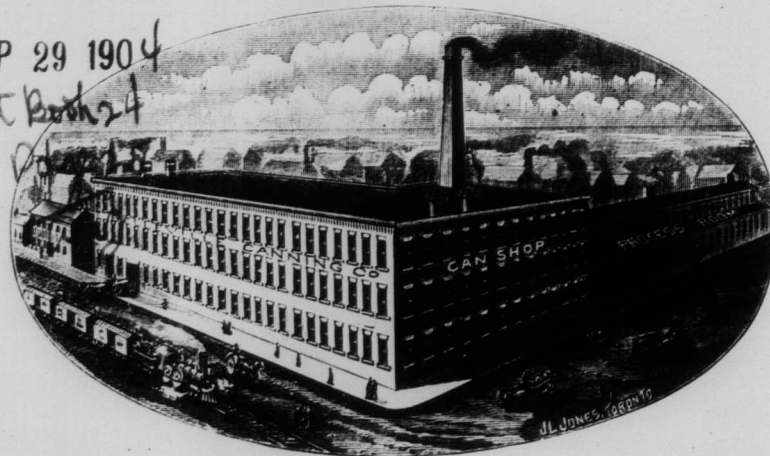
John Watson Manufacturing Co., Limited.
AYR, ONTARIO, CANADA.

There are stands to hold goods, but this is the only stand made to show all classes of goods.

“Queen Brand” Canned Goods

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SEP 29 1904
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We ask all grocers to investigate the quality of these goods. . . .

CORN, PEAS, BEANS and **TOMATOES** are all of the finest quality. Our **FRUITS, JAMS** and **JELLIES** are packed with greatest care.

Our special lines of **BONED CHICKEN, TURKEY, DUCK,** and **CHICKEN SOUP** are worth attention.

“**QUEEN BRAND**” Tomato Catsup, bottled and in Tins.

Special attention given to Gallon Apples, Fruit Pulp and Tomato Pulp, in gallon tins and barrels.

“QUEEN BRAND” PEAS (NO COLORINGS USED)

are known everywhere for their excellent quality. For climate conditions give Canadian Peas grown in the Bay of Quinte district an unequalled flavor. Write us for quotations and full particulars.

Belleville Canning Co.

BELLEVILLE, ONT., CANADA.

GILLARD'S

Pickle and Sauce

The Best English Specialties on the market.

—Used by—

HIS MAJESTY THE KING, H. R. H. THE PRINCE
OF WALES, K.G., etc.

TEN GOLD MEDALS

awarded at Pure Food Expositions in England.

HIGHEST AWARDS OBTAINED

at the Coolgardie Exhibition, Western Australia, 1899, and at
the Universal Cookery and Food Exhibition, London, 1901.

Gillard's Pickle

The most delicious relish made—far superior to all others, and the cheapest to use, as there is no waste liquor.

Gillard's Sauce

Distinct from all others in its Superior Flavor, and able to stand on its own merits. There are numerous Sauces, but very few good ones—this is one of them.

In use at over five thousand clubs, hotels and restaurants in Great Britain. All retailers who desire to please their customers should stock them. Can be obtained from all wholesale grocers in Canada.

Gillard & Co. are also makers of other varieties of high-class English pickles and sauces, etc.

R. S. McINDOE, 25 Front St. W., TORONTO, Agent for Ontario.

Sole Proprietors, GILLARD & CO., Limited

The Vintry Works, Walthamstow.

London, England.

SUGARS ARE CHEAP

And the best are the cheapest.
Ask for and see that you get

Redpath

“Extra Granulated”

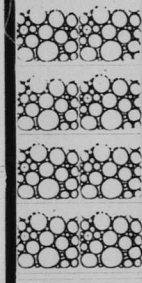
AND OTHER GRADES OF REFINED,

Which are of the Highest Quality and Purity.

The Canada Sugar Refining Co.,
LIMITED
Montreal

The Canadian Grocer

AND GENERAL STOREKEEPER.



Vol. XVI.

MONTREAL AND TORONTO, OCTOBER 31, 1902.

No. 44.

IN A MEDITATIVE MOOD.

— BY MARCUS —

ONE must think before he can act, just as certainly as there must be heat before there can be steam.

But all thought and no action is bad rather than good. In business it is particularly bad, for cobwebs gather around the man who thinks without acting.

My mind recalls a merchant who some years ago ran a general store in a small country town. He was a great man to think. And his tongue as well as his brain was active. When he was in one of his meditative moods customers could come in and out of his store without attracting his attention. And they did. At any rate, he frequently did not appear to see them.

"I've got it! I've got it!" he was overheard to exclaim one day by a customer who had been waiting for several minutes for him to recover from a reverie.

"Got what?" asked the customer.

"Got a scheme worked out to make my business go."

"I think the business is already on the go," muttered the customer, not loud enough, however, for the merchant to hear.

By-and-bye a spirit of commercial revival struck the town. New stores were erected and plate-glass windows and other evidences of the advent of business methods began to grace many of the modern stores. But my old friend continued to think and not to act. His store, which was an old frame one, had not seen paint for ages, and appeared, except in sheltered places, as if it had never felt the touch of the painter's brush, while over a dusty, old-fashioned front window projected a dark and heavy verandah, which, like the house, showed a sad want of paint and repair. There was not a sign, even of the meanest description,

to be seen. His neighbors began to advertise, and when solicited by the local publisher he said he would think over it. He never, however, did anything but think over it. Finally, in order to save himself from financial ruin, he sold out his business and moved West. What his fate was in the West I never knew. I am afraid, however, that his thinking powers were never supplemented by practical action. He was too deeply buried in thought to be ever resurrected.

I know another man, who, while not exactly a parallel case, does a great deal of thinking, much talking, but very little that is practical. For a few years he carried on business in Toronto as a retail grocer. But he dreamed so much that while he slept competitors took away his business. Now, when work is brought to him he works, but when it is not he toils not, neither does he spin—except yarns and theories about the rights and wrongs of man. He calls himself a Christian Socialist, and one day remarked to me "that if everyone lived up to the teaching of the Gospel there would be work and food and comfort for all. I tell this to about 40 people a day," he concluded. But, remembering that he sat around dreaming or pouring his doctrines into the ears of others when he should have been seeking work, and particularly when it was to be had for the seeking, I said within myself that he was one of those who would never do his duty, no matter how pressing were the necessities of his family. And I have known them to be very pressing; but never sufficiently so to rouse him to action.

I would not for one moment belittle the man who thinks. The world would be poor, indeed, were it not for its thinking men.

Those who are great in commerce, in literature, in art, in science, are thinking men. But the men who are great in their particular spheres are they who to thought added energy.

BUSINESS men, in order to win success, must think a great deal. At the head of a commercial enterprise, no matter how large or how small it may be, there must be someone who puts his thinking cap on once-and-awhile. There are schemes for buying and schemes for selling to be devised; there are advertising undertakings to be thought out and windows to be dressed; there are trade papers to be read and ideas to be developed. All this requires thought, and to think requires time.

THERE are some men who do not appear to think at all. And I do not know which is the worst evil of the two—the man who thinks but does not act, or the man who acts but does not think. Both are failures, so there cannot be much choice. Perhaps it is better to have thought and lost than never to have thought at all.

EVERY merchant should carry in his vest pocket a little memo book in which he can jot down ideas which may come to him in moments when he has time to think about business and business methods. Some of my friends do this and I know they have found it very helpful. The memory is too treacherous to be trusted. And when one has a few moments at disposal it is profitable to glance over the memos which have been made as well as to jot others down.

Think; but act. Act; but think.

SOME GROCERY STAPLES

HOW THEY ARE PRODUCED.

Macaroni, Vermicelli,
Sago, Tapioca, Rice.

MACARONI.

MACARONI is a species of dried wheaten paste, formed into straight or twisted hollow tubes or pipes, varying in diameter from that of a long tobacco pipe to a full inch.

It is usually made from the best wheaten flour and with a little water worked into a thick paste, then put into a strong cylindrical tube, which has small crescent-shaped holes at the bottom. By means of a piston or piece of wood or metal plate, made exactly to fit the inside of a tube, and a screw press, the paste is gradually and slowly forced through the holes in long stringy ropes, while a heated stove quickly dries or partly bakes them as they descend, causing them to shrink and their crescent-shaped edges to unite and assume pipe form.

At the proper instant the pipes are detached, twisted, and hung over rods placed about the room or in the open air to dry more perfectly—first at a temperature of 65°, then 70° and finally 75°. In a few days the macaroni is ready for use. An improved method of giving the tubular form to the macaroni is to have at the bottom of the cylinder large circular holes, and a long rod parallel to the axis of the cylinder enters the latter through the centre of each hole. The drying is the most difficult and delicate part of the process.

The best curled or twisted macaroni comes from Genoa, usually in large cases containing 144 small wooden boxes, each holding about 4 lb. net. "Naples" is mostly in long straight pipes or sticks, packed in 28-lb. boxes.

Macaroni is eaten with a relish equally by all civilized European people. At the commencement or close of a dinner, in the character of sweet or of savory alike, it is deservedly as popular without as within the frontiers of its native land. The incident which originally gave it its name is known to few of those—even in Sicily, its birth-place—who hold it in the highest esteem.

Once upon a time a wealthy Palermitan noble owned a cook, not only accomplished beyond compare in the practice of his profession, but gifted by nature with an inventive genius. One day in a rapture of culinary composition, this great artist devised the farinaceous tubes which all love so well, and the succulent accessories of rich sauce and grated parmesan, familiar to those who have partaken of "Macaroni al sugo."

Having filled a mighty china bowl with this delicious compound, he set it before his master—a gourmet of the first water—and stood by in deferential attitude to watch the effect of his experiment. The first mouthful elicited the ejaculation "Cari!", equivalent to excellent in English, from the illustrious epicure. After swallowing a second modicum, he exclaimed "Ma-cari," or "Excellent, indeed!" Presently, as the flavor of the toothsome mess grew upon him, his enthusiasm rose to even higher flights, and he cried out, in a voice tremulous with joyous emotion, "Ma, caroni!" "Indeed, most supremely, sublimely and superlatively excellent!" In paying this verbal tribute to the merits of his cook's discovery, he unwittingly bestowed a name upon that admirable preparation which has stuck to it ever since.

VERMICELLI.

Vermicelli is an Italian word, meaning little worms. It is the commercial name of a popular form of Italian paste, made of the same materials and in the same way as macaroni—that is, by pressure through the proper shaped holes, only the paste used is more compact than for the latter. The amount of macaroni and vermicelli imported into Canada during the 12 months, ending June, 1902, is shown by the Trade and Navigation Returns:

Macaroni and Vermicelli.	Quantity in lb.	Value.
From Great Britain	4,648	\$ 332
" United States	427,029	18,454
" France	334,666	17,540
" other countries	172,847	8,831
Total	939,190	\$45,157

SAGO.

Sago is obtained in India, China, Borneo, Sumatra, Singapore, etc., from the mealy trunk-pith of various kinds of low palm trees. Immense quantities are prepared by the Malays, in the Molucca and Philippine Islands, also in New Guinea.

The ordinary sago palm grows 20 to 30 ft. high, but only flowers once, and that when about 15 years old, after which it soon dies. When fully matured, and just ready to flower, the tree is felled, the hollow trunk, 18 to 22 in. in diameter, is split or sawn into pieces, and all the soft white and spongy pith found inside is scraped out. This pith is then bruised in a mortar to a

coarse powder-like sawdust, washed in cold water, and strained through a cloth until all the white fecula or starchy matter separates and settles to the bottom of the tank, leaving the water almost clear, but with the woolly fibre floating on the top. This water and the fibrous refuse are then removed, and the starchy sediment may either be caked right off for native use as bread, or dried and pounded up into "Sago Flour" or meal.

TAPIOCA.

Tapioca or cassava, or, as it is sometimes called, white sago, is raised chiefly in Brazil, but also extensively in the Eastern Straits Settlements, in Penang, Singapore and in the Mascarin Islands.

It has been an object of cultivation from the most remote times by the populations of all tropical countries. An increasing quantity is now being produced in Annam, and principally in the province of Quang-Nam. The total cost of planting and cultivating in Quang-Nam is only about £15 per hectare, while the crop is worth about £40, so that it pays well.

The plants are very hardy, but require rich, dry land, and will not do well two years in succession on the same ground. The cultivation is from cuttings, and is very easy, often yielding 42,000 kilograms per hectare of ground. It is a woody plant with tender stalks, grows to the height of 5 to 8 ft., and is known as the cassava or manive plant. It has smooth, palm-shaped leaves and bears small green flowers, which grow in clusters, with an immense fleshy root; each root gives about 7 lb. of little tubers the first year and 12 to 20 lb. the second year, and even 30 to 50-lb. roots are not uncommon, but the soil soon becomes exhausted.

The tubers or turnips resemble large parsnips, and grow to perfection within six months. When washed, peeled of their dark rinds, they are grated into a pulp, which is subjected to pressure in a screw press under water and in a kind of bag made of rushes. The crude juice which is forced out contains a poisonous amount of prussic acid, and this is commonly employed by the Indians to poison the barbs of their murderous arrows and spears. This poison is found more particularly in the juice of the plant, a small quantity killing birds, quadrupeds and even man himself, causing cold perspirations, great swellings and convulsions,

generally ending in death; but this deleterious substance is so highly volatile if exposed to heat, or even to the open air for about two days, that its poison is entirely dissipated. When all the juice or starchy matter has settled to the bottom of the water it is removed and again washed and dried in the sun. In this condition it is called "moussache," but it is afterwards roasted and stirred well with an iron rod, till finally dried off on warm plates. The heat having partly burst the grains, these are found to be more or less agglomerated in semi-opaque gum-like masses, and by repeated siftings of this fecula several grades and sizes are separated and classified as flake tapioca, bullet, medium and pearl tapioca, and the powder becomes tapioca flour. The pulpy mass left in the rush bag, being dried, is called conaqué. This is made into manioc flour or cassava bread. Pearl or bullet tapioca is often imitated or adulterated with pellets made of potato starch. Tapioca itself is a very starchy food; it is not very nutritious; but potato starch is a much cheaper and inferior article.

The Trade and Navigation Returns for the 12 months ending June 1902 gives the following interesting facts concerning the imports of tapioca into Canada:

	Quantity.	Value.
Great Britain.....	1,244,501	\$26,603
United States.....	120,085	3,793
British East Indies.....	1,556,458	35,417
Other countries.....	3,566	128
Total.....	2,924,610	\$65,941

RICE.

There are upwards of 1,300 names of this cereal, and several thousand distinct forms and shades of color, arising from different climates and soils; but there are two principal divisions, viz. "up-land" and "sea-land" rice. No other article is so widely consumed; it forms the staple food of one half of the human race.

The plant very much resembles the oat in shape and color; also in the figure and disposition of its leaves. In some of the wet, marshy, tropical countries the wild plant is as common as grass, but rice has been cultivated in India and China from time immemorial, and is now raised in most of the hot and moist climates.

Even the rice-eating people rarely eat rice alone. One of the muscle-forming ingredients in their diet is pigeon tea.

After rice has been sown it requires flooding, either naturally or artificially, with several inches of water, till it sprouts.

Each seed sends up several stalks, and as the ground has to be kept clear of weeds, the laborers often sink to the knees. This dampness and the burning sun overhead, render such labor intolerable to European constitutions. The growths best known are Aracan, Bengal, Carolina, Japan, Java, Moulmein, Patna and Rangoon.

Superior qualities of rice are grown in Italy and Java, but the quantity is small and the latter is much broken and badly dried.

Rice may be kept in store for many years without waste, but may require a little water to wash the must off it; in fact, if eaten frequently before being kept one or two years it is liable to cause indigestion, diarrhoea and rheumatism. Some Indian authorities interdict its use for three years.

Rice is not a very nutritive food; it contains only 7 or 8 per cent. of gluten, and less nitrogen than any other grain, but is a heat producer and forms more fat than muscle.

It is not generally known that a large part of the nutriment in rice is thrown away before the grain is in shape to be offered to consumers. The rice, in fact, has three parts—the husks, the inner cuticle and the grain itself as it is ordinarily offered. The inner cuticle is cuticle in fact, as well as in name, growing fast to the grain. It has to be worn off by friction, and forms a residue often called rice-meal, which is utilized as cattle feed. The cuticle is rich in gluten, or protein, and in China is eaten with the rest of the grain. The inner cuticle of the grain, while it is very hard, and grows quite tightly on the grain itself, splits away without much difficulty when subjected to an end-to-end pressure, leaving the white grain perfectly clear. If the whole rice were to be offered for general use it would have to either go through this breaking process, or would have to be partially steamed, as the outer portion cooks much more slowly than the inner, a difficulty which the ordinary cook, often unsuccessful with rice, might not be able to overcome.

It is, however, especially adapted to the wants of a meat-eating people like the British, and is one of the lightest, most wholesome and digestible foods we possess, imposing very little work on the digestive organs, though sago is still easier to digest.

The amount and value of the rice imported from the various countries into Canada for the 12 months ending June, 1902, are given in the Trade and Navigation Returns as follows:

	Quantity in lb.	Value.
Rice, cleaned.		
Great Britain.....	4,242,716	\$92,101
United States.....	207,729	8,156
China.....	5,149,942	89,761
Japan.....	3,375,041	85,004
Other Countries.....	1,529,614	26,948
Total.....	14,505,042	\$301,970

	Quantity in lb.	Value.
Rice, uncleaned.		
Great Britain.....	223,238	\$ 5,271
United States.....	200	9
China.....	2,266,170	30,623
Japan.....	277,541	5,618
British East Indies.....	7,976,023	98,893
Other Countries.....	22,837	370
Total.....	10,766,009	\$140,784

A CHINAMAN'S VIEWS ON BORROWING.

By Lee Bok Lok, Manager of a New York Department Store.

NO one, I think, will gainsay the statement that the Chinese are a most thrifty people. But few possibly know that they are also the greatest nation of borrowers.

We borrow with almost unlimited credit, because we pay our debts.

In China there is no bankruptcy law. Once a man is in debt he must get out, and get out he does. If a father is in debt and cannot pay, his son must pay for him. If he has property it can be legally seized. A debtor eating his bowl of rice may be joined by his creditor, who can insist upon having a share of that rice. In short, there is no limit to the legal steps one may take towards recovering property for debt.

Now, we all know that no one can start in any business without some capital, and this capital he either has to make to-day or to-morrow. There must have been a time when he had to borrow, for everyone must make a beginning. Our children start life with nothing of their own. Their clothes, their education, their food, are borrowed from their parents. Even this is borrowed capital; and it must be paid back in one way or another.

The despised laundrymen who come here in such large numbers come on borrowed capital. They could never get here without it. But they pay it back, and every one of them sooner or later has his own little home all paid for. Many of them come from the Province of Sen Nine, some hundred miles west of Canton; and there you will find their little homes built on borrowed money.

Borrowing is the very essence of trade in China. We borrow money to start with; we borrow stock to sell; we borrow money on that stock and borrow more stock on that money, and so we go ad infinitum. It is one case of borrow, borrow, borrow, all along the line.

It may not be entirely germane to the subject, but still it may be of interest to know that in Chinese cities the strongest buildings are the pawnshops—built so because they contain the most treasure, and are fortified for fear of attack from robbers.

There are not more than ten large Chinese importing houses in New York. The house of which I am manager has been in business for a dozen years. We are the Chinese department store, and carry everything that our countrymen need, from clothes to drugs.

Practically, we give credit as follows:

Bills are usually settled in three payments. First, five months; second, three months later, and third, the balance on or before the last day of the year. Thus we seldom have trouble; our bills are collected promptly, our obligations are met promptly, and we borrow and lend and borrow again because we always pay.

FOOD PRODUCTS OF BRITISH-COLUMBIAN FARMS.

FRUITS,
CEREALS,
DAIRY
PRODUCTS.

THE farm-lands of Eastern Canada may be fertile and pleasant, but they lack grandeur and variety. The wheat fields of the West may be glorious beneath their golden wealth of grain, but they are nevertheless monotonous in their uniformity. It is in the fertile valleys of British Columbia that the most beautiful farm-lands of the country are to be found.

One of the striking exhibits of the Winnipeg Exhibition this summer was the display of fruit from the Western Province. There were many varieties of apples, pears, grapes, peaches, plums, cherries, rhubarb and tomatoes on view. These were contributed by the members of the Fruit Growers Association of British Columbia. The aim of the exhibitors was to show the wonderful capabilities of the Province as a fruit-producing region. In Manitoba and the North-west they hoped to find a market for their fruit-products, just as the Eastern Canadian farmer looks to Britain as a favorable market for his fruit.

Hitherto British Columbia has been viewed entirely as a mining and lumbering country. Those who went there were miners and speculators and not agriculturists. The mineral output was what was heard of in despatches. Nobody believed there were agricultural possibilities in store for the country. That discovery came later. With the settling down of the population after the first mad rush of speculation, attention began to be paid to farming, and then it was seen what admirable land for cultivation existed among the valleys of the interior and along the coast.

British Columbia stretches north and south from the 49th to the 60th degrees of latitude and hence displays many variations in climate. The warm Japanese current ever gliding past its shores, however, tends to provide an evenness of temperature not to be found in Eastern Canada. There are no great changes in the weather, such as make summer and winter so divergent in the east.

FRUIT CULTURE.

The apple is the principal fruit of the Province and grows in great variety and great quantity. The pear, plum, prune, cherry and all small fruits attain great perfection in most of the settled portions of the country. Peaches, apricots, nectarines, grapes and similar fruits are grown success-

fully in the southern part of the Province. Fruit culture has extended so rapidly during the past few years that a good export trade has begun. Last year the growers found a fine market in the Territories and this year they propose to extend their shipments as far east as Manitoba. On the other hand, whereas a few years ago most of the fruit consumed in the Province was imported from the United States, now the only fruits that are brought in from across the border are early fruits, which come before the home production is ready for the market. Not long since, a steamer arrived in Vancouver from San Francisco, and for the first time on record, during the fruit season, it had no Californian fruit on board. The fact that orchards have been multiplying in numbers and increasing in size lends credence to the prophecy that by the end of the first decade of this century British Columbia will be shipping 1,000 carloads of fruit annually to Manitoba and the Northwest.

This year, the crop of peaches was exceptionally fine. Though there is at present but a small acreage, the number of peach orchards is rapidly increasing. The only difficulty is that railway communication is as yet incomplete to those districts where the peach can best be cultivated. Strawberries were produced in great quantities and shipped as far east as Moose Jaw this year. In many of the valleys, conditions are most favorable for the growth of the very finest varieties of berry. In connection with the packing of both peaches and strawberries, the Fruit Growers Association sends out an expert to give instruction in the proper methods of packing.

The area under fruit in British Columbia has increased greatly during the last five or six years and cultivators are using more scientific and profitable methods. One hindrance is being slowly removed by the efforts of Government to divide up the large holdings of land, so that mixed farming and fruit-growing may be carried on. The Canadian Pacific Railway has also signified its willingness to assist in carrying the fruit products to the east.

WHEAT PRODUCTION.

The production of wheat has not, as yet, been pushed to any extent. The area of wheat-producing land is comparatively limited. Still, in the upper country or dry belt a good quality of wheat is produced,

while a considerable portion of the flour used in the Province is made from wheat grown in the Okanagan country. Reports for the present year show a good yield in both these districts. Irrigation has to be resorted to in the upper country, but elsewhere it is unnecessary. All other grains, roots and vegetables ordinarily grown in these districts are under cultivation as well.

DAIRYING.

Dairying is on the increase in the country and proves very profitable. Owing to the equable climate, it becomes possible to carry on winter dairying, which cannot be done in any other Province of the Dominion. In the portion of the Province west of the mountains green food is obtainable practically all the year around. The dry belt, however, presents difficulties to successful winter dairying. Consequently roots and silage have to be resorted to for the successful production of milk. There are numerous inducements for the prosecution of the dairying industry and the deficiency of butter is being gradually reduced by the establishment of creameries at various points, but, generally speaking, the ranchers are slow to adopt the cooperative system and many manufacture butter on their own account. When it is remembered that the importation of butter, cheese, and condensed milk amounted to a value of over \$1,000,000 last year, it is apparent that there is an excellent market for dairy products in the Province.

According to the Government report, the production of wheat is discouraged in those portions of the Province where the areas of open land are limited and where the climatic conditions are such as to render harvesting somewhat precarious. In the upper country, however, there are large tracts of open land and milling wheat of fine quality is produced in large quantities. There are several grist mills in operation which take all the grain that is produced. The average yield of wheat is about 41 bushels per acre, and the weight about 63 lb. per bushel.

OATS.

Oats are grown in all parts of the Province. The yield is large, the market good and oats are the most profitable of any of the cereals. The average yield is 63 bushels per acre and the weight 43 lb. per bushel. On the delta land of the Fraser 154 bushels have been taken off an acre. The



"The Light of the Kitchen"

**MAGIC
BAKING POWDER.**

Magic Baking Powder makes cakes light, labor light, expenses light;—it is "*The Light of the Kitchen.*"

Magic Baking Powder, is undoubtedly rapidly becoming the most **POPULAR**, as it already **IS**, the **BEST**, the **SAFEST** and **MOST WHOLESOME** Baking Powder **MADE**.

Advertised and sampled from **OCEAN** to **OCEAN**. As easily sold **ALL** the time as Coal at **\$5.00** per ton **NOW**.

It makes trade for you, and what is better, it will keep trade and make that trade profitable.

ASK YOUR JOBBER FOR IT; If he doesn't keep it, send to us direct and we will see that you are supplied.

(For Sizes and Prices See Market Quotations in every issue of this paper.)

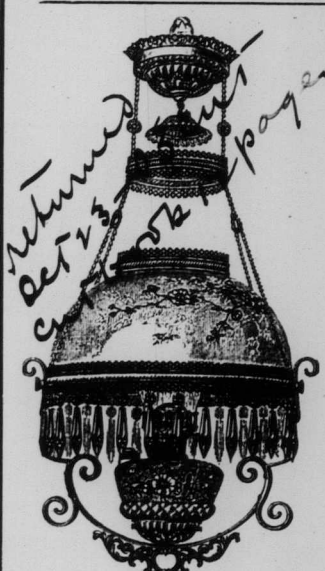
E. W. GILLETT COMPANY LIMITED

LONDON,
ENG.

TORONTO, ONT.

CHICAGO,
ILL.

Lamps for the Grocer.



We have a specially good line of Lamps for the Grocery trade, Lamps suitable for general purposes; also Lamp Chimneys, Shades, Globes, etc.

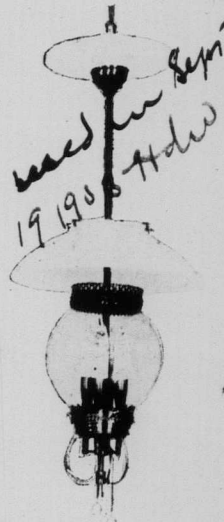
If you can sell Library or Hanging Lamps, such as the Decorated Glass, we can supply you with some leading styles at "selling" prices.

How is your own store lighted?

We make a specialty of store lighting, either in gas or oil. Our new Rochester Cluster Gas Light gives the brilliancy of the Electric Arc Light at half the cost. Cannot be beat where there is a gas service.

Next best to this is the Rochester Lamp, a magnificent light obtained from coal oil.

FURTHER PARTICULARS GIVEN AT ANY TIME.



**INCANDESCENT
MANTLES, Etc.,**
OF EVERY KIND.

**Sells Well
When Coal
Is High.**

A perfect Parlor Heater (burns coal oil) will warm a room 15 feet square in cold weather. Saves lighting the furnace till midwinter.

**A GREAT SELLER.
POPULAR PRICE.**



The Rochester Lamp Co. of Canada

24 Front Street West, **TORONTO, ONT.**

yield frequently runs up to 80 and 90 bushels per acre and the weight up to 47 and 50 lb.

BARLEY.

Barley is used chiefly for feed, little or none being employed for malting purposes. The quality produced, however, is of a high order and has been pronounced by experts to be equal to the best grown in England. The barley may be grown anywhere, but, owing to the fact that it is used for feeding pack-animals employed at the mines, it is only produced near mine centres. The average production is about 52 bushels per acre and the weight 57 lb. per bushel.

BEANS.

Beans form a staple food of the miners and lumbermen of the Province. Consequently the consumption of beans is large and on the increase. In certain parts of the dry belt beans are successfully raised. Similarly peas are produced in considerable quantities in the upper country. Potatoes and root crops do very well everywhere, even in places where from natural causes it would be imagined that they would prove failures.

BRITISH COLUMBIA WAKING UP.

It is apparent all around, from the Government to the farmer himself, that British Columbia is waking up to her possibilities as an agricultural country. The farmers are realizing that it will be their own fault if foreign producers are allowed to maintain their hold on the British-Columbian market. The improved prices that have prevailed for the past few years have improved the financial condition of the agricultural community. More land has been taken into cultivation and a more comfortable state of affairs exists. Organization and cooperation among the farmers have been producing good results.

INQUIRY FOR LAND.

Another favorable sign, according to the Western press, is to be found in the numerous inquiries from abroad about the securing of land for settlement in British Columbia. There is little doubt that the next few years will witness a considerable increase in population and it rests with the Government to see that the settlers are properly appointed to the right land. The Government is apparently fostering the agricultural interest. There is a Department of Agriculture in existence, which is doing good work both in promoting the industry and developing the country.

PATENT JAR-HOLDER.

A new and what promises to be popular invention to reduce labor and annoyance in the kitchen is advertised in this issue under the name of the T. & B. fruit-jar-holder. It is a simple device in the shape of a handle, attachable to any fruit jar, and serves this purpose, at the same time being a positive vice for the jar for sealing at preserving

time, or for opening it again later on. Many housewives, who know the great difficulty in removing the cover, or who have suffered painful injuries from breaking jars or from hot jars, can testify to the value of such an invention. The jar-holder was exhibited at the Toronto Fair this year and was a centre of attraction for many interested ladies. It ought to be a good seller, retailing as it does for only 25c.

CHRISTIANIA'S WAREHOUSES.

TRADE with Northern Europe is to be greatly facilitated by bonded warehouses which are to be erected in Christiania, Norway.

By the end of October the first warehouse of the Kristiania Lagerhuse Corporation will be ready for business. As rapidly as the demand increases more warehouses will be built nearby by the same company.

The warehouse now in progress of completion will be the first to be constructed under the law of June 4, 1866. At that time an Act for the establishment of warehouses in Norway was passed. For many years no one took advantage of this enactment.

A short time ago, however, the joint stock company of the Kristiania Lagerhuse was formed. Many of the most progressive men in Norway are members of the organization. They appreciated the great need of bonded warehouses in Christiania, and determined to build them.

June 22, 1901, the company received power by royal order-in-council to carry out the plan which had led to the formation of the company—to build and work bonded warehouses for public use.

A large tract of land along the river Aker in Christiania was acquired.

To make sure that the Aker would be deep enough for all large craft, the company had the river deepened until it is now 2 in. below the average waterline of the harbor of Christiania. Seeing the value of this work, the corporation of Christiania passed a grant of 100,000 kroner for its continuation.

Every kind of merchandise may be stored in these warehouses. The authorities are to erect a Customs house there, in which will be stationed a full staff of officials. Thus duties on goods may be paid when convenient to the owner. It will not be necessary to pay the duties upon storing the goods, but only as the merchandise is removed from the warehouse.

When goods are to be reexported as transit goods or ship stores—or the like—free of duty, they may be cleared from the warehouse, directly, while stored there. The owner may repack, divide or assort them as he wishes. They may, likewise, as a rule be treated in such a manner as may be permitted in consideration of what subsequent duties may be levied upon them.

The company assume charge of the transportation of merchandise from the ship-side into the Customs lighter. From this the goods are transferred to the warehouse by electric cranes. This method minimizes transport expenses on them. Should they be called upon to do so, the company will forward and insure the goods.

In addition to the warehouses, general storerooms for receiving goods free of duty will be opened. Large common stores and smaller rooms under lock will be fitted up. In these latter, stored goods against warrants suitable for raising separate loans from the banks may be placed.

The warehouses will have an excellent situation, central and with good connections for forwarding goods either by cart or rail. They will be fitted up in the best possible manner, heated as much as necessary and equipped with electric lights and elevators.

After a while, on the eastern bank of the Aker, there will be provided arrangements for connecting with the railway station of the east in Christiania. This is the terminus for the normal-gauged railway-plexus of the country, with which are connections with Sweden and other foreign lands.

LAMPS FOR THE GROCERY TRADE.

"Do one thing and do it well," is a motto which holds good in any business. This has been the policy followed by the Rochester Lamp Co. of Canada, 24 Front street west, Toronto, and the wisdom of the course has been amply proven by the success which has attended their enterprise. The "one thing" with the Rochester Lamp Co. has been lighting goods, and there is nothing in this line, from the majestic incandescent cluster gas lamp, the pride of a well-lit store or public building, down to the humblest kitchen or general purpose lamp, which they have not in stock and can turn over at the shortest possible notice and the closest possible prices. The firm make a specialty of store lighting, and are the sole agents for the Rochester Cluster Gas Lamp, a large number of which have been sold this season.

This lamp consists of a cluster of four incandescent gas lights, which combine the brilliancy of the electric arc light at half the cost. It is made both for inside and outside lighting, and is handsomely finished so as to be an ornament as well as shedding a splendid light. For oil they have the Rochester lamp, which cannot be surpassed for lighting public or private buildings where coal oil is the illuminant.

The firm also carry a full line of mantles and incandescent gas lighting goods, as well as parlor and library lamps, hanging lamps and lamps of every description, many of which are particularly adapted to the grocery trade. The Rochester Lamp Co. are judicious advertisers, and to this source attribute a fair share of their increasing business.

We Have the **FINEST**
Quality of

Hams

all kinds of **BACON** and pure
LARD in Canada. Also
large dealers in

EGGS, Finest CHEESE
and
choice BUTTER.

Ask for Prices. Send for Sample Order Please.

The White Packing
Company, STRATFORD,
Limited. **ONT.**

Branch at 592 St. Paul St., - MONTREAL.

In every branch of trade, and in every profes-
sional calling, the man with technical knowledge
is the man who is pretty sure to win the honors.

We are winning the honors with

SILVER DUST WASHING
POWDER

because our knowledge, technical and practical, enables
us to produce a washing powder that represents *absol-*
ute perfection.

You can win trade by the sale of

SILVER DUST WASHING
POWDER

It is a first-class, dependable article, in demand all
the year round—and,

IT'S MADE IN CANADA.

Write us for a little sample and quotations.

THE SILVER DUST MFG. COMPANY,
HAMILTON, ONT.

ESTABLISHED 1861

Prompt

Reliable

Headquarters for

Extra Fancy Fruits.

DIRECT IMPORTERS OF

Oranges, Lemons, Cape Cod Cranberries, Malaga
Grapes, Spanish Onions, Dates, Figs, Nuts of every
description, Finnan Haddies and Oysters.

WHEN
IN
WANT

WRITE
or
WALKER

Hugh Walker & Son

Best Quality

GUELPH, - - - ONTARIO.

Lowest Prices

AN ADVERTISING TALK.

BY BLANK.

It has dawned on me that all the direct preaching that has been going on in this column about methods of advertising and so on is not going to avail very much if, in the first place, grocers cannot be persuaded to begin advertising. When once a grocer has become assured of the efficacy of using space in his local paper, then it is easy enough to offer suggestions to him, but to get him to begin is the hard thing. It is with this object that the following little piece of dramatic writing is inserted, in the hope that it may avail more than a direct plea in making grocers see the wisdom of advertising:

Dramatis Personæ—Mr. Jamieson, a grocer; J. F. Agent, of The Salem Star; Mrs. R. A. Nixon, a customer.

Scene—The office at the rear of Jamieson's grocery store in Salem.

ACT I.

MONDAY, 9 A.M.

Enter Mr. Jamieson followed by Agent.

Mr. J.—No, it's no use your talking to me, Mr. Agent. I don't see any good in it and I can't afford it.

Mr. A.—However, Mr. Jamieson, you

FRUIT JARS..

Something new in
Fruit Jars.

See them before you
buy.

Every Jar guaran-
teed to seal or money
refunded.

Henry Moore,
116 Colborne, Phone 177.

EXAMPLE 1.

shouldn't condemn what you have never tried. Won't you let me explain that proposition to you?

Mr. J.—No use, at all, Mr. Agent. I'm not going to change my mind. There's not another grocer in town, except Fisk, who uses your paper, and I don't intend to do it either.

Mr. A.—Do you know what Mr. Fisk said to me on Saturday?

Mr. J.—What?

Mr. A.—Well, sir, Mr. Fisk took me aside, though he was desperately busy and the store was crowded, and he said to me, says he, "Agent, do you know I'm just beginning to realize the value of that ad. in

THE FLORAL GROCERY.

Opp. City Hall.

Fruit...

Plums and Peaches are beginning to come in and from present outlook Plums are going to be scarce. This afternoon we will have a few baskets of Plums and a few baskets of those large delicious Thimbleberries.

25 lb. best standard Granulated Sugar \$1.00.

26 lb. Bright Yellow Sugar \$1.00.

Green Corn, Cucumbers, Cabbage, Beans, Carrots, Beets and Celery.

Doyle & Son.

EXAMPLE 2.

your paper. Why, it's meant many dollars to me this week. I'm surprised the other grocers in town haven't got on to the racket." That's what he said, Mr. Jamieson, and Fisk's a truthful man.

Mr. J.—Yes, that's so, and he's got the business, too. What's your proposition, Mr. Agent?

Mr. A.—Just this, sir. You agree to run an ad. in my paper every day for three weeks and let my man write them up, and if your business doesn't show a reasonable increase in that time, why we'll call it quits.

Mr. J.—I'll think about that, Mr. Agent, and shouldn't wonder but what I'll try it. I'm feeling Fisk's competition pretty keen just at present.

Mr. A.—Let me send my ad-writer around, will you?

Mr. J.—Well, you might, and I'll have a talk with him.

Mr. A.—Good morning, sir.

Mr. J.—Good morning.

ACT 2.

TUESDAY, 10 A.M.

Mr. Jamieson is in his office. Enter Mrs. Nixon.

Mrs. N.—Good morning, Mr. Jamieson. I was so glad to be able to get those Cranberry County blackberries. I was just sending an order down to Rantown for them when I noticed your advertisement in the paper. I had no idea you handled them.

Mr. J.—Well, Madam, this is the first year I have ever had them, and I am glad to have been able to oblige you. By the way, I expect to have in some of those preserving pears in about a week—the same kind you got last year.

Mrs. N.—Well, I'm not sure whether I'll want any this year, Mr. Jamieson, but if you'll let me know when you get them in I may change my mind. I suppose you'll be advertising them and I'll see it in the paper.

Mr. J.—Oh yes, I'll let you know some way or other.

Mrs. N.—Good morning, Mr. Jamieson.

Mr. J.—Good morning, Madam. (Aside.) What that fellow said about advertising is all right. I'll keep right on.

This week a selection of some advertisements by Western Ontario grocers has been

Breakfast Foods.

The kinds that are good to eat—
they'll do you good because
they are fresh.

—MALTA VITA

—SHREDDED WHOLE
WHEAT BISCUIT

—GRAPE NUTS

—RALSTON BREAKFAST
FOOD

—TILLSON'S Rolled Oats,
Tillson's Rolled Wheat,
Tillson's Wheatlets.

Malta-Vita eaten with cream is a delicious
dish, and very beneficial.

Telephone
112. Jackson & Son.

EXAMPLE 3.

made. In those chosen the principles preached in this department are pretty faithfully observed, and it is because of this that their contents are reproduced here in as near an approach to the original form as possible.

Example 1 comes from Brantford. Though the space used was small, yet, by

JAMES TURNER & CO.

WHOLESALE GROCERS,

HAMILTON, ONT.

A traveller's ABILITY does not consist in the business that comes to him, but in the business he goes after and gets. Our hustling representatives, especially Messrs. Vila and Ross in the West, have been handsomely rewarded this season for their ceaseless energy and untiring perseverance: they have gone after the business and they have got it.

Never in the history of our firm have so many carloads of choice groceries been shipped from our warehouse as have been this present season.

The merchants in the Far West realize the fact that our reputation for despatch in shipping is a guarantee sufficiently important to justify them in placing with us their valued orders.

A large addition to our warehouse staff, and with all the goods in store (not having to procure from outside houses), is the answer for our quick-shipping system.

When our representatives interview the trade, they have in their grips samples of the choicest goods that enter the homes of the people.

Many of these lines we are special agents for, AND THESE LINES ARE LEADERS—others follow.

“RAM LAL'S” AND “KHAKI” Pure Indian Teas head the list, and justly so. They are the peers of all package teas. Being packed in lead packages on the gardens in India, they reach the consumer containing all their fragrance and strength—not so with other package teas. The larger portion of package goods now being sold in Canada is imported in bulk, subjected to all forms of exposure, packed in paper, tin foil, cardboard, and in many other ways certainly not calculated to preserve so choice an article.

COFFEE—Our registered brands of Coffee:

“MECCA,” “DAMASCUS,” “CAIRO,”

have given almost universal satisfaction. The sales of these goods have increased enormously during the present year, which proves their worth. They are packed in two-pound tins, twenty-five pound tins and fifty-pound tins—ground or whole.

Merchants who are handling these goods have a decided advantage over the other fellow who endeavors to persuade his customers that other brands are just as good.

**“GOLDEN AGE” Package Tea,
“MASCOT” Package Tea,
“RANGNUGGER” Tea, in 100-lb. tins,
“BUSBY” Japan Tea,**

**Bensdorp's Royal Dutch Cocoa,
Goodwillie's Fruits,
Rowat's Pickles,
Taddy's English Tobaccos,
“Standard” and “Signal” Brooms,
Mining Brooms,**

and numerous other lines which we control have enormous sales, especially in the West.

We are also very much pleased to realize the fact that the merchants and pickle manufacturers are almost a unit in declaring in favor of “IMPERIAL” Vinegar. Our sales of these goods are steadily increasing. Letter orders specially designate

“IMPERIAL” Vinegar.

condensing what was to be said into a few words and thereby getting a good display, the advertiser succeeded in making his insertion show up well among the other advertisements in the paper. The advertisement appeared just at the time when preserving was in progress and fruit jars were in demand. Consequently it had timeliness as another of its good points.

Example 2 comes from Woodstock, and it likewise appeared right in the thick of the preserving season. One of its good points is that it suggests a continuity. When the advertiser remarks, "This afternoon we will have, etc.," it implies that to-morrow there will probably be something else worth noting, and this interests people in that particular advertiser's business. Moreover, the addition of the two items about sugar is very timely, while the hinting at a list of green groceries, after having got the reader's attention, is quite a stroke of policy. But why "The Floral Grocery" should occupy so much space at the top is hard to see. It will doubtless be found

HONEY HONEY HONEY.

The proof of the pudding is in the eating. A trial order of our Extracted Clover Honey will convince you of its superior quality:

¼ Pint Jars of Honey = 10c.
Pint Jars of Honey = 20c.
Quart Jars of Honey = 35c.
10-lb. Pails, Special Price.

A. P. YEO,
Groceries and Crockery.

EXAMPLE 4.

that people in Woodstock call the place Doyle's grocery store and not "The Floral Grocery." Hence, if that upper space had been used to show up something interesting about the fruit, it would have been better.

Example 3, from Guelph, has the good qualities of being timely, treating of one subject and being arranged with a proper regard to the important points. The couple of sentences of description embody all that can be said in short form concerning the breakfast foods and are calculated to rouse a person's appetite. About the same time as this ad. appeared, Sloan, of Galt, had a similar one, which, on account of its size, it will be impossible to reproduce. It occupied a half-column and contained a very tempting list of breakfast foods, numbering some 21 varieties. That is the way to attract the public.

For the fourth example, a rather unusual one from London is taken. It is not very often that an advertisement

devoted wholly to honey is to be seen, so that this one adds novelty to its other good qualities. The information that ¼-pint, pint and quart jars can be procured at the prices named is valuable to a good many housekeepers and likely leads to a larger sale than might otherwise be the case.

CEYLON AND ITS TEA INDUSTRY.

By W. H. Adams.

THERE are a great many things to claim the attention of the visitor to the Island of Ceylon. This is the home of unadulterated Buddhism. Here the student of religions finds an extended and interesting field of research.

Twenty years ago the cultivation of tea in Ceylon as a staple crop was unthought of, and yet to-day it occupies about 400,000 acres; has furnished a field of lucrative operation for European capitalists; has replenished the drained exchequer and made Ceylon one of the richest of tropical colonies; has replaced the ruined coffee industry and saved 3,000,000 of Indian coolies from starvation.

The island is very mountainous, but still must be essentially agricultural because of the lack of suitable fuel to develop even the small mineral wealth it possesses. During its long history under the Singalese princes no attempt was made to supply any definite outside demand, but the entire energy was turned to the cultivation of rice to supply food for the dense population. Rice could be grown only on the lowlands and by means of irrigation. Hence, all the mountainous interior remained clad in virgin forests, the home of the elephant, tiger and wild boar, and there are large areas still of this sort of country where none but savages dwell.

Ceylon's prosperity dates from the administration of Sir Edward Barnes, 1824-1831. He was energetic in the building of trunk roads leading into the interior. The value of the wagon road is not appreciated by the American traveller, who, in his own country, can drive overland when he wishes, and whose railroads so often precede settlement. But in a tropical country that is both swampy and mountainous, it means everything. Mr. Barnes also started the cultivation of coffee with a view of supplying an European demand. Coffee proved a very successful crop and thousands of adventurers flocked thither from all parts of the world. But as every period of overstrained credit and wild speculation must be followed by depression, the fortunes gained were lost in the same enterprise. Strange that people will never learn the lesson that booms cannot possibly pay in the long run. Well, there was disaster in the years following 1845 until stable conditions were once more established in the administration of Sir Henry Ward, 1855-60.

The industry steadily gained until it reached the high-water mark in 1875, when

nearly 400,000 acres were planted with coffee. But in 1869 an enemy in the form of a fungus appeared and by 1880 had ruined coffee culture as an industry. Every effort was made to find a remedy for the evil. The Government expended large sums experimenting, but the fungus had come to stay. Starvation stared the people in the face. But in this time of distress the splendid genius of Sir Arthur Gordon, now Lord Stanmore, came to the rescue. Something must be found to take the place of coffee. Several things were tried. The cultivation of cinnamon was enormously increased. Cinchona was planted extensively, from the bark of which the ferbrifuge quinine is obtained. India rubber, raisins, gums, spices, cocoa and cordamums were all tried before it was learned that the entire area of the western slope, at whatever altitude, was adapted to the growth of tea.

Of course the lives of the other industries were short. All gave way to tea culture. But one result of far-reaching importance came from the cinchona effort. During the period, 1884-88, Ceylon produced more than half the world's supply of quinine—13,000,000 pounds. This great addition to the supply overstocked the market and the price of quinine, which had before been well nigh prohibitive, fell from 17s to 3d an ounce. After the abandonment of quinine culture in Ceylon the price rose again, but remains within the reach of all, so that, throughout the world, in fever-stricken districts quinine is found in nearly every house.

The tea plant is a spangly bush about four feet high. The leaves are from five to nine inches long, owing to variety and age. Only the soft, tender, leaves make good tea. Great care must be exercised in plucking the leaves. This work is done mostly by women. The stems must be broken off in a way not to injure the bud in the axil next below, for from this comes the next shoot to bear leaves. Plucking is of three kinds—fine, medium and coarse. The fine takes only the first three leaves. These are young and very tender. Medium takes four or five leaves, and the further down the shoot the hornier the leaves and the lower the quality of the tea. Coarse takes more than five leaves. Herein lies the first cause for qualities of tea.

In Ceylon, as there is no cold season, the plant thrives throughout the year, and it must be given rest by means of pruning. This is a trade in itself. Much in the yield depends upon pruning. The plucking in low altitudes comes once in about eight days, ten days in higher altitudes.

There are four processes in manufacturing tea. First, when plucked, the leaves are wilted. This makes them limp and reduces the weight one-fourth. Next they are rolled to break the outer oil cells. Now the leaves are in greasy rolls. They are then pulled to pieces and sorted by machinery, when they go to the third process—fermentation. This is a very important part of the process and makes the distinction between green and black teas. Only experience can tell when tea is sufficiently fermented. It becomes copper colored and emits an odor something like apples. There remains still for the tea to be fired or thoroughly dried. In the whole process it loses three-fourths of its original weight.—Spice Mill.

Particular People

If we can suit those grocers who cater to the trade of the most particular buyers in all Canada, then we are pretty sure that Windsor Salt will please and satisfy the masses. Particular people have been regular buyers of Windsor Salt for years, and that is a strong argument for the high, unvarying quality of the grade--the purity, whiteness, dryness of the Salt itself.

No expense has been spared in the making of Windsor Salt--it is as perfect as a Salt **can** be. It pleases particular people because it is all Salt--because it is sifted, not ground--**because it contains nothing but clear, white, sparkling Salt crystals.**

The Canadian Salt Co.,
Limited
Windsor, Ont.

Windsor Salt.

THE RETAIL MERCHANTS' ASSOCIATION.

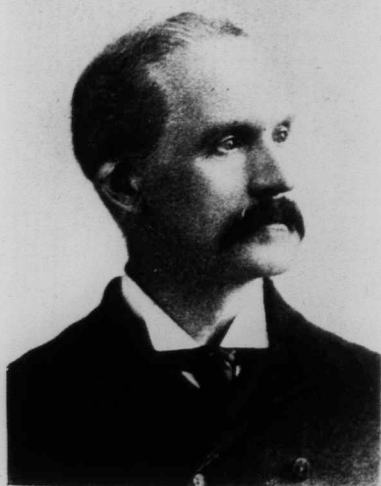
Its Objects and its Officers.

THE Retail Merchants' Association of Canada was organized at a convention of retail merchants held in Toronto in April, 1897.

One of the chief spirits in the movement was E. M. Trowern, the present general secretary.

Mr. Trowern was one of the leading retail jewellers in Toronto and was elected secretary of the Retail Jewellers' Association for a number of years. While attending to the duties of secretary for the Jewellers' Association, he recognized that the one-line association had only a very limited influence in bringing about any real legislation for the benefit of the trade or for the retail trade generally. He also recognized that the members of any single line of trade being spread so far apart in the Dominion and Province made it more difficult to obtain united action on any trade subject, and the work connected with the correspondence and preparation of any proposed statutory amendments was more than any business man engaged in the retail trade could afford to give the time to, and that this work, like all other work worth doing, should be done by someone who could give his whole time and attention to it, and be remunerated accordingly.

The plan upon which the Retail Merchants' Association of Canada is constructed takes in all classes of retail mer-



G. J. St. LEGER, Toronto
Central President

chants. The Dominion is divided into Provincial associations, and the Provinces are divided into counties. In each county a branch is established and five chief officers, president, 1st vice-president, 2nd vice-presi-

dent, treasurer and secretary, are elected from among the members, and they have the arrangement of the affairs of the Association in their branch or county.

Sections of trade are then formed, such as druggists, hardware, dry goods, grocers, booksellers and stationers, jewellers, merchant tailors, etc.; out of each section five officers are also elected, chairman, 1st vice-chairman, 2nd vice-chairman, treasurer and secretary. The officers of these sections, together with the chief officers of the branch, form the general executive board for the county. All matters pertaining to purely trade subjects are discussed in the section meetings, and all matters of local trade interest or changes in the municipal or legislative Acts, such as peddlers' licenses, transient traders, trading stamps, etc., are referred to the general executive board of



REV. A. L. GEEN, Belleville, Ont.
First Central Vice-President

the city or county. The members of all general executive boards form the central executive board, which meets in convention once a year, or as often as is deemed advisable.

The officers of the central executive board who were elected at the convention held in September are:

Central President — G. J. St. Leger, boot and shoe merchant, Toronto.

Central 1st Vice-President — A. L. Geen, druggist, Belleville.

Central 2nd Vice-President — B. G. Davis, grocer, Windsor.

Central Treasurer — W. B. Rogers, furniture dealer, Toronto.

Central Secretary — E. M. Trowern, Toronto.

This mode of organization puts every city and town in touch with each other, and

every section of trade also. For instance, if a trade difficulty occurs in the city of Hamilton, the secretary of that branch communicates with the central secretary at Toronto, and he submits it to all the section secretaries throughout the Dominion.



B. G. DAVIS, Windsor, Ont.
Second Central Vice-President

thus giving all a knowledge of what is being done. Through this manner of organization the trading-stamp scheme was stamped out and a great deal of needed legislation for the retail trade is expected to be introduced.

The following are some of the aims and objects of the Association, and others will be added as they are required:

1. To safeguard the interests of the retail merchants of the Dominion;
2. To confine to the legitimate retailer the retail trade of the cities, towns and villages;
3. To endeavor to secure just and equitable prices on all classes of merchandise;
4. To have the Transient Traders' Act enforced;
5. To have placed on the statute book making it a criminal offence to advertise goods, either in weight, quality, or price different to what they are;
6. To have passed a legislative Act preventing the false stamping of goods;
7. An enforcement of the Adulteration Act;
8. That there be proper equalization of insurance rates;
9. To have taxation properly equalized to compel departmental stores and other

“Easy as A B C”

**FOR GENERAL STORE
MERCHANTS TO MAKE MONEY.**

Look over this list of **STATIONERY** from **A** to **Z**—

Account Books—Number 1093. 80 cents per dozen.

Blotting Paper—60-lb., assorted colors. 45 cents per quire.

Crayons—For Blackboard Waltham. 10 cents per gross box.

Diaries—Dominion, Office and Pocket. 137 varieties.

Envelopes—Valois small 8vo - Sevens—Sixes. 90 cents per M.

Foolscap—“Surrey,” 10-lb. 80 cents per ream.

Games—“Lost Heir” and “Nations.” 80 cents and \$2 per dozen.

Holders—From 35 cents per gross. No. 1215 Holder—Pencil and Rubber 40c per doz.

Ink—Underwood's, 3-oz. bottle, jet black. \$3.60 per gross.

Just as easy to sell these lines as others in your general stock.

Keep your stock fresh and where it may be noticed.

Let the Public know you have the lines for sale.

Memorandum Books—8117, Black Oilcloth Cover, \$and c. ruling or memo. 30c. doz.

Note Papers—“Surrey” cream ruled note. 40 cents per ream.

Orders that are small for shipment may be sent out for enclosure.

Pencils—No. 1040. \$1 per gross. “Slim Fellow,” Memorandum. \$1.50 per gross.

Queen City—H.B., \$2 per gross, all with inserted rubber tips.

Rulers—Number 28. 65 cents per gross, 12 inch.

Scribblers—Retail at 1, 2, 3, and 5 cents. \$1, \$1.80, \$2.88 and \$4.80 per gross.

The finest range of Exercise Books, beautiful lithographed cover, \$4.80 gross.

U may rely upon having any order filled satisfactorily with our

Very large and varied stock. Orders are filled completely and promptly.

Writing Pads—“Army and Navy,” 40 cents dozen. “Buckingham,” 75 cents dozen.

Xtra space would be necessary to tell you of the other lines.

You will find a complete list in our Catalogues.

Z—See that your name is on our mailing list.

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**Our two catalogues—Stationery and Fancy Goods—mailed on
receiving your address.**

The Copp, Clark Co., Limited, Toronto

combinations to pay their share of taxation;

10. To have reduced the fees in the lower courts so that accounts may be collected more easily;

11. To secure an efficient Insolvent Act, and better postal regulations;

12. To direct the retail advertising patronage towards those papers that are not controlled by departmental stores or trust advertisements.

A SKETCH OF THE OFFICERS.

The Retail Merchants' Association of Canada is fortunate in securing as officers for the ensuing year business men who have by their steady application won for themselves success in the occupation chosen by them as their life's pursuit.

G. J. St. Leger, Toronto, is the new central president. Mr. St. Leger has been in the retail boot and shoe business for over 30 years and his integrity, energy, and perseverance has done much to make his business prosper. Starting in a small store at the corner of Queen street and Denison avenue, Toronto, his business afterwards extended to Yonge street. For a number of years he had two stores, one at 210 and the other at 216 Yonge street. About two years ago Mr. St. Leger opened a store at 110 Yonge street, a little later another at 92 Queen street west and a fourth recently at his old stand, the corner of Queen street and Denison avenue. Mr. St. Leger is known to the trade of Toronto as a man



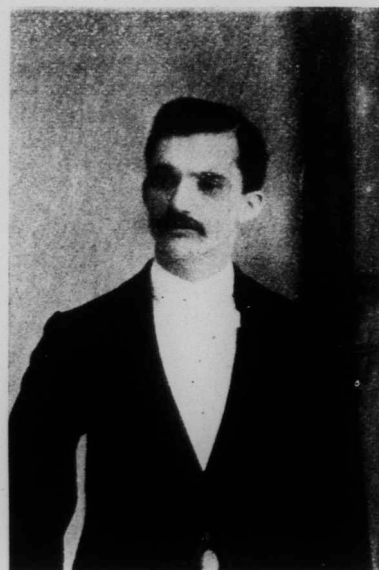
W. B. ROGERS, Toronto
Central Treasurer

of high ideals and will do much to keep the Association in the way of duty.

The first central vice-president of the Association is Rev. A. L. Geen, druggist and clergyman, Belleville Ont. Mr. Geen is a successful business man, has numerous friends, and for a long time has been a resident of Belleville. He is the president of the Belleville branch of the Association and is peculiarly fitted, being a clergyman, for

the duty of doing missionary work for the Association in his community.

B. G. Davis, the second central vice-president, is a retired grocer of Windsor, Ont., where he was engaged in the grocery business for years. Mr. Davis has always identified himself in movements in the way of forming organizations of merchants for their own benefit and protection. He was secretary of the old Windsor Retail Grocers' Association, and was mainly instrumental



E. M. TROWERN, Toronto
Central Secretary

in inducing that body to amalgamate with the Retail Merchants' Association of Canada. Mr. Davis is secretary of the Windsor branch of the Association.

The central treasurer of the Retail Merchants' Association is W. B. Rogers, chief shareholder and managing director of Chas. Rogers, Son & Co., retail furniture merchants, Toronto, one of the largest businesses of its kind in the Dominion. Mr. Rogers has identified himself with the Retail Merchants' Association since its commencement, and is, besides, a member of the Canadian Manufacturers' Association, the Board of Trade, and other organizations. Mr. Rogers is president of the Toronto branch of the Retail Merchants' Association and is popular with all classes of citizens.

Central Secretary E. M. Trowern has been identified with the Association ever since its commencement in 1897. Mr. Trowern, previous to that time, was engaged in the jewellery business on Yonge street, Toronto, and was secretary of the Toronto Retail Jewellers' Association. Becoming imbued with a firm conviction that there were immense possibilities ahead for a successful combination of business men, he originated the idea of forming a Retail Merchants' Association and was the first secretary of the parent organization in Toronto. The duties of his new avoca-

tion soon were so great that Mr. Trowern severed his connection with all other business and devoted himself exclusively to the work of the Association. He has always been unanimously returned as secretary of the Association and is popular with all its members, by whom he was complimented at the recent convention for the aid he has rendered them by his advice and labors.

THE MEN WHO BREAK DOWN.

When a man standing at the head of a vast business breaks down, the papers begin to talk of the enormous pressure of modern life, especially in the lines of finance and industrial activity, remarks an exchange. There are railway presidents who stand a great amount of business strain, but they waste none of their energies and are temperate, as all men of great affairs must be if they would hold their own in these busy days.

While a great business involves large responsibilities, a strong man at the head of it will be found to have selected capable assistants, often younger men with great power of resisting strain. The railway president, bank president or head of a Trust has his staff; his business is systematized, and a large part of his worth to his corporation consists in his ability to pick good men for responsible places.


When one comes to look over the list of men broken down in business it is among those having small business that the greater number will be found. The man in a small way rarely can afford to have capable assistants; he must "do it all himself," and hence worry and overdoing. There is more of a chance for brain fag in a small shop or agency than in a big business.

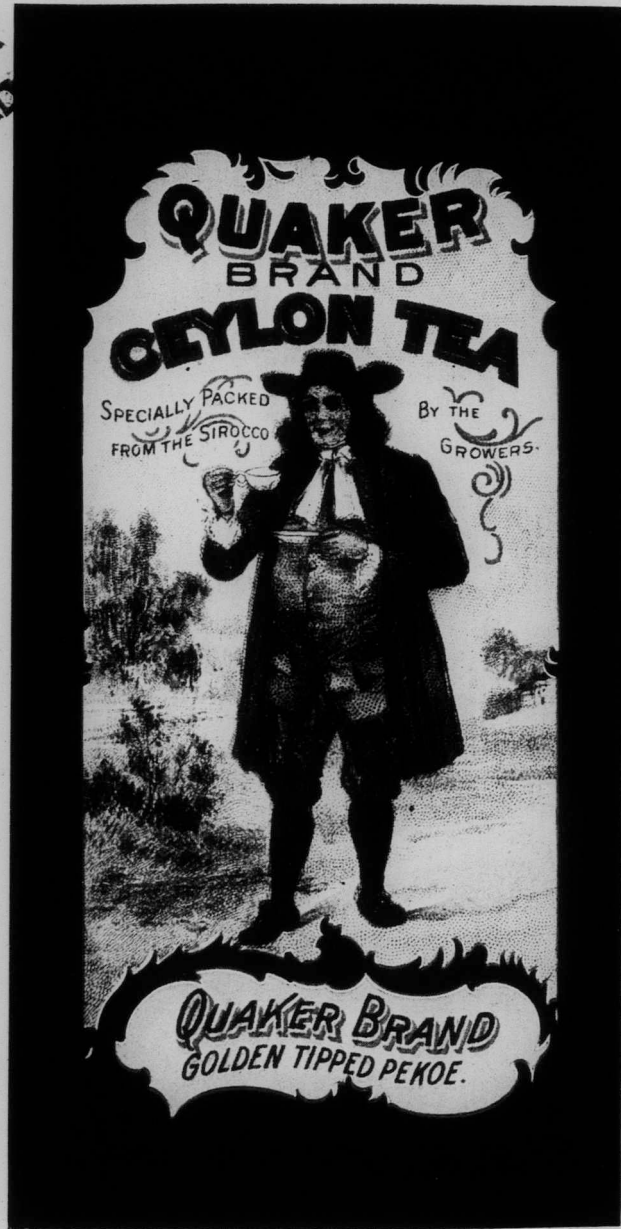
PARAGUAYAN TEA.

A writer in Grocery, London, Eng. says: From time to time attempts are made to stimulate the interest of people on this side of the Atlantic in yerba mate or Paraguayan tea, which is the product of a shrub which grows very freely in Paraguay in South America. I have tasted concoctions made from the leaves on several occasions, but have never been able to feel enthusiastic about its merits. To the palate of the tea drinker it is somewhat tasteless and possesses a slight but not unpleasant twang. It does not taste at all like tea. Yerba mate is in very general use in Paraguay and no doubt it would not take long to acquire a taste for it. The leaves contain a considerable proportion of caffeine—the stimulating alkaloid found in tea and coffee—whilst they are almost free from tannin. Consequently the liquor made from them has marked stimulating properties and does not cause injurious effects to the digestive organs, like most of the teas in general use in Great Britain.

Thee and Thy Customers will profit by the acquaintance if Thee introduces to them the "Quaker" from Ceylon.

NOV 27 1902
RETURNED

Yea, and verily, brethren, the  "Quaker" hath proven a trade-getter; also, likewise, a trade-holder



Thee should see that Thy customers buy "Quaker" from Thee, else peradventure they may buy it from Thine adversary

This Tea is packed in Ceylon by the growers.

J. A. Mathewson & Co.

Wholesale Agents for Canada.



Montreal.

Uniformity in Weights and Measures.

ADVANTAGES OF THE METRIC SYSTEM.

AT the last session of the United States Congress a Bill was introduced, and was recommended for passage, providing that on January 1, 1904, "all the Departments of the Government of the United States, in the transaction of all business requiring the use of weight and measurement, shall employ and use only the weights and measures of the metric system." It also provided that on and after January 1, 1907, the weights and measures of the metric system should be the legal standard weights and measures in the United States.

This action of Congress is but another step towards the realization of the universal brotherhood of man. So long as there has been a confusion in regard to systems of weights and measures commerce has been restricted and impeded. This restriction may have been almost imperceptible, yet it really did exist and was a factor to be reckoned with where foreign trade was concerned. With the adoption of a universal, commonsense system, a serious obstacle to the intercourse of nations will have been removed.

To understand how confusing existing systems are it will only be necessary to refer to a few examples. For instance, there is the pound avoirdupois and there is the pound troy, and there are also ounces in both systems. The pound avoirdupois is heavier than the pound troy, but, strange to say, the ounces are just the reverse. Again, the term dozen may mean 12, 13, 14 or 16. The twentieth part of a ton may be either 100 or 112 pounds. Quart and gallon signify in each case three different measures. Lastly, in the United States there have been no less than 130 different measures called bushel, not one of them conforming to the English bushel. In fact, in the English system there are 74 units having 56 names, 18 of which are ambiguous.

In the metric system, on the other hand, there is one specific, definite, appropriate word to denote the linear unit, one for the unit of area, one for the unit of solid measure, one for the unit of capacity, and one for the unit of weight. The system thus employs five unit words, and for purposes of division and multiplication, uses seven prefixes. This is a considerably simpler mechanism than the English system now in use.

In almost all instances where the system is now in use, its inauguration has been due primarily to difficulties which have arisen in the commercial world. At every Customs house in Europe, under the old system, it had been necessary to keep a staff of com-

puters who did nothing but reckon the weights and measures of the goods of one country in terms of the weights and measures of the other. Besides being a great expense, this plan was slow and cumbersome. The result has been that all the nations of Europe, with the exception of Russia, have long since adopted the metric system. Some, like Switzerland, to make the change easier, have retained the names familiar to the people, and substituted the metric weights and measures. It is just as if we in Canada decided to add three inches to our yard and still call the elongated measure a yard. It would really be a metre, but it would be more easily recognized as a yard.

Even in a single country like the United States confusion exists at some points. The term bushel has many significations. Wheat, rye, oats, corn, buckwheat, barley, potatoes and onions are sold by weight, whereas prices are quoted by the bushel. Thus, if oats are quoted at 20c. a bushel in Ohio, a Dakota farmer would take it to mean that he could get 20c. for 36 pounds of oats. A Maine farmer would dispose of only 30 pounds for 20c., whereas the Ohio farmer would actually get 20c. for 32 pounds.

With these explanations, it should be clear that a better system is desirable, and, as will be shown, the metric system offers a great improvement in this respect. The metric system came into effect during the time of the French Revolution, when a concerted effort was made to do away with all old-established systems. Some of the revolutionists' acts were commendable, some were unworthy and many were neither. Among the more laudable movements was the establishment of a decimal system in all departments of weights and measures.

Hitherto standards had been absolutely arbitrary. Thus, the English yard was the distance between two gold studs in a brass bar, kept securely by the Government in London. Should this standard be destroyed, an exact counterpart could not be recovered without making use of models of the original, and should all the yardsticks in the world be destroyed, the British standard could never be restored. At a time when French scientists saw all established things being ruthlessly destroyed around them, they perceived that if they were to establish a more stable standard, it would be necessary to have recourse to something indestructible and they turned to the earth itself. Measuring, with their astronomical instruments, one forty-millionth portion of the earth's circumference, north and south, they said, let this be our

standard and let it be called the metre. A standard metre was therefore made which is kept in Paris. Of course, it is nearly as arbitrary a length as the English standard yard, for the measurements were not made quite exact. Still, it is a near approach to a stable and indestructible length.

Next, as we divide our dollar up into ten-cent bits and our ten-cent bits into cents, so the French divided their metre into decimetres and the decimetres into centimetres, and they went still further and divided the metre into thousandth parts called millimetres. or, to complete the analogy, the mill bears to the dollar the same relation as the millimetre bears to the metre. On the other hand, 10 metres are called a decametre, 100 metres a hectometre, and 1,000 metres a kilometre. Practically speaking, the metre nearly corresponds to the yard and the kilometre to the mile.

To secure a unit of volume a small cube was constructed, each side of which measured a decimetre, or nearly 4 inches. The cubic contents of this cube were styled a litre. It, in turn, was subdivided into tenths, hundredths and thousandths, and multiplied by ten, one hundred and one thousand, and similar prefixes to those given the multiple of the metre were bestowed on these divisions. For the unit of area, of course, the square metre was employed.

To obtain the unit of weight the scientists obtained the weight of one cubic centimetre of pure water at a given temperature and this they termed gramme. The gramme is really a very small weight, being not much heavier than 15 grains, and it is accordingly the kilogram which comes into most use, being about equal to two pounds. The gramme is divided and multiplied in tenths like the metre and the litre.

The advantages of the metric system are many and obvious. The very fact that it is built up from a single unit renders its use extremely easy. Thus, when we think of the relation between the pound and the cubic foot here, as compared with the relation between the gramme and the cubic centimetre under the metric system, it seems strange that this simple plan was not adopted long ago. Just as we regard with despair the pounds, shillings and pence of the Englishman, even so do the users of the metric system look upon our yards, feet and inches and our pounds and ounces.

The whole trend of the world is towards the universal adoption of the metric system. All obstacles that tend to hamper commerce and intercourse must be removed. By the time all the nations of the world are transacting their affairs on a decimal system,

The Dominion Canister Company Limited

MANUFACTURERS OF

The "Perfection" Canister

THE VERY BEST PACKAGE FOR

- | | | |
|---------|---------------|------------|
| SPICES | BAKING POWDER | JELLIES |
| TEAS | STARCH | JAMS |
| COFFEES | BISCUITS | Etc., Etc. |

We are now in our new quarters and have doubled the capacity of our plant and are prepared to fill all orders promptly.

The best advertisement for any concern :

A NEAT PACKAGE. AN ATTRACTIVE LABEL.

Write for Samples. Get our Figures.

The Dominion Canister Company, Limited DUNDAS, ONTARIO, CANADA.

Royal Salad Dressing



Sells every month in the year. A trade-winner for all classes of trade.

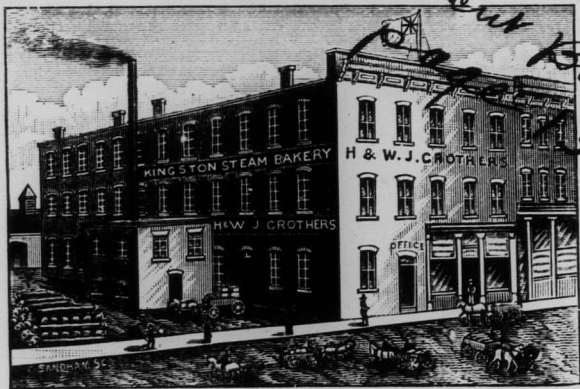
Never Separates Never Spoils.

The makers will send a sample bottle to any merchant not handling Royal—free for the asking.

Made only by

The Horton-Cato Mfg. Co.

Windsor, Ont., Detroit, Mich.



ESTABLISHED 1869.

Our Crisp Sodas

In 3-pound Tins are full weight.

The Oyster Season is on and our Pearl Oyster Crackers are just what are wanted. We are at the old stand where we have been for over 33 years.

W. J. CROTHERS, - KINGSTON.

RETURNED TO SENDER
See our Book 1034

then a very desirable state of affairs will have been inaugurated. Meanwhile, a Chicago paper is figuring on how much time and money will be saved in the education of children. It computes the loss in the United States alone at 40,000,000 years and \$1,000,000,000. This may be exaggeration, but it is a fact that a child can be taught the metric system much more rapidly and effectually than the present cumbersome system.

In Canada, things are working slowly towards the desirable state of affairs. The Retail Merchants' Association and the Manufacturers' Association have both been advocating the change in no weak voice. Moreover, the country is daily becoming riper for the inevitable. The system has for some time been taught in the secondary schools of the land, and in some primary schools, and people are fairly familiar with its main features.

In England there exists what is known as a Decimal Association, which is agitating for the adoption of its favorite system. A letter from the secretary of the Association, directed to the United States Consul-General at London, contains some instructive details about the progress being made by the Association in converting public opinion to its beliefs. The letter says in part: "There are 290 members of the present House of Commons so thoroughly in accord with our aims that they have given me authority to publish their names as supporters. If we add to this the number of members of Parliament who would be influenced by a debate in the House of Commons to vote in our favor, we are convinced that we are now strong enough to carry a Bill.

"During the last four or five weeks, no less than 60 city, town and county councils have passed resolutions to the effect that it is desirable that the reform should be made in the interest of commerce and education.

"One of the most definite results; in fact, I think I may say, the most definite result, of the conference of the Colonial Premiers was the passing of a resolution in favor of the adoption of the metric weights and measures throughout the British Empire. This will have a most important result, and will render certain the early passing of a Bill to give effect to those views.

"All the chambers of commerce in this country, nearly all the school boards, the trades unions, and a great number of societies of various kinds have for a long time been active supporters of my Association.

"The attitude of our Premier may be gathered from some remarks he made to the deputation which waited upon him in regard to this question in 1895. He said:

"If I may express my own opinion upon the merits of the case, there can be no doubt whatever that the judgment of the whole civilized world, not excluding the countries which still adhere to the anti-

quated systems under which we suffer, has long decided that the metric system is the only rational system."

At the Colonial Conference held this summer in London, a resolution was passed dealing with this subject. It reads: "Resolved, that it is advisable to adopt the metric system of weights and measures for use within the Empire, and the Prime Ministers urge the Governments represented at this conference to give consideration to the question of its early adoption."

Mr. Joseph Chamberlain recently forwarded a formal notice of this resolution to the Governor-General to ascertain what the Canadian Ministry propose to do in the matter.

YOUR FRIEND—THE TRAVELLER.

By Hec. Secord.

HOW many merchants adequately realize to what extent their success in business is indebted to the travelling salesman, the ubiquitous "drummer," how few merchants fully appreciate the knowledge that is imparted to them by the traveller, knowledge that could not be obtained by them as readily, as concisely, as positively as through this wandering human encyclopædia, this unabridged volume of practical hints and useful suggestions, this meandering "tape-line" of market reports, this living "ticker" of commercial values and fluctuations. Very few, it is to be regretted, fully realize what they owe the "drummer," and if they do give a thought to this phase of their connection with him, do not appreciate his worth, or acknowledge the value of the information that leaks out of him like water through a sieve. The travelling salesman, generally speaking, is looked upon by many merchants in the light of a "necessary evil"—a something that has entered into business affairs and, like "the poor," always to be with us, and not to be shaken off—an incubus on the wheels of trade, or as a barnacle on the ship of commerce. These opinions held of the commercial traveller often lead a merchant to consider him a nuisance, and to accord him treatment not merited by the services rendered and in inverse proportion to the courtesy and attention shown him by the salesman. It is a lamentable fact that many merchants are not only not appreciative of a traveller's visit, but often downright rude and neglectful. It is true that the vicissitudes of business at times prevent a merchant from according the traveller as close and prolonged attention as the salesman would wish, but it is also an acknowledged fact that politeness is cheap and brings its reward, and insistent and persistent as every good traveller is when in quest of trade, there is not one of the ancient and honorable brotherhood but will remember the manner of his reception and treatment. The traveller is of much greater value to the merchant in many

ways than the latter has any conception of, and it is a fact that many a business man unknowingly is indebted to the genial "Knight of the Road" for "easier credit" with his jobber. The pressure that would in the natural course of events, owing to overdue accounts, etc., be put on the merchant is often withheld on advice of the salesman. In many other ways the traveller is the merchant's friend, as who better than he can give the merchant a timely hint as to rising or falling markets, salable goods, shipping information, put him into touch with the best houses in his various lines, etc.? The instances of a traveller's utility to a merchant are too numerous to cite, and it is not the purpose of the writer to enter into a lengthy review of them, but merely to enter a plea on behalf of the "boys" for good all-round fellowship between buyer and seller. We are all interested in each other and practically after the same mercenary end, the almighty dollar, but we can gather those golden shekels more pleasantly, and they will jingle more merrily in our pockets if we remember the "Golden Rule." Personally, the writer can state that in all his travels, from the Gulf to Victoria, with very few exceptions he has been accorded fair treatment; whether this was due to his good looks, his amiability or the houses he represented, he has never taken the time to analyze, but the few instances where he has bumped up against one of those "rough jewels" has left an impress, if not on his anatomy, at least indelibly on his memory. It is around the hotel fireside, on the train and on the station platform that the text for this article was gathered. It is not the purpose or the intent of this article to convey the impression that the salesman has not his shortcomings (he has a few), as well and like in every flock a dark-hued lamb will be found among the "boys." There are one or two who probably through extreme youth, verdancy or over-freshness bring on the heads of the fraternity the treatment referred to in this article. The traveller is out to sell goods and must be persistent, he cannot whisper about his wares, he must holler, or as rhythmically expressed—

He who whispers down a well
About the goods he has to sell
Will never reap the golden dollars
Like he who climbs a tree and hollers.

INQUIRIES ABOUT CANADIAN GOODS

Among inquiries received by the Canadian Section of the Imperial Institute are the following:

1. A Liverpool house asks to be placed in correspondence with Canadian manufacturers of birch squares, turned legs, and other chair stock; also of drawer bottoms.
2. A London firm desires names of Canadian shippers of soapstone of first-class quality.
3. A British house in Japan exporting druggist lines wishes to arrange with Canadian firm of good standing to handle their goods.



This is the only table beverage recommended by physicians, as a substitute for Tea and Coffee. It is an absolutely pure product of cereals, and is composed of gluten, albumen, phosphates, starchy particles of grain and saccharine matter.

The National Cereal Coffee is not only a pleasant beverage but is **Nature's Food Drink** and **Health-Builder**. It is invigorating and strengthening. It aids digestion, and is a foe to constipation and biliousness. The National Cereal is prepared only by

The Leamington Coffee Co.
LEAMINGTON, ONT.

PRICE 20c. Special discount to the trade. Write for terms and prices.

PAPER BAGS



OUR NEW ADDRESS IS :

**30 WEST MARKET ST.
TORONTO**

DOUGLAS & RATCLIFF



NO,

WE DO NOT CLAIM TO BE

"THE ONLY TOAD IN THE PUDDLE!"

BUT WE DO CLAIM THAT

YOU CAN

get styles from US not obtainable elsewhere; make a decent profit on goods bought from us, and depend upon YOUR customers being pleased with them.

FROM STOCK
OR
FOR IMPORT

BARNARD & HOLLAND CO.,

WHOLESALE CROCKERY,

MONTREAL.

N. B.—Special attention given
to MAIL ORDERS.

The Canadian West as a Food Producer.

We send our grass-fed cattle
In droves from the teeming West,
Of our grain in its rich abundance
We freight your ships with the best.

—Frank L. Clarke.

It is a little difficult to say anything new about the productive possibilities of the West, and yet, from constant contact with the newly-arrived Eastern Canadian, Englishman, Scotchman or American, it is only too evident that the resources of the West in the matter of food production are but vaguely guessed at.

You have to "ca' canny" with the newly-arrived, as they have no hesitation in insinuating that they do not believe you, when you are probably only giving them the most conservative estimate of things as they are. The writer happened to tell one of the members of the General Conference of having seen 150,000 tons of hay in stack in the Northwest Territories, and he promptly said:

"Oh, it could not have been more than 1,500 tons. That would be an enormous quantity!"

Yet, the person, to the contrary, replied that it was 150,000 tons.

THE WHEAT FIELDS OF MANITOBA.

This great Western country of ours is so vast, the ease of culture so great, the soil so fertile, that people accustomed to 10-acre fields with a fence round them cannot grasp the idea of "a league-long wheat field." Yet, such is a common occurrence in the West. The British journalists, during their recent visit, had their farming ideas enlarged by seeing five self-binding machines cutting round an 800-acre wheat field on the Portage Plains. And, as the straw was heavy, there were four horses to each binder. These are only ordinary incidents in the farming life of the West, and yet many people find them difficult to believe.

As to what the West has produced in past years, no better evidence can be furnished than the following official table of exports:

Crop.	Bushels.
1886	4,000,000
1887	10,500,000
1888	4,000,000
1889	4,500,000
1890	11,500,000
1891	14,000,000
1892	14,000,000
1893	12,000,000
1894	15,000,000
1895	29,000,000
1896	14,000,000
1897	22,000,000
1898	23,000,000
1899	30,000,000
1900	17,000,000
1901	55,000,000

As to what may be done in the future, he would be a rash mortal who would attempt to prophesy.

In 1901 Manitoba had in wheat 2,011,835 acres and the Northwest Territories

508,564, and they produced between them something over 63,175,928 bushels of wheat. This year the acreage has not been increased so much as was anticipated by many thousands of acres owing to the unusually wet spring. There has been an increase, however, of 28,105 acres in Manitoba, and the Northwest Territories of 80,291, making a total increase of 109,396 acres, or 2,624,637 acres in wheat this season.

THIS YEAR'S WHEAT YIELD.

The latest crop estimates before threshing commenced was an average yield of about the same as last year, viz., 25 bushels to the acre, which would mean roughly a crop of 65,000,000 bushels. Since threshing has begun in many sections the average has gone up to fully 30 bushels to the acre. There is not, however, sufficient threshing done to say how far this increased average

yield of oats being heavier than was anticipated, but leaving it at 40,000,000 bushels, this would mean 103,000,000 bushels of grain of all kinds for the season of 1902.

Manitoba is estimated to have 23,000,000 acres of arable land. What amount of arable land is possessed by Alberta, Assiniboia and Saskatchewan is not yet fully known, but it is not less than 55,000,000 acres. Over 63,000,000 bushels have been produced from 2,624,637 acres, and all who are fond of figures can amuse themselves with working out the possibilities of the future. This is only food production along one line. In that of breadstuffs and cereal foods the Province stands well to the front.

BEEF CATTLE.

Manitoba has an enviable reputation for the production of beef cattle, and, year by



ON THE FARM OF DUGALD TAYLOR, BOISSEVAIN, MAN.

From Photo loaned by The Winnipeg Free Press.

may extend, and there is still too much wheat in the stook to say that the average is safe from depreciation. It is, therefore, probably not wise to base calculations on more than a 63,000,000 crop of wheat.

COARSE GRAINS.

While the increase in land sown to wheat was comparatively small, the increase in land sown to coarse grain was enormous, being 39,109 acres in Manitoba and 50,000 in the Territories, or a total of 89,109 increase in the lands sown to coarse grains. In August, the coarse grain crop was estimated at 40,000,000 bushels, but since then the amount has increased, owing to the

year, her farmers are very wisely going more extensively into mixed farming. In Alberta, the cattle ranges produce yearly many thousands of head for the export trade. When, as time goes on, these cattle runs are more and more curtailed by the influx of settlers, there are still the many thousand acres of the Peace River country, the finest grazing land in the world, on which countless herds can be raised.

SHEEP, HOGS AND POULTRY.

The points in which both Manitoba and the Territories lack at the present time are sheep, hogs and poultry, and this is through no unsuitability of climate, but simply from

Gilmour & Co.

Wholesale Grocers,

Brockville, Ont.



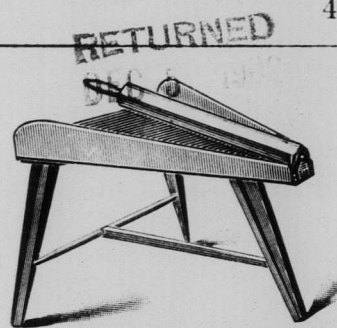
TRADE "DAISY" MARK

Can be fitted with adjustable Brekers as shown in cut.

NOTICE—Two bolts only to place to set up.

Our new improved Steel Stand. Tempered Steel, Cased Bicycle Ball Bearings, with four nicely fitted wheels, adjustable feet for holding it firm when churning.

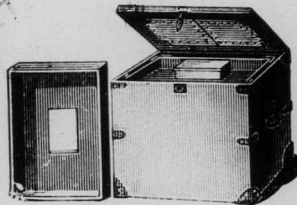
over 50,000 in use.



LEVER BUTTER WORKER

Neatly made, simple, strong, and durable, and cheap.

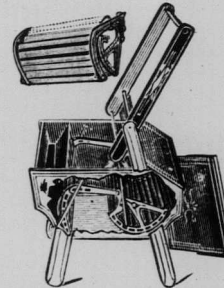
Prices given on application.



BUTTER SHIPPING BOX.

Convenient, durable. Made with Detachable Hinges and movable box.

Will give prices and fuller particulars on application.



VOLLMAR IMPROVED PERFECT WASHER.

Will wash more clothes in less time, do it easier, with less wear and tear, than any other machine.

The Wortman & Ward Mfg. Co.
LONDON, ONT. LIMITED

Eastern Branch, 60 McGill St., Montreal, Que.

CAPSTAN
GOODS WILL
INCREASE
YOUR TRADE



THEY ARE MADE
ONLY FROM THE
BEST INGREDIENTS
AND ARE GUARAN-
TEED PURE

<p>BAKING POWDER</p> <p>Capstan Baking Powder ranks with the best. Don't take our word for it, but ask Grocers who are handling it.</p>	<p>PURE MUSTARD</p> <p>Sell your customers Capstan Brand Pure Mustard and they will come again. Put up in neat tins to retail at 10c.</p>	<p>FLAVORING EXTRACTS</p> <p>Our Flavoring Extracts will be found to contain the full flavor of the fruit, strongly condensed. In bottles, all sizes.</p>
<p>MINCE MEAT</p> <p>Our Mince Meat cannot be equalled for Christmas Baking. We take pains in preparing it. It is sold in bulk, from a 7-lb. pail to a 500-lb. barrel; also in packages, 4-gross in case.</p>	<p>WORCESTER SAUCE</p> <p>A delicious relish, equal to anything imported and can be sold much cheaper. Our Tomato Catsup is also a popular table sauce. Our trade in these lines has increased largely during the past year.</p>	<p>SPICES</p> <p>We had a large spice trade last season and expect a larger one this. Our spices are fresh ground from the purest materials.</p>

WE OFFER A LIBERAL PROFIT TO THE GROCER.

Ask your wholesaler for our goods or write us direct. It will be worth your while.

The Capstan Mfg. Co., Manufacturers of Grocers' Sundries, Toronto.

the fact that wheat-raising is so much easier than the slower and more detailed methods of mixed farming. Hogs do remarkably well, and can be cheaply raised owing to the ease with which coarse grains are grown. Some idea of the value of hog-raising may be gained from the fact that, since January last, live hogs off cars at Winnipeg have never been less than 6¼c. per lb., and a great part of that time they have brought 6½c. The packing-houses this year have not been able to secure hogs enough to reach half their packing capacity. There is unquestionably money to the farmer who undertakes the systematic production of the bacon hog. Sometimes people question as to whether, if many farmers went into the business, it would not be overdone, but

excellent profit, and there are even now one or two successful turkey farmers. Such a thing as a supply of broilers is unknown to Manitoba. In the winter season new laid eggs retail at 35 to 40c. per dozen, and the supply never even approximates the demand. Every winter poultry is brought into Manitoba by the carload. Last winter one firm brought in 150,000 lb., and numerous others like amounts.

DAIRYING.

Manitoba alone produced \$1,000,000 worth of butter and cheese last year, and this industry, so far as butter is concerned, is capable of infinite development, as the conditions are all good for profitable dairying, the present tendency being towards

laden with fruit. The growing of these fruits has passed the experimental stage, and it only requires care and attention to produce an abundance of both plums and apples.

VEGETABLES.

All the ordinary garden vegetables grow readily, and some of them, such as cauliflower and squash, can hardly be equalled the one for size and whiteness and the other for size and weight.

Already two pickle factories are established here, and find the supply of vegetables most satisfactory. This is but a brief sketch, and is, of course, incomplete, but it may give readers of THE GROCER something to ponder on.

E. CORA HIND.

THE TEA-TASTER'S BURDENS.

The professional tea-taster does not live a life overburdened with pleasure. His vocation is a jealous one, and he has to be particularly temperate in his living.

The lot of a tea-taster, in the opinion of Inland Grocer, is far from a happy one. His profession is not overcrowded, and he is in consequence able to command a good salary, but after a time this business entirely destroys the nerves and injures the digestive organs. Many of these men sample between three and four hundred cups of tea during the course of the day. This, of course, necessitates the drinking of an enormous quantity, for, even if they only take the smallest spoonful from each cup, the number of spoonfuls is so great that when placed together they would form a quantity of tea which few people would care to drink.

In spite of all this, men who find that they possess the necessary qualifications rarely hesitate to become tea-tasters, as the handsome salaries which are paid are a great inducement. It is not every man who can earn his living as a tea-taster. In the first place, the tea-taster, like the poet, is born and not made, for it is practically impossible to have the delicacy of taste and smell which is necessary for the work. Not only must a tea-taster possess an extremely susceptible palate, but his sense of smell must also be practically "born." Smelling, in fact, plays almost as important a part in the work as tasting. By simply handling and applying to his nostrils a pinch of tea from a dozen separate chests, the tea-taster can often tell the quality of each and the price.

This is not the only drawback to the work of the tea-taster. He has to pay the strictest attention to his mode of living. Certain articles of food and kinds of drinks have to be avoided, and above all he must never smoke more than one mild cigar or pipe of tobacco in twenty-four hours, and that always in the night time.



ALSO ON THE FARM OF DUGALD TAYLOR.

From Photo loaned by The Winnipeg Free Press.

of that there is little danger, as Manitoba packers are in a good position to export bacon and hams if they ever had any to spare, but at the present time carloads are constantly being imported from the American side, and, with our present growth of population, the home consumption will increase steadily. The increase of the present year has been enormous.

A FUTURE FOR POULTRY.

As to poultry, there is a future for the man or woman who will go into the business here. Winnipeg has never yet been adequately supplied with a good grade of poultry. It has been demonstrated that chickens, ducks and geese can be raised to

large creameries at central points, run on the cream-gathering plan.

FRUIT AND VEGETABLES.

Manitoba is not in the banana belt, neither is it likely that oranges will ever be grown for export, but when it comes to small fruits, hardy plums, apples and crab apples, Manitoba is all right, as the recent horticultural exhibition proved to a demonstration. So far as raspberries, strawberries, currants, gooseberries and blackberries are concerned, an abundance is now grown. In a few sections of Southern Manitoba they raise sufficient crab apples for the home market. There are a few apple and plum orchards, and these were this season

Established 1845

MODERN MACHINERY, UP-TO-DATE METHODS

Established 1845

WE ARE PREJUDICED; we acknowledge it frankly and we do not ask you to believe our statements without first satisfying yourselves that we are right, but what we do want is to get you to test and compare the quality of S. H. & A. S. EWING'S high-grade COFFEE & SPICES with others in the market. **THE GOODS WILL CONVINCEN YOU.** In making

COFFEE

this assertion we appeal to the cautious, intelligent, long-headed men who recognize merit. **IT STANDS TO REASON** that, with our direct connections for importing the best high-grade goods, combined with an experience of over 57 years

SPICES

and our excellent facilities for handling them, that we are in a position to offer the best value obtainable. Our business and reputation is not built on what is known nor are we satisfied to rest on our reputation methods to strengthen same. Ask any grocer of "EWING'S COFFEE," and "EWING'S EWING'S," the products of the old reliable can obtain S. H. & A. S. EWING'S at the a line and let us quote on your requirements. anteed. Handle S. H. & A. S. E. MOCHA "WILLISON'S TURKEY COFFEE," "VIENNA BAKING POWDER," Etc., Etc.



1 and 2-lb. Tins.

as "hot air," but founded on actual merit; tion, but constantly endeavor by improved who has handled our goods about the quality SPICES." Remember, they are "S. H. & A. S. house. Why handle inferior goods when you same and very often at better figures? Drop Mail orders solicited. Prompt shipment guaranteed JAVA, in 1 and 2-lb. tins (as cut). "PRINCE OF WALES' BRAND SPICES,"

S. H. & A. S. EWING,

Montreal Coffee and Spice Steam Mills,
55 Cote Street, MONTREAL.

The Standard
of Excellence.

Brunner, Mond & Co's

"Empire" Soda, in packets.

Bicarbonate of Soda, in kegs.

Sal Soda.

WINN & HOLLAND,

MONTREAL.

The brand that
guarantees purity.

GROCERY WINDOW DISPLAYS.

SOME SUGGESTIONS FOR RETAILERS.

It is a matter of doubt that many grocers realize the value of their window space as an advertising medium. Let a man stand in front of his store, measure up its space, reckon how many people pass by his door every day and compare them with the number of readers in the local paper. He will find that he can reach through his window display hundreds of people who never read the newspapers. By properly tagging everything he has in the window with a price and a card with some catchy name written on it, he attracts the eye of the man on the street, and impresses on his memory the fact that he can get granulated sugar at 23 lb. for \$1, choice soap at three bars for 25c., smoking tobacco of good flavor at \$1 per lb., a good briar pipe for 25c. at this particular store. The attractiveness of the display creates an admiration of the articles shown in the mind of the passer-by, and, as it is a short step from admiration to a desire for possession, their sales are greatly increased. With this borne in his mind, the merchant should set about dressing his window with a determination to excel all others, and if he does so his business is bound to grow.

The fall is a good time for window display. Trade then is more brisk than in the summer, new lines of goods are coming on the market, displacing other goods, and need to be pushed. Put samples of them in your window, name them, tell what they are for, if necessary, and price them.

TOBACCO DISPLAYS.

FOR those grocers who carry tobaccos in stock a catchy window dressed with cigars and tobacco will draw custom. Have the floor covered with red or blue cloth, and let there be two or three shelves arranged the length of the window. Along the front of the window place a number of pipes of the same or of different style. Next, in the centre, make a low pile of cigarette cases and label them with a card, having written on it some fancy title. It is wise to put in those kinds of cigarettes that come in brightly colored boxes. On each side place a pipe-stand, which may be made of wire and arranged to hold a number of pipes. Then, on both sides of the pipes, place a pile of tobaccos in tins or packages. Have each pile labelled with the price and special name of the article. Such signs as "B—'s dollar mixture will not burn the tongue," ought to be effective.

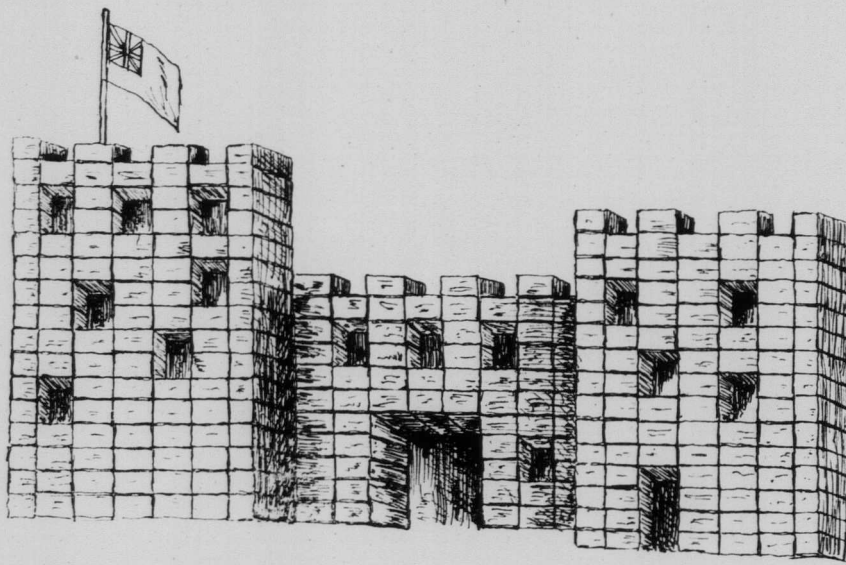
On the second row can be placed more pipes of different patterns, cigarettes, cheroots, boxes of cigars, having their lids open, showing their contents to the passer-by. The cigars would look best if placed in the centre of the row with the pipes and

cigarettes, etc., in piles on each side. On the back row have some piles of tobaccos in plugs and cans, a lot of different styles of pipes, a couple of small pyramids of boxes of cigars and several piles of smoking mixtures, as in the illustration. This window may be arranged in many different ways to suit the space at his disposal and the amount of stock carried by the storekeeper.

A good way to advertise cigars is to build a castle of empty cigar boxes, as shown in the illustration. The boxes may be fastened together by glue or nails. The towers should be built first and openings left for the battlements and windows, as shown in the cut. These towers may be connected by a wall in which is a gateway and three or four loopholes or windows. A card may be put in the window containing the motto, "Old M—d cigar, the best cigar

in dressing a provision window. As in the illustration, have shelving arranged in the window. In front, pile in two rows a number of rolls of bacon the length of the window against the glass. The bacon will fill up the space between the shelving and the glass. On the first shelf pile a lot of chickens, all placed in the same way, and piled two or three deep. On the next shelf plates heaped with sausages, pork tenderloins, pigs' feet, a hamper of eggs, bologna sausage, and the like. On the top row piles of head-cheese, corned beef, and such like may be arranged. The display may be adapted to suit any window.

The sales of cheese from this out ought to be heavy, and it would not be a bad idea to bring cheese into a window display. Instead of shelving, cheese boxes may be placed in the window in tiers and covered



A DESIGN OF CIGAR BOXES FOR A WINDOW DISPLAY.

on the market. Can be had here for 5c.; worth double the money." This makes an effective display. The castle may also be built of cigarette boxes.

PROVISION DISPLAYS.

The cold weather of the fall should much increase the demand for all sorts and conditions of meats and provisions, and the grocers who deal in those goods may greatly increase their sales by dressing a window now and then with these commodities. Care should be taken to have everything clean and neat about the window. Anything dirty would detract from the attractiveness of the display and hinder sales of the goods shown.

One of the ways of making a display effective is to show an immense stock of the same article. This method may be adopted

with paper. Large cheeses may be placed on top of the boxes. Have about three rows of the cheese, and on top of these may be placed alternately one or two bottles of pickles, with some Dutch or Limberger cheese. In front of the cheese may be arranged some rows of various styles of bottles of pickles. Everything should be placarded with a price ticket and sometimes with the special name of the article to assist those who see it to remember what it is at some future time.

HONEY DISPLAYS.

A SEASONABLE time for dressing a window with honey is the fall. By building in the centre of the window by means of glass squares a pile of jars of honey of various sizes, and on each side an artistic pile of comb honey in cases, a pretty effect may be

49
RETURNED
NOV 25 1902

OGILVIE'S FLOUR MILLS COMPANY LIMITED

OGILVIE'S FLOUR MILLS COMPANY LIMITED

OGILVIE'S GLENORA PATENT

OGILVIE'S HUNGARIAN CANADA

OGILVIE'S FLOUR

THE WORLD.

MADE FROM CHOICEST MANITOBA HARD WHEAT.

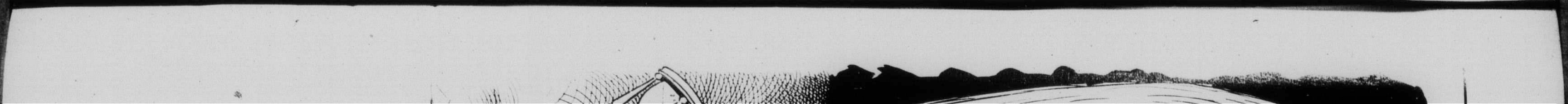
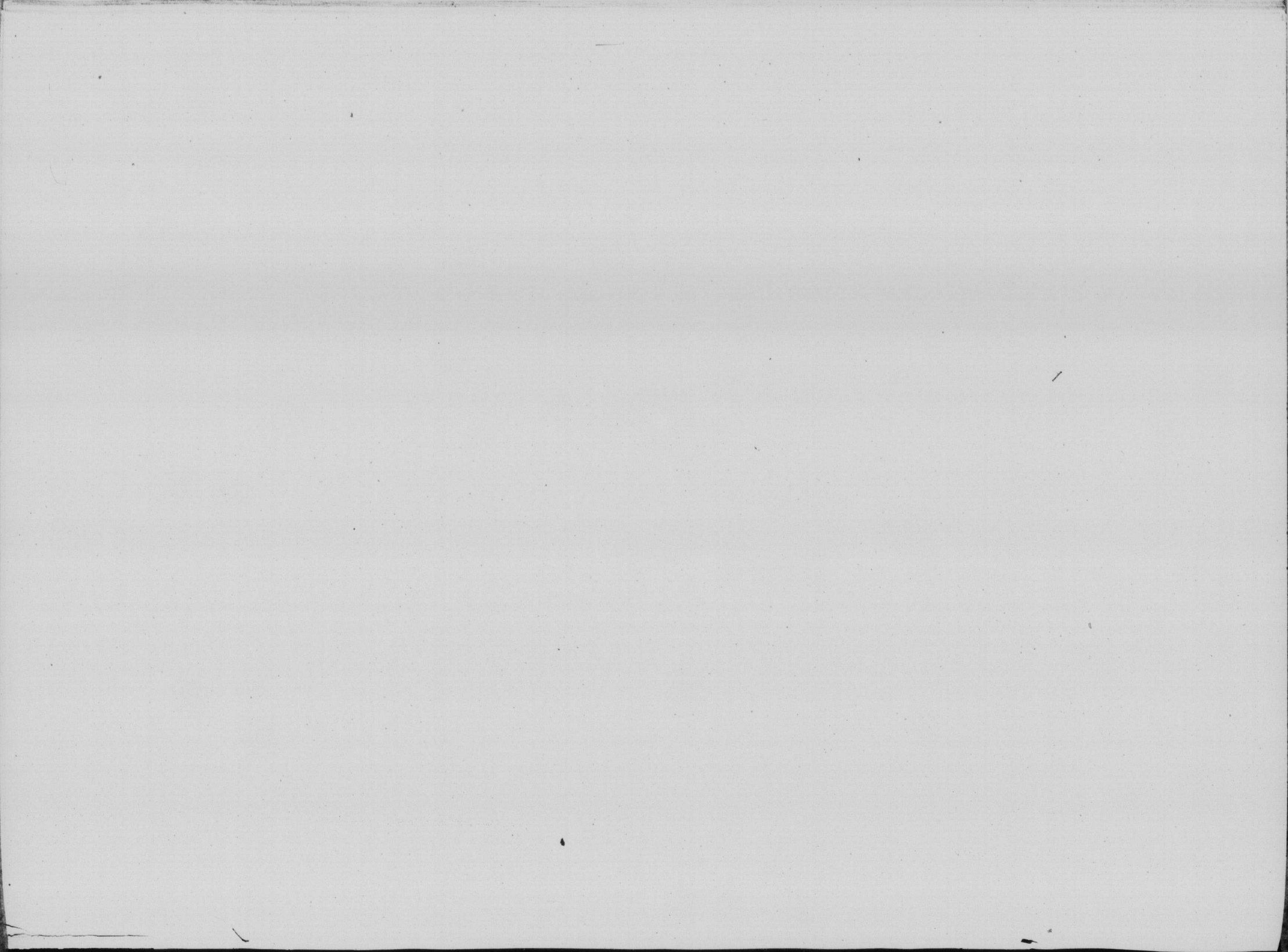
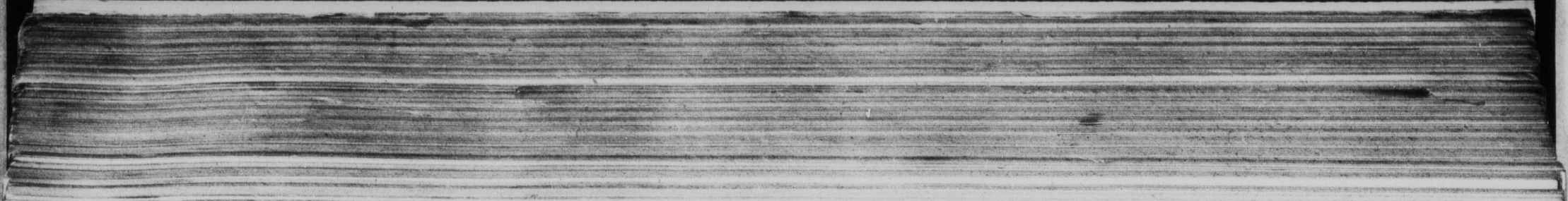
FLOUR MILLERS TO H.R.H. PRINCE OF WALES

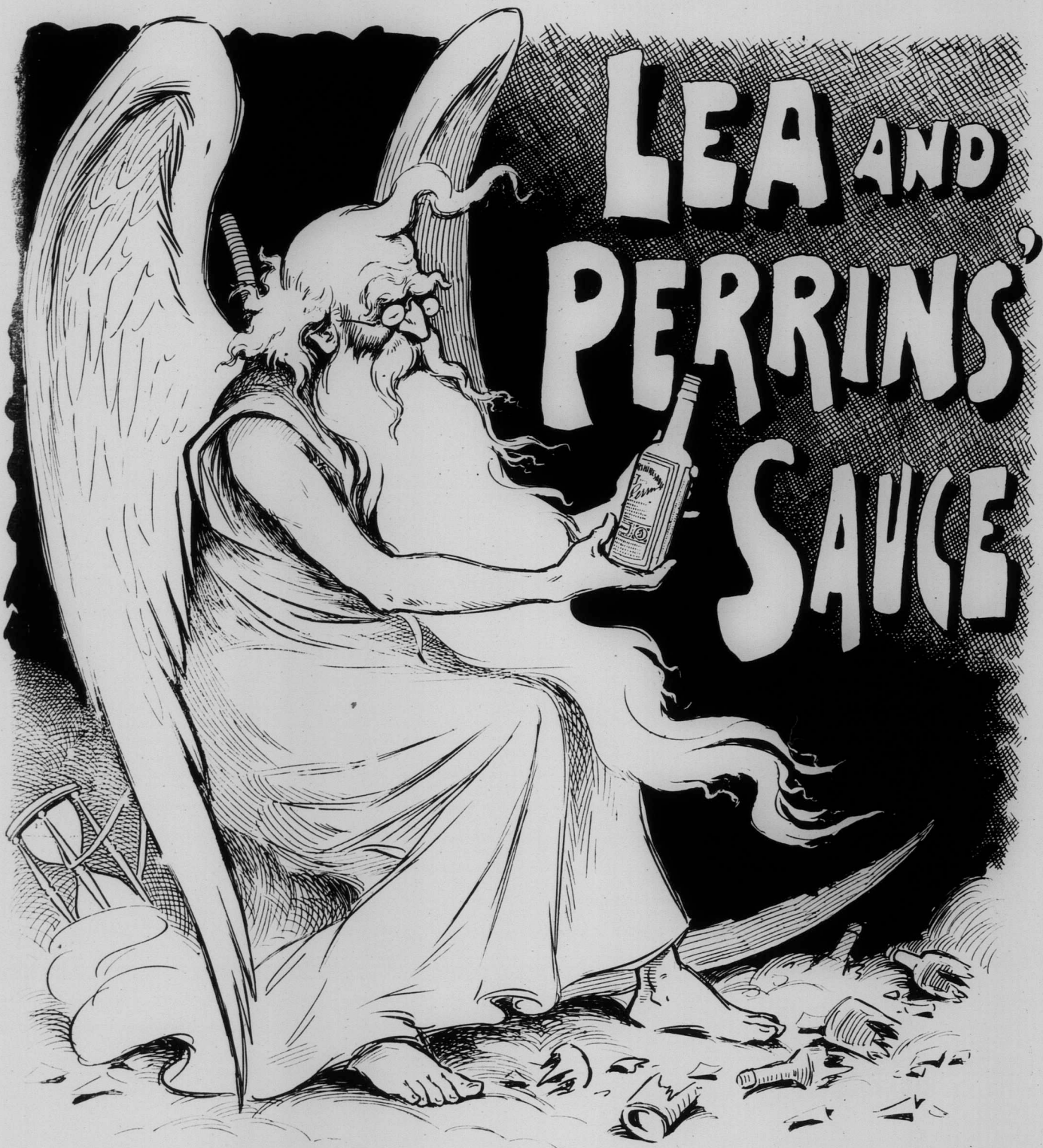
MONTREAL

THE LARGEST MILLERS IN THE BRITISH EMPIRE
DAILY CAPACITY 7500 BARRELS

WINNIPEG

Ask for Ogilvie's Oats. The greatest of all rolled oats. Nothing ever placed on the market to equal them. They stand to-day the best in the world.





THE TEST OF TIME.

Imitations come: Imitations go:

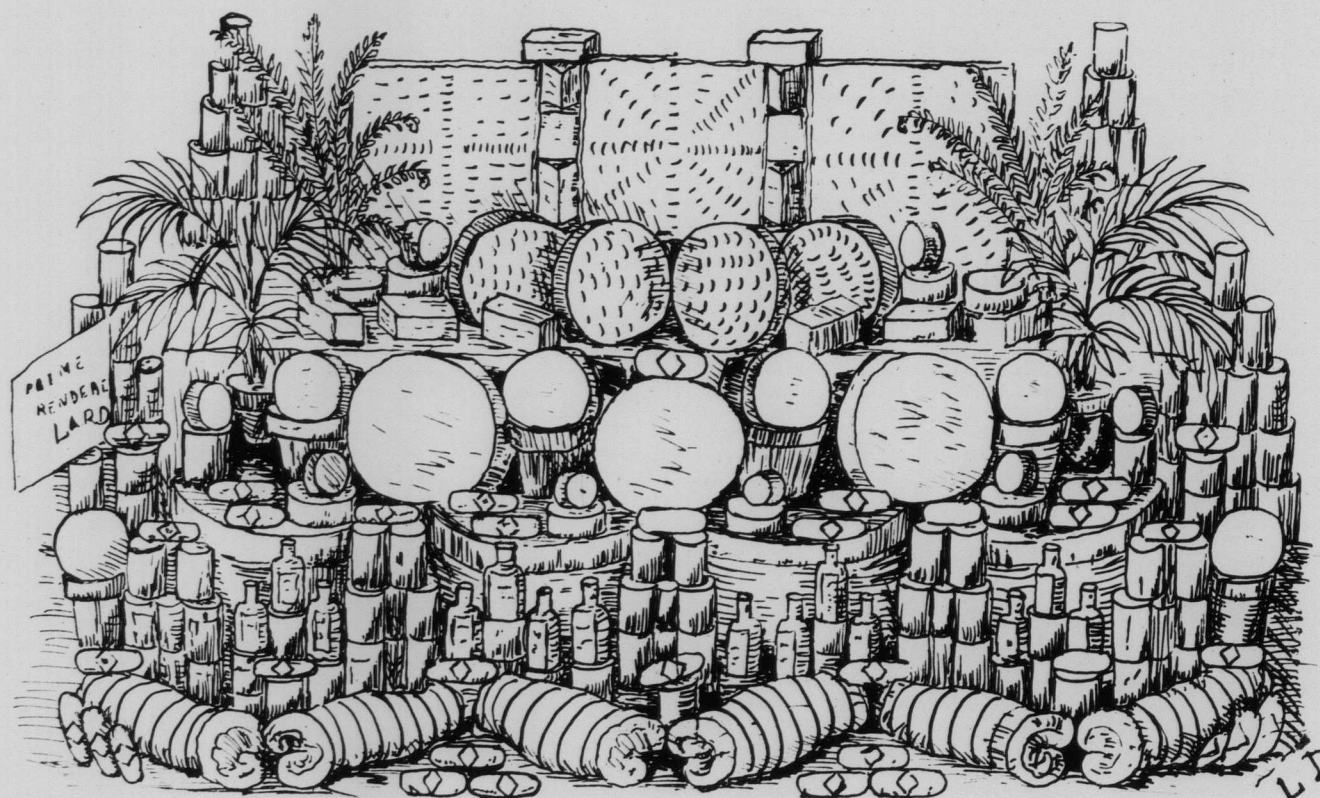
But in the face of all and every kind of competition the "Standard" for counterfeits holds the market now as it did over 60 years ago.

J. M. DOUGLAS & CO., MONTREAL, SOLE CANADIAN AGENTS.

produced. Along the back three or four piles of jars alternate with tiers of cases of the article in the comb, may be placed, and the whole placarded with a sign, such as "Our honey is sweet enough to draw trade."

AN ATTRACTIVE PROVISION WINDOW.

A provision store on King street east, Toronto, recently had a most attractive window display. As will be seen by the accompanying sketch, the bottom rows are rolls of bacon and small sausages. Pickle bottles are placed around the cheese boxes on which the tubs of lard are resting on their sides with their open tops facing the front. Various-sized pails of the same commodity are arranged as in the illustration.



AN ATTRACTIVE PROVISION WINDOW.

The top row consists of tubs of butter with their open tops pointing outward. The back is made of boxes of creamery solids, piled as in the engraving, presenting the appearance of a solid wall. At each side were piles of canned goods. Some palms and ferns in the window contrasted pleasantly with the lard, butter, etc.

CONFECTIONERY WINDOW.

The approach of Christmas is hailed by a great consumption of candies. It is then the energetic merchant endeavors to push them strongly. A window may be dressed with them by overturning a lot of pails of different styles of candies and leaving the candies just as they came out of the pail, piled in rows. Above these rows

boards may be arranged from the two front corners of the window and meeting in the centre of the back as in the illustration. On the boards a number of different plates of candies can be placed. Tissue paper may be utilized to cover up the boards and to place under the plates.

CROCKERY AND CHINA DISPLAYS.

Dishes form part of the stock of a good many grocers and general merchants and an effective window may be produced by setting in it a small table with an attractive dinner or tea set upon it. The table need not take up the whole of the window and ought not to be over a foot above the floor. Around the table pitchers, vases, lamps,

would be well to emphasize the assertion that a season of housecleaning, greater or less, according to necessity, should precede window trimming, and in making this declaration one would not be far astray. Frequently the mere act of cleaning would be sufficient to cause a general improvement in the appearance of the window. Perhaps some retailers would find this sufficient at first, and the remainder would come as a development of the idea of cleaning up.

AN OBJECTIONABLE WINDOW.

A well-known tailor and men's furnisher characterized the coal situation by putting in his window a "dummy" police

officer whose back was turned on a hod of real coal. In the "dummy's" hand was a card bearing this inscription:

"Help yourself. I am not looking."

Near the hod was a picture depicting boys stealing the coal.

A number of the coal dealers protested to the police, and an attempt was made to remove the objectionable exhibit. The tailor refuses to allow it to be removed and he was sustained by the chief of police. The objectors claimed that it incites boys to steal

LEARN TO WRITE SHOW CARDS.

The demand for the card-writer's work and skill has greatly and rapidly increased within the past few years, on account of the

The Blue Grass District of Nova Scotia

furnishes the produce from which "Reindeer" Brand Condensed Milk and Evaporated Cream are made. Milk from this District is particularly rich in Cream. The farmers are thrifty and have the very highest grade of stock. Good cows and good pasture cannot help but furnish a high grade of Milk. Consequently it makes it easy for the Reindeer Company to put up the very highest quality of goods. This brand was the first to be introduced and is still the leader. Dozens of others have made their appearance since and have been forgotten. Quality is the one important feature which has held the trade against all-comers.

You don't have to stand talking half an hour to sell a can of "Reindeer" Brand, and it don't pay you to waste time trying to persuade your customers that something else is just as good, which you surely will have to do if you keep on putting in other unknown Brands.

**"Reindeer" Condensed Milk,
Evaporated Cream,
4 Grades Condensed Coffees.**



The Truro Condensed Milk & Canning Company,

W. G. A. Lambe & Co., Toronto,
AGENTS.

TRURO, N.S.

general competition in advertising and display in all up-to-date stores. Clerks and window-trimmers can readily increase their earning capacity in this class of work. Artistic show cards and price tickets call attention and sell goods that otherwise, very often, would lay on the shelf. Neat and attractive show cards are assistant clerks. An artistic show card in the window speaks louder than words. Clerks and window-trimmers who are good card-writers are always in demand. They have no "dull seasons." W. Edwards, Carleton Place, Ont., advertises in this issue a book of instruction at \$1, postpaid, teaching this art. It has constantly grown in patronage

A PEACEABLE INVASION.

The people of Canada await all business invasions of our friends across the border with feelings of pleasant expectation. To maintain the commercial relations between the two countries on a friendly basis is the work of the practical and enterprising man of business on each side of the line, no matter what imaginary difficulties are announced by political agitators and theorists.

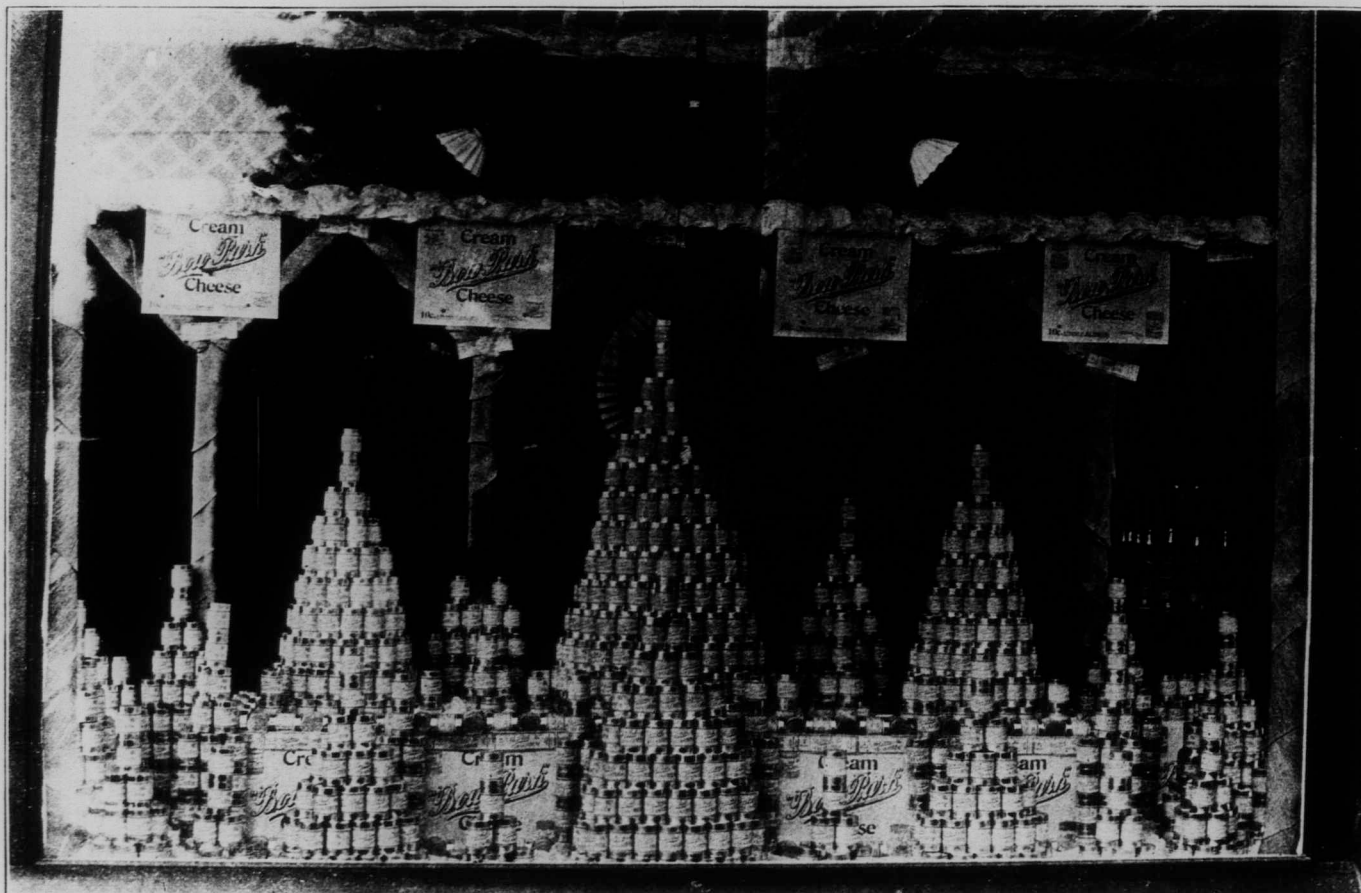
One of the latest of these "invaders," whose business it is to introduce their own lines of teas and coffees to the people and grocers of Canada, is the firm of Thomas

have also built up an enormous trade in a brand of coffee known as the "Duchess," one of the most popular of all their brands.

The house of Thomas Wood & Co. has existed in the United States for over 25 years. Their presence in Canada will be welcomed by our grocers and by the purchasing public, and we bespeak for them the same success that has attended their business career in the States.

A CHEAP WAY.

A Missouri grocer took three new silver coins—a dime, a quarter and half-dollar—and stamped his initials on each one. He



A PRETTY DESIGN THAT EXPLAINS ITSELF

and public favor, and is now universally recognized as the most popular and reliable book ever placed before the public. See advertisement.

The average man or woman is the best judge of what he or she wants to purchase, and naturally they want articles that are extensively advertised. Good business judgment suggests that the proper thing to do is to meet the demand by supplying the articles that are wanted.—Progressive Advertiser.

Never use programmes—unless you have plenty of spare coin of the realm and do not care whether they pay or not.—The Advisor.

Wood & Co. of Boston, whose Montreal headquarters are established amid pleasant surroundings at No. 428 St. Paul street. They come to us laden with the laurels of business success in a market where victory is the reward of those alone who steadily meet most powerful competition both in character and price of these imported goods. Some of these are trade-mark goods, bearing a distinctive name, always of uniform quality, and thus appealing not only to the taste but the confidence of the consumer.

Among their higher grades of coffees may be mentioned the "Gilt Edge" and the "Acme," and in teas the "May Queen," the "Primrose," and the "Queen Bee." They

then put these in circulation through separate channels. After a week he took liberal space in his daily paper and advertised to give ten dollars in gold for the return of each one of the coins. The consequence was that he had everybody for miles around examining their money. He claimed that every time a man, woman or child in his territory came into possession of coins of this denomination they at once looked for the initials, and while doing so unconsciously thought of his store. The rather strange part of it is that, although this offer has been made for nearly a year, not one of the coins has been returned.—St. Louis Grocer.

Make it easier in planning your SHELF or
WINDOW Display by keeping our . . .

EMPIRE Brands of

Tea, Coffee, Baking Powder,
Extracts, Syrup, Salmon,
Mustard, Pickling Spice, Etc.

The oftener people see these brands the better they know you, and the more likely to do business with you.

In addition to above we control sale of following Package Teas: "Hillwattee," "British Choice," "Empire" and "Red Tape." Also "Diamond Crystal" Salt, in bulk, bags and shakers, Dold's Soups, "Shinon," "Bargain" and "Cakewalk" Molasses, Etc.

Try our "Imperial Golden" Vinegar.

Have full lines of holiday goods—Figs, Prunes, Peels, Pastry Spice, Herbs, Roquefort Cheese, Preserved Ginger, Dates, etc.

LUCAS, STEELE & BRISTOL

Hamilton, Ontario.

Correspondence Solicited.

THE SUCCESSFUL CLERK.

By R. H. Hudson, Toronto.

THE successful clerk is a somewhat rare young man. To be full of successes in one's chosen work is a grand ideal; but to get there is the rub. For, what do we find from observation? Not the successful clerk, but the dominant class we are forced to brand as failures, pure and simple, and this condition of affairs is brought on themselves altogether, or nearly so, by their own carelessness and lack of enterprise. There are some features which go to form the characteristics of a successful clerk, which we ought never to lose sight of in thinking about the life behind the counter, with its results so advantageous or otherwise to both clerk and employer.

The successful clerk must be a gentleman—a man, in the best and truest sense, a man, not a puppet who has to be barked at constantly to make him attend to his business. Nor will he be a boyish man, who seems to forget everything but his boyish frolics and tricks and his desire for fun. Nor can he be satisfied with being a dude, whose principal business qualification is to keep his hair beautifully parted in the middle, his moustache waxed, his apron spotless, his tie and collar of the very latest styles (though these may be all very well in their place). He must be a gentleman; gentle in his dealings with the children, gentle and modest in his whole behavior.

Good manners cost nothing, perhaps, but those who practice them are spotted by the best customers, and they wait for him, while the other fellows sulk and wonder why they cannot take the order as well as our good-mannered friend.

The successful clerk will also be on the very best terms of friendship with his employer or manager, constantly seeking to further the interests of the business by bringing to the notice of his employer well-planned schemes in store arrangement and decoration, advertising, delivery, or whatever affects the business in general. A successful clerk will also keep his stock well assorted and his want-book up-to-date, letting no stock accumulate under the counters or in out-of-the-way places, but rather pushed forward, remembering that the first loss is the least loss. A successful clerk will likewise be well informed on the manufacture or growth, care and uses of the goods he handles from day to day. And he need not grow weary, and will not, if only he gives himself to this pleasant task, for it is marvellous what these bins, barrels, boxes and shelves contain and how the four corners of the earth come to his help in satisfying the daily wants of his customers. Not only will it be a vast satisfaction for

him to know as much as he possibly can about his stock, but this knowledge will give a splendid impression to his customers. For instance, a lady comes into the store, and in ordering her groceries she comes down to the item "cloves." She says to the clerk, "What are cloves, anyway, Mr. Clerk?"

"Oh, I don't really know," he says, "except that they are used at pickling time, and also for hiding the odor of the last beer before a fellow goes to see his best girl."

He frankly tells all he knows about the matter; but he loses an opportunity of imparting information which would give his lady customer a good impression of him. How much better if he had answered something like this: "Cloves are a most important spice, sometimes called spice nails, from their resemblance to a nail, you know. They are grown mostly in the East and West Indies, the choicest coming from Penang, one of the East-Indian islands. Those are large in body, with golden heads, and are very oily. They are harvested between September and March. The average annual yield is about 10,000,000 lb. The average tree yields about 5 lb."

The effect is good, for the customer necessarily goes away with the impression that Mr. Clerk is well posted, and she likes him. It is a drawing card for any store to have a clerk alive and up-to-date.

I read an article lately to the effect that clerks learning their business in the Old Country are superior to those learning in Canada, and the reason for this was given that every clerk had to serve from three to five years' apprenticeship. This may be applicable in some lines of business, but it is unnecessary, to say the least, for any young man to give away five of the most productive years of his life for little or no wages. But what is needed rather is earnest application and adaptability on the part of every clerk, taking advantage of night schools, lectures, libraries and trade magazines, which are so easily obtained, and being wide awake and doing the work on hand just a little better than most other fellows would or could. Then, persevere.

HOW SCHWAB ROSE TO FAME AND FORTUNE.

CHARLES M. SCHWAB, who, at the age of 39, was chosen President of the United States Steel Corporation, the greatest commercial organization in the world, and who receives \$250,000 a year, probably the largest salary in the world,

was born in Williamsburg, Pa., February 18, 1862, and consequently is now nearly 41 years old.

When he was 10 years old his father, who had been in the woollen manufacturing business in Williamsburg, moved to Loretto, Pa., and established a livery business. Young Charles did considerable stage driving for his father, attended for three months each winter the Loretto country school, where he early displayed a great love for mathematics, and after two years went to St. Francis' College, where for four years he stood at the head of his class.

Just seven years after he entered the Carnegie concern he was sent as chief engineer to rebuild the great Homestead steel plant.

In 1887 he became superintendent of the Homestead works, and five years later, in consequence of the tragic death of his friend W. R. Jones, he was made general superintendent of the Thomson works. He subsequently built the great steel rail mill and practically rebuilt the entire plant, receiving at this time a salary of \$35,000 a year.

Several years before his advancement became a matter of course, Mr. Jones once answered the query as to who would succeed him as the head of the Edgar Thomson works by saying, "The young engineer Schwab is the only man thoroughly fitted for the place."

After his fatal accident there were 24 applications for Mr. Jones' position. Mr. Schwab did not apply, and was surprised to receive a letter from the officers of the Carnegie works appointing him superintendent, a great honor for a man so young.

During the Homestead strike, after the strikers had been out two months and there was no prospect of an early settlement, Mr. Schwab went to the Homestead works and on account of the great fondness of the men for him, in three weeks, through his individual efforts, the strike was declared off. At that time he directed both the Edgar Thomson works and the Homestead works from Homestead.

When Mr. Carnegie sold out his interest in the Carnegie company to the United States Steel Corporation he stipulated that Mr. Schwab must be made president. He is now a multimillionaire and is very generous in his charitable work.

A leading Provision Merchant writes: "I am quite satisfied with Butter Moulder. It does all you claim for it." A specimen of numerous unsolicited testimonials as to the merits of a machine that automatically cuts up and weighs out Tub Butter in ¼, ½, 1, or 2-lb. lumps, round or brick shape, instead of serving unsightly lumpcut out with a knife. Grocers and Provision Merchants wake up! Get this up-to-date appliance. Sent on trial. R. A. Lister & Co., Limited, Dursley England, and 579-581 St. Paul street Montreal.—Advt.



THERE IS NO SECRET

why "KKOVAH" JELLIES have at one bound leapt into public favour in Canada.

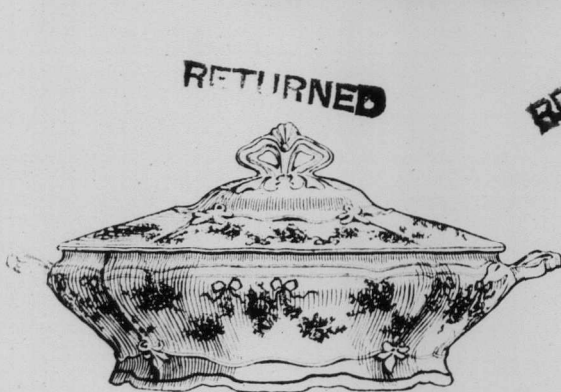
Send for samples, compare with any other, and we shall also have your business.

Smart advertising matter sent with all orders.

Sole Agents for Canada,
Greig Manufacturing Co.
 MONTREAL.

XMAS TRADE.

RETURNED



"Rose - Garland."
 A dainty open stock Dinner, china pattern.
 Ask for price list.



One of our special values in Plate Sets,
 to retail for 25 cents.



A popular number from our large range of
 Salad Bowls.

Returned 3 cups (val 18)

Fancy China Ware.

Cups and Saucers,
 Berry Sets,

Plate Sets,
 Salad Bowls,

Bread and Butter Plates,
 Tea, Sugar and Creams,

Children's Mugs,
 Cake Plates,

Shaving Mugs,
 China Novelties.

WRITE FOR CATALOGUE containing complete line of Fancy Goods,
 Toys, Dolls, Novelties, Fancy China, etc.

46-8 Front St. W.

NERLICH & CO.

TORONTO.

CEREAL BREAKFAST FOODS.

ADVENT OF THE PACKAGE PRODUCT.

ONE can hardly pick up a publication of any sort to-day, whether daily paper, weekly or monthly magazine, without coming across at least one advertisement of some cereal breakfast food. The great success of one brand of rolled oats, brought about largely by a series of strong, clever advertisements, induced other millers to enter the field, and now there seems to be no limit to the number of names and styles of labels being brought out under the name of breakfast cereals. The peculiar part of it is (and it is a proof of the great value of advertising), that each new arrival is greeted by many consumers; there appears to be room for all and more to come, while competent authorities state that there isn't a particle of difference between one brand and another. The label, backed by the advertisement, does the business.

The result has been that grocers find themselves burdened by having to keep a great variety of these goods, if they are to be able to supply all the demands made upon them. In former years the grocer's stock of breakfast goods consisted merely of oatmeal and cracked wheat, good wholesome articles, which formed the staple porridge at a low price and made a palatable, healthy diet.

Then came dry rolled oats, and in their train steam rolled oats, rolled wheat and innumerable other fancy goods. Rolled oats were introduced in October, 1882, by a well-known Canadian gentleman, F. C. Ireland, the founder of the Ireland National Food Company. These were dry rolled, and not mixed with water as is generally the case with all the rolled oats on the market to-day. It was a coincidence that in November of the same year, a Mr. Schumaker introduced rolled oats in the United States.

Each of these gentlemen believed that he was the first to discover this method of preparing oats. Calling upon Mr. Schumaker one day, Mr. Ireland intimated that he had first made rolled oats. Mr. Schumaker denied this, but an examination of their patents showed that Mr. Ireland was the first by nearly one month.

"But," said Mr. Schumaker, "I made rolled oats long before I had them patented."

"So did I," said Mr. Ireland.

And the question is still undecided, though the score goes to the Canadian.

As many of the trade will doubtless remember, there was a great difficulty in inducing grocers to handle the new preparation, and the millers had almost to beg the trade to at least give it a trial. The cereals then used consisted of fine and granulated oatmeal, with some whole oats which were imported from the Old Country. From a hygienic standpoint these last were about as good as could be produced, retaining as they did all the best of the grain. But they took much longer to cook, and consequently were not as desirable as the meal. At any rate there was not a great quantity of them used in this country. But after having once secured a foothold on the market, it was not long before the use of rolled oats became general. There are now, it is alleged, none of the dry rolled oats on the market. Steam rolled, which are cheaper, have taken their place; although there would doubtless be a good demand for the others, if they were again placed on the market.

It is questionable if these rolled cereals, which sold at a higher price and needed much less time to cook, were any improvement as regards health on the old-fashioned meal, which had been in use for generations, and to which both merchants and public had become used.

From a hygienic point of view the rolled cereals used at present could not be as wholesome, because in their preparation a large percentage of water was added in the form of steam to soften the kernels of the grain in order to roll them into flakes. This moisture has a detrimental effect on the keeping qualities of the food, which is thus rendered more subject to become musty than the perfectly dry meal. The addition of water, however, gave from 10 to 20 per cent. additional weight to the food, and that much extra profit to the miller, while the consumers found they could not add as much water to the porridge as formerly.

In the matter of rolled oats, great care had to be exercised by the manufacturers in cleaning off every particle of hull, which is left on the groat; as it was offence to the palate when it appeared in the porridge. In oatmeal, small particles of hull left in could not be noticed, being ground up fine, and

gave no offence. On the contrary, they were considered very wholesome.

But there was one feature about the rolled oats, besides the extra moisture and the appearance now and then of pieces of hulls, which rendered this preparation less valuable as a health-giving food than oatmeal. That was, that in removing every bit of the hull, the goods had to be more closely milled, scoured and brushed. In doing this the very best part of the oat food was lost. It was removed into the offals and sold at a low price for cattle food. From this lost part comes the strength which the consumer derives from eating the oat food. It contained the thin inner lining, rich in the very best substance which fattens the horses, and without which oats would not serve them as a food at all. It is that part of the oat which contains the fluoric acid, so necessary to the human system, for tissue, nerve and stamina.


The old-fashioned oatmeal is therefore much healthier, more convenient to handle, less bulky and less expensive. Rolled oats, from this theory, and it is not only a theory but a physiological fact, are no improvement on the oatmeal; although when there was nothing to choose from but the old fine and granulated oatmeals, there was considerably less business done in cereal foods than is the case at the present day.

Wheat, the food experts tell us, is the most perfect food for mankind. This is pleasant to hear, for we are asked to try a great many different brands, put up in every conceivable form and style. The constituent parts of the wheat require to be all left in the food in order to get the very best results to the human system. The outer fibre, which is a wood substance and indigestible, should be removed entirely. Then, when rolled, granulated, cracked, or made into fine meal or flour, it is equally useful and valuable as a perfect food. In most of the wheat breakfast foods now offered for sale there is the addition of sugar, malt, ferrum, phosphates or fancy flavoring to please the palate, which, of course, though likely increasing the sales, neither adds to the real value of the food or detracts from it. There is a great difference in the cooking of these foods. The plain, inexpensive foods, thoroughly and properly cooked, are as good as any of the fancy and higher priced articles.

But what is the grocer to do? The numerous goods, put up in all kinds of



TRY ❁ ❁ ❁

WALTER THOMSON
& SON FOR 

Maple Leaf Rolled Oats

and all grades of Oatmeal.

Correspondence Solicited.

ALSO ...

Flake Wheat
Split Peas
Pot Barley

AND

Cornmeal

NONE BETTER

MILLS AT

Mitchell, London and Seaforth

TILLSON'S

28

And all the best of
their kind

10 Kinds of Flour

8 Kinds of Cereal
Breakfast Foods

10 Kinds of Feed

The "all-around"
equipped Cereal
Milling Plant of
Canada.

THE TILLSON CO., Limited,
Tillsonburg, Ont.

BET-SUGAR MAKING IN CANADA.

PRESENT CONDITION OF THE INDUSTRY.

SUGAR was first procured from beets by a German chemist away back in the middle of the eighteenth century. Maggraf was his name and he wrote out the results of his experiments and read them before the Berlin Academy of Sciences. Unfortunately, while he was both enthusiastic and clever, he was poor and absolutely without influence, so that his words fell on unheeding ears.

But a time came when the predictions of Herr Maggraf were recalled and European scientists set to work to perfect a system for procuring sugar from beets. This was when the Emperor Napoleon was devastating the continent and when the sugar-supply from the Indies was cut off. Then necessity became the mother of invention and sugar was successfully derived from beets.

When peace returned to troubled Europe, however, the crude and expensive methods which had been adopted were found to be inadequate to produce a cheap enough product to compete against the cane-sugar, which was once more being brought across the Atlantic. This time scientists did not give up the struggle, and by slow degrees they succeeded in building up a home-industry, which eventually ousted the imported article from the field. Only in England was the industry viewed with contempt, mainly because of the English capital that had been invested in the cane-sugar fields of the Indies.

But in face of the European competition the West-Indian planters have not given way nor have there been lacking scientists to support the cause of cane-sugar. The struggle between cane and beet sugar is still continuing and it remains to be seen which shall conquer.

Experiments on this side of the Atlantic began about 1830 in the United States. A factory after factory was put up, but all proved failures for many years. Still, patience has had its reward and in recent years an industry of great importance has sprung up in the United States. The people and the Government have realized the importance of keeping the hundred millions of cash which they annually pay for imported sugar for circulation in their own country. The people are supporting the home-industry and the Government is keeping up experimental stations and is

making close investigations. Factories are now in existence from Maine to California.

Some 25 years ago an attempt was made in Quebec to follow the example of the European nations and manufacture sugar at home. A series of unsuccessful experiments covering a great many years culminated in the removal of a factory from Farnham, Quebec, to Rome, N.Y., about five or six years ago. Its want of success was largely due to lack of capital, poor management and the apathy of the

several years, during which time sugar-beets in small patches have been grown in many counties with medium success. It was only in 1900 that the Provincial Government took up the subject in earnest and directed that special experiments be made. Professor Shuttleworth, of the Ontario Agricultural College, accordingly conducted experiments in three neighborhoods, Newmarket, Aylmer and Welland. The results showed beyond the shadow of a doubt that both soil and climate of many parts of Ontario were admirably



A HEALTHY BEET PATCH.

farmers. This was in face of the Government bounties granted in 1892 and subsequent years. The bounty paid was \$1 per 100 lb. and the first payment aggregated \$23,767. In 1893, \$20,568 was paid. In 1894, \$7,766, and in 1895, \$29,449. In 1895 the bounty was reduced to 75c. per 100 lb., but no payment was made, the industry being dead.

Though the beet-sugar industry has been before the people of Ontario for

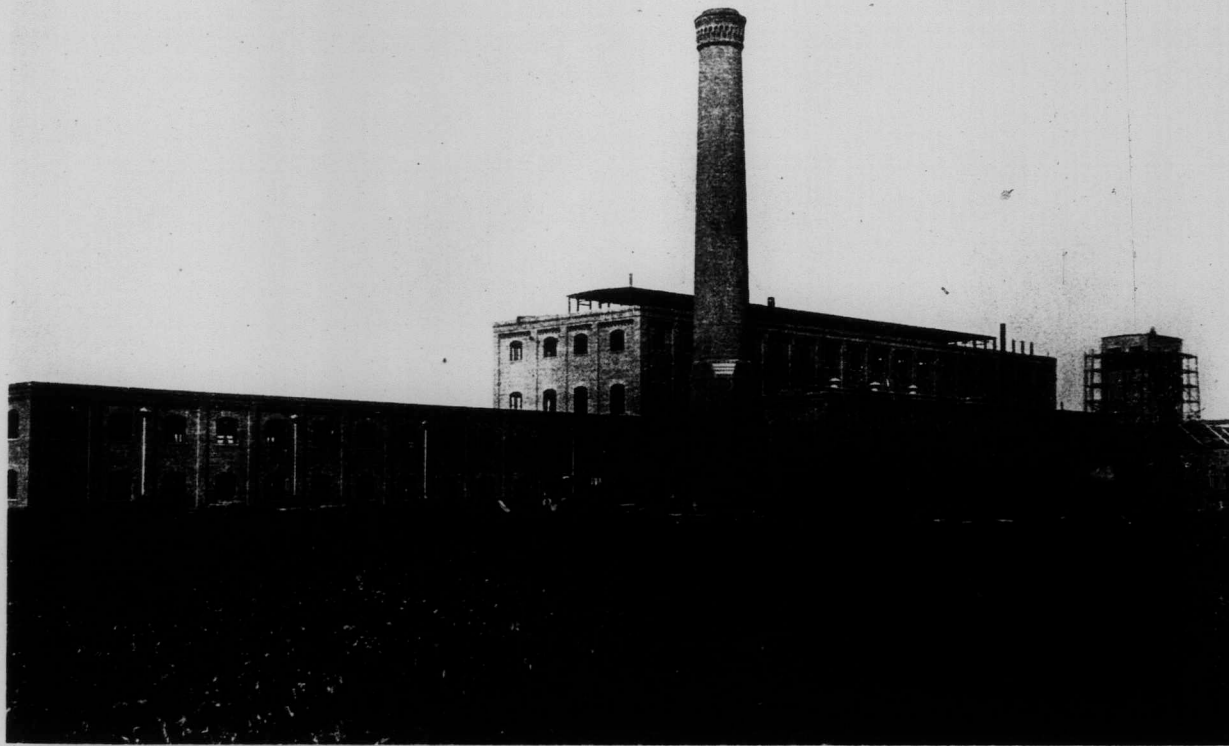
adapted to the growth of sugar-beets of high quality and tonnage.

In 1901 the experiments were resumed in 15 localities and proved even more successful than those of the preceding year. So much so, that Professor Shuttleworth wrote in his report to the Minister of Agriculture, "The experiments of the two years in the cultivation of sugar-beets conclusively demonstrate the adaptability of this crop to our soil and climate, and

Standard Granulated Sugar.

A truly Canadian Product.
Made in a Canadian Factory.
Made from Canadian Sugar Beets.
Grown by Canadian Farmers.
Produced by Canadian Labor.

RETURNED
NOV - 8 1902



New 700-ton Beet Sugar Factory of the

WALLACEBURG SUGAR CO., LIMITED
at WALLACEBURG, ONT.

Substantially built and equipped with the most modern and improved machinery in the world at a cost of over \$600,000.

indicate the probability of the cultivation of the beet for sugar production becoming within the next ten years rather extensive in Ontario."

During the past year four factories have been erected in Ontario. These belong to the Warton Beet-Sugar Manufacturing Company of Warton, the Wallaceburg Sugar Company of Wallaceburg, the Dresden Sugar Company of Dresden, and the Ontario Sugar Company of Berlin, with capacities respectively of 350, 700, 600 and 600 tons. At the same time in 1901 no less than 4,800 acres of beets were cultivated in Western Ontario to supply the Michigan factories. Now that the Ontario factories are in operation, this growth will doubtless be utilized at home.

Up in Raymond, Alberta, a factory is to be erected next year, which its promoters hope will be a huge success. They believe the conditions in Southern Alberta to be highly suitable for the growth of the sugar-beet. The company organized for the carrying on of the work is capitalized at about half a million, the building and sheds will occupy ground to the extent of from three to five acres and the daily capacity of the mill will be some 400 tons of beets. There will be in the plant about 20 large boilers running night and day which will mean a consumption of 60 tons of coal. In addition to this a lime-burning apparatus will be installed that will convert 20 tons of lime rock a day. When the concern is running to its expected capacity the annual output of sugar will be in the neighborhood of 10,000,000 lb. annually.

When it is remembered that Canada at present imports all her sugar, amounting to no less than 300,000,000 lb. annually, the benefit to the farmers of the country, when once cheaper sugar can be manufactured at home, will be considerable. It is estimated that to supply this amount of sugar 113,600 acres of land will have to be cultivated, which will mean a value to the farmers of over \$5,000,000. Careful cultivation will be necessary, of course, and the best farmer will make most out of the new industry.

Already schemes for the utilization of the by-products of the sugar factories are on foot. One of the most important, over in Germany, is the use of the molasses-like substance that accumulates in the manufacture of the sugar for the making of whiskey. In Ontario Messrs. Gooderham and Walker are interesting themselves in the distilling of this by-product and a company known as the "General Distilling Company, Limited," has been formed with a capital of \$600,000. They will

use the distilled spirits for mechanical and art purposes only.

Taken all in all, Canada, and especially Ontario, seems to be well adapted for the successful promotion of the beet-sugar and its allied industries. Machinery can be brought in free. Transportation facilities are good. Farming processes are up-to-date and there will soon be a population requiring a greater supply of sugar.

WALLACEBURG BEET-SUGAR FACTORY.

TO give an intelligent description of the immense beet-sugar factory of the Wallaceburg Company is beyond the ability of any but an expert in that line of business. This magnificent structure impressed the writer with being not only one of the largest, but one of the most substantially-constructed plants in Canada.

On inquiring as to the dimensions, I was informed that from one end of the building to the other was a distance of over 1,000 ft., and the site includes 54 acres of land, being located on the banks of the Sydenham River, in the western portion of the town of Wallaceburg. The contractors for this factory, The Kilby Manufacturing Co., of Cleveland, who have built a number of the most successful beet-sugar refineries in the United States, broke ground in October, 1901, and have had a force of from 50 to 350 men up to the present time engaged steadily on the work of completing the refinery. All the foundation work throughout is built of concrete, huge concrete piers supporting the heavy iron columns that bear the weight of the structure and machinery. An idea of how much material has been used can be gained from the fact that over 3,000 carloads of machinery, building material, etc., have been utilized in the erection of this plant.

In going into the main building, which is four storeys high, 270 feet long and 65 feet wide, the writer was impressed with the substantial character of the structure and machinery throughout—all floors and roof being composed of concrete, the framework being made of the heaviest steel and iron used for structural purposes. On reaching the third floor we found 10 immense iron crystallizers weighing 48,000 lb. apiece, and on the same floor there were placed four evaporators which weighed equally as much as the crystallizers. The contractors have saved neither time nor expense from one end of the plant to the other, making many improvements over factories which they had built but a year ago.

A complete electric light system, which furnishes 300 incandescent lamps and 10 arc lamps, was installed, having separate dynamos for day and night service.

In a plant of this size there is a very large quantity of water used each day, and they have installed two pumps, each having a capacity of 4,000,000 gallons per day.

Going further, we entered the sugar warehouse, which is a two-storey brick building constructed in the same manner as the main building. This warehouse is 200 ft. long, two storeys high and 65 ft. wide, with a capacity for holding 20,000 barrels of sugar, with all modern appliances for handling barrels. The boiler-house shows you that they contemplate using a great deal of steam, as they have eight large Scotch marine boilers with a total capacity of 2,000 horse-power, using over 100 tons of coal daily. Only a part of the steam generated here is used for power as a considerable amount is used in boiling and refining processes throughout the plant.

A complete and well-equipped machine shop is no unimportant part of this institution, it being very essential that in case of a breakdown as little time as possible may be required to make the necessary repairs and get started again.

In the manufacture of beet-sugar it is necessary to use large quantities of lime in the purifying processes, and, therefore, a large limehouse has been erected with a steel lime kiln 50 ft. high in which to burn the lime rock for this purpose. About two carloads of limestone a day are consumed and this is burned with coke. In an ordinary season's campaign about 500 tons of coke would be consumed, about 10,000 tons of lump bituminous coal and 4,000 tons of limestone.

Then there are the mammoth beet sheds, in which are stored the beets after they have been hauled in by the farmers and the railroads. These sheds are constructed of concrete and iron, in the same substantial manner as the other parts of the factory. There are 10 sheds, each 400 feet long, all under one roof, and are capable of holding from 12,000 to 15,000 tons of beets. Over 100 teams can be loaded at one time.

A unique part of this plant is their equipment for bringing in sugar-beets by water, the company having supplied themselves with a fleet of 25 scows and a tugboat. Handling beets they will have grown along the banks of the many streams leading to this point. The beets are conveyed from these scows by elevators driven by water

PATRONIZE A HOME INDUSTRY AND
Order of Your Jobber

**Dresden
Standard
Granulated
Sugar**

As it is grown and refined in your own country, we guarantee it to be of the highest quality and purity, and not excelled by any sugar manufactured in

Canada.

MANUFACTURED BY

The DRESDEN SUGAR CO.

Limited

DRESDEN, ONT.

tricity, and hoisted up into a large shed built on the dock. All beets are carried from the sheds to the factory by water running through concrete and iron flumes, where they are sliced, and start on their way to be manufactured.

This factory will have a capacity for slicing 700 tons of sugar-beets daily, and will turn out from 125,000 to 150,000 lb. of sugar per day, all of the finest quality of standard granulated.

There will be employed many skilled chemists and mechanics, and the total number of employes on the pay roll will amount to at least 250.

In order to have a full season's run, that is a run of about four months, it would require the beets raised on from 7,000 to 10,000 acres of land, and from what the writer could learn of the surrounding country, it is believed to be one of the best for producing not only a large tonnage per acre in beets, but will also produce those containing a high percentage of sugar.

This industry without doubt benefits the farming community to a greater extent than it does any other class of people. If we consider that the farmer should raise on an average 10 tons of beets per acre, and would be able to secure \$4.50 per ton for his sugar-beets at the factory, this would mean to him \$45 per acre for his crop, which he can produce in any fair season, at a cost of about \$25 per acre, leaving him a net profit of from \$15 to \$20 per acre. Where the farmer raises from four to five acres of sugar-beets, he can readily take care of these with the ordinary farm help, and not pay out anything additional for the cultivation of his sugar-beets. In an average season the Sugar Company would pay to the farmers of that vicinity at least \$300,000, which, you can readily understand, is a large amount of cash to be distributed in one section, for one kind of crop.

The writer was informed that this plant at Wallaceburg cost over \$600,000, and the investors very naturally must feel that it is a business that can be carried on profitably, otherwise they would not have put such an immense sum into this institution. It does seem that this industry should receive the encouragement, not only of the consumers of sugar, but also of the Government, as it means the building of a vast industry in Canada, and keeping within this country immense sums of money that have been sent to foreign countries every year, for a product which can be manufactured at home.

DRESDEN BEET-SUGAR FACTORY.

JUST about one year ago Capt. James Davidson promised the citizens of Dresden, Ont., that he would build the most modern up-to-date sugar factory ever constructed. This promise, it is claimed by The Dresden Sugar Co., Limited, has been fulfilled in every particular. It now remains for the farmer, the grocer, and the Dominion Government to make the sugar industry one of the best enterprises of Canada.

MACHINERY OF THE LATEST TYPE.

The machinery of the plants is of the most modern and effective description. All

the town of Dresden for the past eight months has seen over 200 high-priced mechanics working and spending the money with the merchants.

THE FACTORY.

The factory is of brick, cement floor and steel constructed, making it fireproof. The crystallizing mill is five storeys high, another section is four storeys high, the sugar storehouse is two storeys high and in another part of the vast grounds a handsome two-storey brick and stone office building.

The sugar plant is a little city by itself containing its own limekilns, where



AN AYLMER BEET FIELD,

which in 1900 yielded an average of 28 tons an acre. The beets were planted on May 5 and the photograph taken early in July.

the latest labor-saving machinery has been installed. Even yet the labor required to run this plant will be enormous. At least 250 men will be required to run the factory every day of 24 hours, working in 12-hour shifts. Before a wheel is turned, or a grain of sugar produced, the outlay by The Dresden Sugar Co., Limited, for its 600-ton fireproof factory, its immense amount of machinery and for real estate, will be over \$600,000.

The contractors purchased in Canada all the machinery that could be bought, and

manufactures from crude lime rock the material used in the clarification of sugar syrups; its own electric-lighting plant; its own machine and tool and blacksmith shops, where the tools used in the factory are manufactured and the repairs made to the vast amount of machinery used in connection with the manufacture of sugar. Everything about the manufacture of sugar is mechanical. From the time the ripe beets are dumped into huge hopper bins in the beet sheds at one end of the grounds of the sugar factory until the white crystal product



You will look as contented as this Cat
if you sell :

- Griffin & Skelley's Raisins and Dried Fruits.
- "Macurquarhts'" Worcestershire Sauce.
- "Stephens'" Gloucestershire Pickles.
- "Codou's" Macaroni.
- Wheat Marrow.
- "Thistle" Canned Fish.
- Moir, Wilson's Scotch Fish.

Quality Never Varies.

ARTHUR P. TIPPET & CO., General Agents, **MONTREAL and TORONTO.**

is carried out of the storage house in barrels the hand of man never touches it.

THE BEET SHEDS.

These are of the most modern and approved pattern with a capacity of 15,000 to 18,000 tons of beets. The sheds are 500 ft. long by 250 ft. wide. They are fitted up with improved hopper bins built V shaped at the bottom to prevent the packing of the beets and to facilitate their discharge into the flumes below which will carry them to the slicing machines. The floors of the bins are of wooden slabs with interstices for the passage of air through the beets to prevent the overheating and fermenting.

BOILERS AND ENGINES.

A battery of eight Hicks boilers will furnish power for two immense Corliss engines. One hundred tons of coal daily will be required to feed this immense plant.

Capt. James Davidson, the president of the company, is a self-made man. Every dollar he made was by hard work, lots of energy and good business judgment. He has made a success of everything he ever undertook, and the sugar company, it is to be hoped, will be no exception. He has spent considerable time in Dresden inspecting the installation of the steam pumps, boilers and engines, as he is an expert in that line as well. He is in the prime of life and just celebrated building his one-hundredth boat for the great lakes.

S. J. Fitzsimons, the vice-president, was formerly in the wholesale grocery business in Detroit, Mich., and has had years of experience handling sugars. He will make his headquarters in Dresden and will have charge of selling the sugar to the wholesale grocers of Canada.

James E. Davidson, the treasurer, is a son of Capt. James Davidson, and is

associated with him in the shipbuilding business in Bay City.

J. H. Walsh, the secretary, is manager for J. & T. Hurly, of Detroit and Windsor, coal merchants.

The man who should get a good deal of credit for getting this enterprise to Dresden is Mayor Asa Ribble. The company has given him charge of the agricultural department. As that deals directly with the farmer the company feel that they will get good treatment at his hands, for he has the confidence of everybody in his vicinity.

Read what Retailers say about THE CANADIAN GROCER.

P. A. Barr,
Gooderham, Ont.

"I am very much taken up with THE CANADIAN GROCER and look for it every Friday. I feel as if I could not do without it."

Wm. Hay,
Kingcardine, Ont.

"I am pleased to pay for THE CANADIAN GROCER and welcome it every week."

Harry E. Vaux,
Stratford, Ont.

"I find THE CANADIAN GROCER very valuable to me in many respects."

F. C. Williams,
Ridgeville, Ont.

"I took the paper while a clerk and ever since I have been in business. While I have had access to other commercial papers, I can say I found THE GROCER to rank the highest in my idea, and I believe it has the best requirements of the general merchandise man to day of any trade paper I have ever seen. I take great pleasure in recommending it to any business man, young or old, in the trade."

R. Nicolls,
Cornwall, Ont.

"Your paper has been a great help to me. Have been a constant subscriber, I think I have your first issue."

Fraser, Viger & Co., Montreal, Que.

Mr. A. D. Fraser, head of the firm of Fraser, Viger & Co., groceries and provisions, Montreal, whose trade is almost exclusively among the wealthier class of citizens wrote: "It may interest and encourage you to know that all the leading dailies and weekly trade and other papers are sent to us. THE CANADIAN GROCER is the only one we pay for, and we pay for it gladly, it is of so much practical value to us. The others are sent free. We would not be without THE GROCER at any reasonable price."

W. D. Thomas,
Wingham, Ont.

"I have taken THE GROCER for over ten years and found it very instructive; in fact, I lay the success of my business at the door of THE GROCER which I read very carefully each week."

J. S. Willoughby,
Cookstown, Ont.

"We could not be without your papers, THE CANADIAN GROCER and HARDWARE AND METAL."

Jas. Hamilton & Sons,
Port Credit, Ont.

"We have taken THE CANADIAN GROCER for years and would not be without it."

J. H. E. Jones,
Duart, Ont.

"I would not be without THE CANADIAN GROCER if it cost twice the money."

A. L. Pattison & Son,
Fewwick, Ont.

"We could not get along without THE GROCER."

S. L. Squire,
Waterford, Ont.

"We look for the arrival of these papers as we look for an old friend, and think that the only business man to whom they are not worth many times the subscription price is the man who doesn't read them."

J. Symington & Co., Brandon, Man.

"I could not say too much in praise of your paper. In fact, I would not be without it for any reasonable amount of subscription."

The factory is in charge of Rudolph Stock, an eminent German student of chemistry, who has been connected with the manufacture of sugar for some time both in Germany and the United States. Under his supervision The Dresden Sugar Company, Limited, feel they will be able to turn out as fine granulated sugar as any made in Canada.

TRADING IN FURS TO-DAY.

First of all, when an Indian arrives to trade at a Hudson Bay post, then, furs in the pack must be sorted, silver fox worth \$500 separated from cross fox and blue and white worth from \$10 down, according to quality, and from common red fox worth

less. Twenty years ago it was no unusual thing for the Hudson's Bay Co. to send to England yearly 10,000 cross fox skins, 7,000 blue, 100,000 red, half-a-dozen silver. The wolf skins are in the trapper's pack, and particularly fine specimens of brown Arctic and white Arctic, bought as a curiosity, and not for value as skins. Against the wolf the trapper wages war as against a pest that destroys other game, and not for its skin. Next to muskrat, the most plentiful fur will be that of the rabbit or varying hare. Buffalo was once the staple of the hunter. What the buffalo was, the

white rabbit is to-day. From it the Indian gets clothing, tepee covers, blankets, thongs, food. From it the white man, who is a manufacturer of furs, gets grey fox, and chin-chilla, and seal in imitation. Except one year in seven, when a rabbit plague spares the land by cutting down their prolific numbers, the varying hare is plentiful enough to sustain the Indian.

STARTING.

Ezra Kendall tells a story about riding on a country railroad where the stations were so near together that the train had to begin to stop before it had commenced to start. As a result, the passengers never got anywhere. It was a continual case of coal-up, pull-up, put-up and back-up.

A great deal depends upon getting well started. Not necessarily after the fashion of a "grand opening" with cigars and drinks all around, and hic round again. Rather not. It can be said of very few successful enterprises that they started with a working majority.

A good start is simply a step forward, with a knowledge of what you are going after and a determination to win, all hazards. Following an upright course with this end in view will win success.

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, Ed. and Is. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

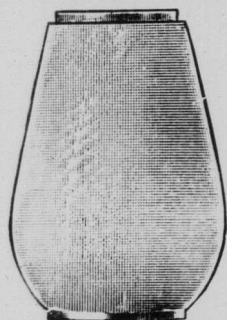
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL

ARE YOU USING OUR _____



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO., of WALLACEBURG, Limited.

The Telephone

has no equal as a saver of time and money for the buying and selling of goods from distant points.

The travelling salesman found this out long ago. Others are learning the truth daily. Bear it in mind.

THE BELL TELEPHONE CO. OF CANADA.

A Well Wrapped Parcel

speaks well for the store that sends it out. Our wrapping papers are strong and durable.

Full count. Full weight.

CANADA PAPER CO., Limited TORONTO and MONTREAL.

TRY A CASE 2-oz. size, put up 3-doz. to case, with Show Card, \$4.50 per case. Grocers' and Druggists' trade, order direct, or through your jobbers.

W. J. NICHOL & CO.

FIRST HANDS FOR BEEF EXTRACTS AND PEPSIN.

11 and 13 Front St. East, TORONTO, CANADA.

IT'S WORTH THE PRICE

NICHOLS FLUID BEEF EXTRACT NERVI

BRAND LEIBIG PROCESS

BEST FOR ALL PURPOSES

Cut Book 3 p 77

Agents Cudahy Packing Co., "Rex" Brand Beef Extracts and Pepsins.

TOBACCO AND CIGARS IN THE GROCERY STORE.

TOBACCOS in a grocery or general store are not difficult lines to handle. By building up a business in them of fair proportions the dealer can always realize a fair profit from their sale, and also bring in many new customers whom, perhaps, he would never see if it were not for the cigars and tobaccos he handled. Besides, the tobacco counter in his store may be made a means of greatly increasing the sales of his other lines of goods. A man coming to buy tobacco will look around, see other things that he wants, and, before leaving, may buy a lot of other goods besides the tobacco.

A COUNTRY MERCHANT

found his experience to be that the farmers would first order tobacco and then proceed to buy their sugars, teas, and other articles required. If they could not get their smoking mixture in one place they would go elsewhere for it, and leave their order where they went.

As a rule, the average grocer or general merchant in the country or small town makes little or no effort to build up a trade in tobaccos and cigars. He is satisfied with the small business he does with his regular customers and perhaps half recognizes the

VALUE OF HIS TOBACCO COUNTER

means of drawing custom for other goods. He sees that departmental stores make a success of handling a little of everything, thus centralizing trade, but does not apply it to his business. He fails to recognize the fact that methods that have contributed to the success of other businesses can be adopted by him in a modified way, perhaps to build up his own business. He ought to realize that, by successfully pushing one line in his store, trade in other goods will be always much increased.

TAKE UP LITTLE SPACE.

Tobaccos, cigars and pipes in a store take up little space and are easily looked after as a general rule. The larger the quantities of them handled the greater will be the profit realized in their handling. Thus every man dealing in these articles will find it advantageous to build up his trade in them and study the most successful methods to do so.

A QUESTION OF STOCKS.

A big stock of tobacco and cigars it would not be advisable for a retailer to put in his store when he commences to handle them. He will find it necessary to know what kinds of cigars and tobacco are mostly in demand by the people of the community in which he is doing business. A small stock of smoking and chewing tobaccos, some cigars and a few low-priced pipes would be a good stock to start with.

Having thus made a beginning, the merchant should then build up his trade in them by

WORKING PERSISTENTLY

at the public through the local newspapers, window displays, bulletins, circulars, etc.

A SPECIAL PRICE

on certain lines of tobacco and cigars, well advertised, will attract attention to your store and bring in trade. Thus, many new customers may be brought in, and so the business is made to grow.

A showcase should be set apart in some prominent part of the store with the tobaccos, cigars, etc., that are being pushed. A customer, on going in, sees what he requires and buys. In a few months, by energy and push, a good trade might be built up in any fairly prosperous community.

In handling tobaccos, it is wise to buy just enough to supply current wants. Chewing varieties dry out in a short time, especially in frosty weather if exposed to the cold.

EDUCATE CUSTOMERS.

When a merchant has created a good demand for his smoking material he can, if he likes, educate the tastes of his customers for high-priced tobaccos, smoking mixtures and cigars generally. By inducing his customers to try some new and more expensive brand this can be effected. But, of course, it depends upon the financial position of his customers as to the quality of goods he can induce them to buy. Really high-class cigars are expensive things to stock, and the average country merchant would hardly be able to build up a sufficiently large trade in them to enable him to carry them with profit.

ASSORTMENT OF PIPES.

A storekeeper should not forget to keep on hand an assortment of pipes with his tobaccos. He need not buy many expensive ones. If his stock of tobaccos is not large, a few cheap and medium-priced goods will be found the most suitable for his trade. Never run out of pipes, and always keep a fair assortment on hand. With the tobaccos, keep them always before the public, and your business ought to succeed.

CIGARETTES IN HALIFAX.

"Despite the efforts of various societies whose object is to reform, the obliquity of the clergy and the derisive disdain of those who speak from behind pipes or know not the solace of the nicotian weed, the use of cigarettes in Halifax is steadily on the increase." A Herald representative called upon one of the principal tobacco dealers of the city one afternoon recently and made inquiries as to the exact condition of the cigarette trade. The firm's representative

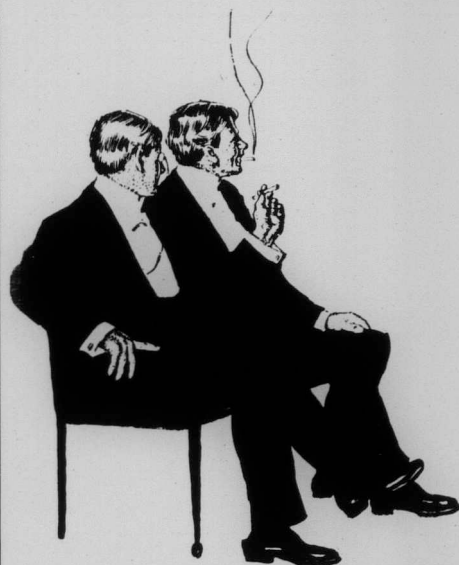
said that he thought no person could successfully contradict the fact that the use of cigarettes is decidedly on the increase. In other cities some dealers are of the opinion that people who used to smoke pipe exclusively are now asking for cigarettes, not boys or young fellows, but old smokers. They contend that they have not time to smoke a cigar or pipe after lunch during the day, and the cigarette gives just the short smoke they want. It was merely a matter of convenience. This is not the case in Halifax. The demand for good smoking tobacco is steadily growing.

"Who ever heard of a person who had been in the habit of using a pipe adopting the cigarette?" said the merchant, talked with. "It is all nonsense; the consumption of cigarettes has increased within the last 12 months 15 or 20 per cent., and the old smokers are using their pipe all the same, with the only difference that there is more tobacco of a better quality being used to-day than ever."—Herald, Halifax.

INCREASE IN TOBACCO CULTURE.

Tobacco culture is increasing everywhere, not only in the area of land under tobacco cultivation, but in the actual number of countries which can fairly lay claim to the title of tobacco-producing States. Formerly Cuba, the Southern States of America, and the Philippines were responsible—at all events in name—for practically all the tobacco consumed in the British Isles, the Eastern products grouped under the name of Turkish having then no great vogue with us. Then India joined the list, Sumatra began producing her "wrappers," and Borneo, Burma, the Canaries, and other countries soon made their appearance in the price catalogues. Development has since taken place all along the line, and it would be interesting to compare the present output of Egyptian cigarettes—chiefly made of Greek tobacco, it may be remarked, in parenthesis—with that of a score of years ago. The production of Mexican tobacco, according to a recently-issued consular report, has lately increased to a very large extent, owing to the starting of new plantations in the States of Vera Cruz, Oaxaca, and elsewhere, and the amount of leaf estimated for this year's gathering is not less than 17,000,000 lb. Last year Mexico produced 307,000,000 packets of cigarettes and 120,000,000 cigars, and the manufacturers and planters claim that the quality has so greatly improved that it is almost, if not quite, equal to the best products of Cuba. Nor are our colonies unrepresented in the record of this expansion of a world-wide industry. Queensland, we learn from the official reports, is now both a producer and manufacturer of tobacco on a quite respectable scale. Her farmers cured nearly 500,000 lb. of leaf last season, and her six tobacco factories manufactured 612,000 lb. of tobacco, 28,857 of cigarettes, and 1,463 lb. of cigars.—Home and Colonial Magazine.

Smoke and Smiles



And "Marguerite" cigars. They always go together, a solid combination. It's no trouble for any grocer in Canada to sell a few cigars between opening and closing-up time, and when they're "Marguerites" there's less trouble to sell more next day.

We advertise these cigars exactly as they are. We sell them exactly as they are advertised—Pure Havana Long Filler—and if they are not "right," we take them back exactly as they are.

Fair, isn't it?

MARGUERITE CIGARS

You'll never find the quality to vary from the standard that has made them famous, and if you send for a trial order, it will represent that standard.

A lot of Grocers have taken the hint since we commenced using this space, and have added "Marguerites" to their stock. There are others however who are skipping lots of profit by not handling them. We want to do business with those "others."

Are you one of them?

The Tuckett Cigar Co., Limited

HAMILTON.



WHERE YEAST IS MADE.

BEAUTY will give pleasure forever. This fact has been recognized everywhere and business men are now realizing more than ever before the power of beauty over the human mind. So in equipping their offices and places of business, these businessmen have consulted very often and to a great extent their aesthetic tastes. Numerous examples of this can be given, but we will endeavor at present, to describe one establishment where care has been taken in its equipment to make things harmonize and look handsome. The accompanying illustration shows the office and factory of the E. W. Gillett Company Limited, 32-34 Front street west, Toronto. THE CANADIAN GROCER had the pleasure of being shown over these premises a few days ago by Mr. W. H. Seyler, sales-manager of this company, and found everything conducted on a convenient and handsome scale.

The offices of the company are finished with polished quarter-cut oak, and the desks, sample cabinets, telephone and speaking-tube appliances are modern and in perfect condition, everything being kept clean and neat. The office of the manager, Mr. Wm. Dobie, is connected with the rest of the building by a complete system of telephone tubes. The entry office and salesroom is presided over by Mr. W. H. Seyler (who was with The Eby, Blain Company, Limited, for many years), and is equipped with handsome showcases of up-to-date pattern. Mr. George Hepburn, the secretary of the company, presides over the general business offices, which comprise correspondence, stationery and private dictation rooms, and the entire affair is lighted at night by hundreds of incandescent electric lights which produce a very brilliant effect, and show the place off to great advantage.

Back of the offices on the ground floor is the general stock-room and shipping-room. In the basement are the engine-room and storerooms for the raw material, caustic soda, cream of tartar, etc. The fifth story is where Gillett's perfumed and powdered lye is made. In a large room, the caustic soda room, the soda which comes in 750 to 800 lb. drums, is taken out, prepared, run into tins, sealed and heaped in a large pile for several days. On this floor are the laboratory and the baking powder mixing-room where a revolving cylinder mixes 1,000 lb. of baking powder at a time. Cartons for the yeast cake here are turned out 10 at a time by a machine which makes 60 per minute.

On the floor beneath are the large mash tub and mixing machinery for preparing "Royal" yeast. After the yeast is prepared, it is carted to the floor above on trucks and fed into the yeast machine which presses it into cakes, and stamps each with the name "Royal." No less than 1,400 cakes are made with every revolution of the machine, which drops them on trays to be carted to the drying-room, which has a capacity of 15,000,000 yeast cakes and covers two floors, extending the length of the building. Three batches of yeast a week are turned out and each batch, taking six loaves of bread as the minimum amount which can be produced from one cake (the maximum is 14), can produce 2,600,000 loaves of

On May 1 of this year the present company purchased the business from Mr. Gillett and was formed into a limited liability company with a capital of \$350,000. Since then the development of the concern has been rapid. There are more than 200 shareholders, scattered all over the Dominion, and everyone is either a wholesale or retail merchant, all of whom, it is needless to say, work hard for the firm. The organization of this company was due entirely to the efforts of Mr. Dobie and reflects great credit on him for his business foresight. In him the shareholders may rest assured that their interests will be faithfully and properly looked after.

Altogether, the visit to this factory was of especial pleasure to THE GROCER and it can do nothing better than suggest to its readers that it would be to them of great advantage to visit the birthplace of



Factory and Warehouse of E. W. Gillett Co. Limited, Toronto.

bread, an almost incredible number. Where does it all go? In the packing and labelling room the cartons are filled with six cakes each of "Royal" yeast, and labelled by expert young women. In this room also the baking powder and cream of tartar are weighed out by an automatic weighing machine into cans, labelled and boxed for shipment. Some 60 hands are employed in this room and carefully arranged is every detail looking to the speedy preparation of the goods. Equipped with up-to-date weighing machines and packing and labelling apparatus, a very large quantity of goods is put up every day.

In 1886, Mr. Wm. Dobie, general manager and treasurer of the company, opened up the Canadian factory for E. W. Gillett, of Chicago, and it was through his consistent hard work that the business has grown to the enormous proportions it has reached to-day.

"Royal" yeast whenever they are in Toronto.

A SPECIAL OFFER.

The well-known firm of R. Herron & Co., Montreal, are out with a special offer to the first grocer of each town in Canada who sends them an order for the celebrated "Red Cross" jelly powder and extracts. There are no better jelly powders and flavoring extracts on the market than those manufactured by this company. Although only on the market for a short time, they have found their way into thousands of homes, and have been satisfactory goods for the grocer to sell, because of their high standard of quality. Merchants who desire to deal with one of the best firms in the business in this line should write to this company for their special offer, and they will be pleased with the results that are sure to follow.

MY TRIAL ORDER

is so attractive that you would accept it if you knew all about it. Write me at once and I will explain it to you fully, and show you just how advantageous it is for both you and me.

J. Bruce Payne,

Cigar Mfr.

GRANBY, QUE.



The most popular quartette in Canada: _____

"Harold H."
"Kim"
"Rare Bit"
"La Fama"

Cigars

Do you carry them?

BRENER BROS.

LONDON



LUXFER PRISMS

The Best Improvement for Business Premises.

Makes dark corners light.
Makes good stocks look bright.



Sample Room, Gowans, Kent & Co., Toronto.

Reduces labor in showing and selling goods,
Because the goods show themselves.

Consult us. We make a study of lighting dark places.

LUXFER PRISM CO., Limited

TORONTO.

Wide - Awake Retailers.

Hints and Ideas
of Interest.

QUIETNESS IN BUSINESS.

By E. H. O.

BLUSTER and success are business antitheses. As the still streams runs deep, the calm equipoise of a mind well-balanced finds expression in no gurgling bustle. Quietness of demeanor is essential to that perfect grasp of situation which masters great endeavors.

The best machinery runs smoothly. The noiseless revolutions of mighty drive-wheels, not the wheezy old steam-whistles, propel the great manufacturing enterprise. It is the quiet, yet alert, not the gas-escaping, steam-exploding character, who will succeed. That perfect self-possession, not disturbed by chance interruptions, is capital more valuable than dollars and cents.

Quietness is not opposed to enthusiasm. Quietness, in its true business sense, is enthusiasm guided and controlled—a mighty mastery of energy that will not be subdued.

Quietness will succeed because it is universally sympathetic. Never unduly elated, never excessively depressed, cool and collected, every situation that may arise is not a master, but a slave. The quiet man is too strong, and too broad in outlook, to be biased. Prejudices arise through a disturbed perspective. Quietness adjusts the essential relationship of things.

In quietness, in the preservation of that calculative balance lies the greatest advantage of experience. Maturity means self-knowledge, the proper adjustment of self to environment means a quiet, orderly behavior that is invaluable.

The weakness of armies lies in being surprised, in being taken off guard. A business man cannot maintain a close watch on himself and on his business unless he preserves a constancy of guard against surprises. The mental equipoise means conservation of business interests as well as preservation of energy.

The even, orderly, well-filled tire will bear the rider's weight—a sudden expansion of one portion produces the blow-out prejudicial to the whole wheel. The loss of a man's whole business may be produced by an explosion at a critical moment,

by the failure to maintain a business reticence, by an undue excitement at a juncture of supreme importance.

Uneasiness, restlessness, nervous excitement do not inspire confidence. I'll trust the quiet man; he is more apt to be the honest man; one thing is sure, he is the sane man. A man who is ever the same will not miss the chance to advance my interests, nor will he plunge me into adversity by a feverish recklessness, yes, he will get my patronage.

The quiet man is not the blind man, but the wide-awake, not the offensive, but the courteous. I had occasion the other day to go into two large manufacturing establishments in a large city. I wished to inquire after the state of trade in their branches of business. I repeated what was essentially the same question in each case. Were I to go into business now as a retailer, I know which should have my patronage.

"Yes," said one, "I'm busy, but I can spare five minutes. Do you know I often learn little things from you papermen—thoughts suggested, and then, again, it helps the trade."

The other was quite perturbed at first, even inclined to the irascible, at my presumption in interrupting him—him the general manager. Then, with a sarcasm which might have been effective had it not been so stale, he said:

"Life is so short, you know." I don't like these short-lived men—"I haven't got time," they say. Well, I'd like to know if they haven't all the time there is. I know business men are pestered. I am not pleading for an open sesame to general managers, but what I do say is "keep cool." Even from unexpected sources you may learn a great deal. You can never tell when you may hear something to your advantage. With a sober judgment, and a cool head you can size up a man in half the time it takes you to recover from that flustering excitement which avails not, but rather weakens.

Quietness is not synonymous with laziness. One doesn't need to make a noise to be busy. An uproar impedes rather than

helps progress. The business man should have people's attention directed to his business, not to himself. As much as possible the business should speak for itself and he, as a factor, should be eliminated. Let him mould the business by his individuality, let him stamp the character of his goods with his own worth and personality, but do not let him put himself forward as a rival attraction to the general public. The more he is noticed, the less are his goods noted, the less is the volume of his business. No public can watch two things at once. Either the manager must show his ability by sinking himself into the business, by making the best that is within him a portion of the business also, or the manager, by noisy business methods, by clumsy and disturbing manners, must divert attention from the business to himself to the detriment of the business and to his own shame.

To the repining it may be sad, but to the active, quiet business man it is time that he who seeks his own advancement must lose his own identity, or better still, express his own identity through the impetus and encouragement given the business.

CONFECTIONERY IN THE GROCERY STORE.

AMONG the grocery trade there has been a very noticeable improvement in facilities for the selling of confectionery, and much more attention is now paid to this end than formerly, by grocers generally.

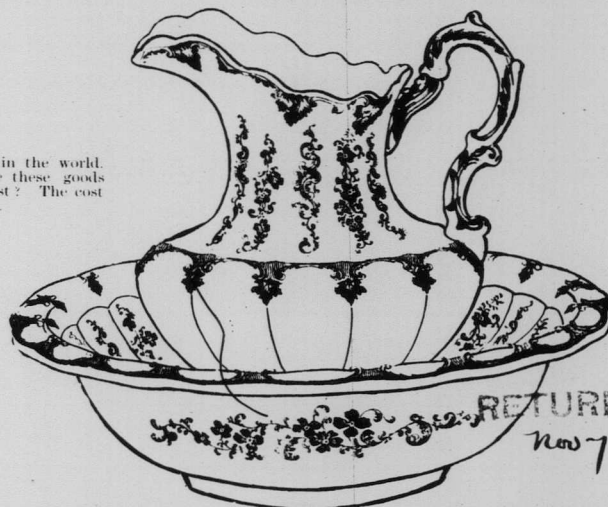
There is no line of goods which will quicker respond in additional sales or show more profitable results for care and attention to the keeping of the right kind of stock and the proper displaying and facilities for selling the goods, such as a candy scale, and proper packages to hand the goods out to the customer.

Chocolate creams and soft candy should not be put in paper bags—a regular candy package should always be used. The glass jars must always be bright and clean, and should always be kept well filled. Some lines of goods are perishable and are better for being fresh made, therefore requires careful and frequent buying in order to receive the best results. Grocers

ENGLISH CHINA and EARTHENWARE



This stamp is on the best earthenware in the world. No vain boast. The makers guarantee these goods NOT TO CRAZE. Why not have the best? The cost is no more than other makes of less merit.



E. W. KLOTZ, 24 and 26 Wellington St., West, Toronto, Agent for:

JOHN MADDOCK & SONS, Limited, - BURSLEM.
 Royal Vitreous and Vitrified Hotel Ware, with Welded Edge.
 Royal Vitreous Dinner and Toilet Ware, white, printed and decorated.

JOHN TAMS & SON, - - - - - LONGTON.
 Fancy Decorated Earthenware.

WOOD & SON, - - - - - BURSLEM.
 White Granite and Printed Ware.

NO STOCK CARRIED.

GOODS MADE AND SHIPPED TO ORDER OF PURCHASER.

FOREIGN FANCY CHINA and GLASSWARE

1903 ——— Import Season ——— 1903

Opens **February 1st**, when Samples from Leading Makers will be on Exhibition in

GERMAN CHINA. AUSTRIAN CHINA and GLASS.

Latest productions in **ROYAL VIENNA.**

HUNGARIAN Plain Lead Glass Stemware, for Hotels and Restaurants.

BELGIAN Cut Tumblers, etc., demi and full crystal.

BOHEMIAN Lemonade Sets, Vases and Decorated Glassware.

Assorted Packages a Specialty.

IMPORT ORDERS ONLY, solicited for above Foreign goods, which will be specially imported to suit individual requirements and delivered duty paid. The import season is short, only early orders ensure timely delivery. Cash buyers will save money by entrusting their orders to my care.

E. W. KLOTZ

Manufacturer's Agent and Importer

24 and 26 Wellington St. West

TORONTO.

WINNIPEG SAMPLE ROOM — H. J. BOYD.

have always sold some candy, and the additional trade they are now securing does not detract from the regular trade of confectionery stores, for in many cases if their customers did not see the goods and buy them when purchasing their groceries they would have probably not had their attention drawn to them and consequently no sweet goods would have been bought.

A prominent confectioner said he attributed the growth of the candy trade to this fact, the grocers were undoubtedly selling much more goods than heretofore.

MERCHANTS SHOULD ORGANIZE.

BY A WELL-WISHER.

THERE is no guide to the value of any service except that put upon it by the purchaser.

The reward of a merchant or commercial traveller must depend upon the value put upon his services by those willing to pay for them. Where there are artificial obstructions they affect such valuations, but seldom to a great extent.

The natural force of competition is certain to triumph ultimately.

Time has fully arrived for the seller to realize that his merchandise equalizes the buyer's cash.

An independent buyer does not expect to get something for nothing, but he strenuously objects being taxed with a bad debt that he was in no wise instrumental in creating.

The day is not far distant when exchanges will be conducted strictly upon cash basis, with the removal of many of today's charges upon costs. If a man obtains a livelihood without producing it, some other man or set of men must produce it for him.

Merchants are now beginning to recognize that they have too long allowed a spirit of petty jealousy and rivalry to dominate their actions, which provoked unhealthy competition, whilst the various sections of trade only fought for their own hand.

Traders' associations and organizations are now, however, rising up on every hand, and the benefits of united action and continued effort are becoming more recognized and appreciated every day.

If merchants would fraternize more freely with each other they would create a bond of union and sympathy which would cement them together and would tend to strengthen the position of both without losing their individuality or independence of thought or action.

A GOOD FOLLOW-UP SYSTEM.

The follow-up system of the retail store is wholly dependent upon its attendants, but where these are men or women of intelligence, personality and tact it is possible to give the establishment individuality and link it with the customer in relations more closely than those usually existing between clerk and patron. Rogers, Peet & Co., New York, according to Printers' Ink, provide their salesmen with personal cards bearing their own names and those of the firm, and where possible to do so without giving offence the salesmen give the customers their cards and endeavor to obtain their names and addresses. At certain seasons of the year these customers are followed up with personal letters:

New York, September, 19, 1902.

MR. THEODORE AUGUSTUS, 10 Spruce street City.

Dear Sir,—Summer is gone, and you begin to look up your old friends again. Rogers, Peet & Co.'s fall clothing, fall furnishings, fall hats and shoes are worth looking at. Won't you have a look?

Yours truly,

A. D. SANDER.

These letters are all faultless imitations of typewriter, and are personally addressed and signed by the salesman. They can hardly fail of making an impression upon the man who receives one.

A TRIUMPH IN CONDENSED FOOD.

WE are apt to look upon that excellent fluid beef, "Bovril," as an English invention altogether, but the fact is, as many are aware, that it is of Canadian origin, being discovered by the late Mr. J. Lawson Johnston, the inventor of the once famous Johnston's "Fluid Beef." The latter gradually disappeared from the market when Mr. Johnston, after much experimenting, found a way to improve upon it, and "Bovril" took its place. Mr. Johnston, however, seeing that in the new preparation he had the ideal concentrated food, sold out his business in Canada and moved to London, where a company was formed with a capital of £2,000,000. Its merits were recognized immediately by the people in the British Isles, and, as the demand increased and branches were to be established in various parts of the Empire, the Canadian business was again taken over, and is now one of the most important and prosperous of all these branches.

The head office and factory is in London, a magnificent building, and "one of the most beautifully appointed in that city," to quote a returned Canadian visitor. In this London factory one whole floor is devoted entirely to the manufacture of "Bovril" and compressed rations for the British Government. During the South-African war an immense quantity of

"Bovril" was used by the army, its wonderful strength-giving properties having called forth the heartiest recommendations from one of the leading surgeons.

It has been ascertained by many scientific tests that "Bovril" contains all the valuable principles to be found in the primest beef; it is, indeed, the beef itself in a finely divided state, but so condensed that no less than 40 lb. of the primest beef is used in the manufacture of 1 lb. of "Bovril" extract. Microscopical analysis reveals the absence from beef extracts and beef teas of the vital principle of nourishing flesh foods, viz., the albumenoids, whereas in "Bovril" their presence in maximum quantity is demonstrated.

The company has recently been appointed, by special warrant, as purveyors to His Majesty King Edward VII.

The grocery trade can stock no line for the coming cold weather season which can so readily be turned into money as "Bovril." Its warmth-giving qualities render it especially acceptable. It imparts a natural glow of warmth and health without which the system is always an easy prey to colds and chills, not to speak of the germs of disease ever present in the atmosphere, in damp, unwholesome places, in badly ventilated offices and work-rooms. The clever and extensive advertising done by the company have brought "Bovril" to the notice of all possible customers, and, unlike some other goods, it requires no "pushing" to effect sales.

STONEWARE SPECIALTIES FOR RETAILERS.

The Toronto Pottery Co., 75-81 Cottingham street, Toronto, started business a little over three years ago, and for the first time marketed a full line of first-class stoneware and stoneware specialties at popular prices. How well they are succeeding in gaining the confidence of the general trade is evidenced by the fact that during this year they have nearly doubled their output over the corresponding period of 1901. The stock is the largest as well as the best assorted in the Dominion, enabling them to give orders reasonably prompt and careful attention.

In this issue the attention of dealers is directed more particularly to stoneware meat tubs for preserving meats and vegetables. These tubs are strong and perfectly sanitary. They are not affected by salt, brine or acids, and, with ordinary care, will last a lifetime. The price quoted is a trifle higher than the cost of a wooden barrel, but when purity and cleanliness are taken into consideration, the tubs are much the cheaper article.

Aside from stoneware, this concern offers a complete line of vitrified sewer and culvert pipe, flue linings, chimney tops, fire brick and fire clay.

GOWANS, KENT & CO.

CROCKERY AND GLASSWARE.

We have the goods your customers want.
Do you need any?

Glass Sets,	Fancy Glass Vases,	China Fruit Saucers.	Cane Ware,
.. Butters, Rose Bowls	.. Teapot Stands.	Glass Lamps.
.. Sugars, Water Sets.	.. Cuspadores,	Lamp Chimneys.
.. Creams,	China Fruit Plates,	.. Cracker Jars.	Lantern Globes.
.. Spoons,	.. Table Plates,	.. Spoon Trays.	Burners.
.. Berry Dishes,	.. B. and B. Plates,	.. Olive Dishes.	Wicks.
.. Salvers,	.. Cups and Saucers	.. Pin Trays,	Library Lamps.
.. Preserve Dishes.	Jumbo Match Safes.	Hall Lamps.
.. Comports,	China A. D. Coffees,	.. Knick Knacks.	Reception Lamps.
.. Pickle Trays,	.. Mugs,	.. Candle Sticks.	Vase Lamps.
.. Pickle Jars,	.. Shaving Mugs.	.. Vases,	Banquet Lamps.
.. Celery Trays,	.. Egg Cups,	.. Figures,	Store Lamps.
.. Celerys--Tall,	.. C. S. and Plate	Tea Sets,	Brackets.
.. Bread Plates,	.. Sets,	Toilet Sets.	Bracket Lamps.
.. Bird Baths,	.. Porridge Sets.	Dinner Sets,	Shades.
.. Egg Cups,	.. Cream Jugs,	Cups and Saucers.	Paper Shades.
.. Seed Cups,	.. Table Pitchers.	Plates,	Lamp Globes.
.. Flasks,	.. Sugars and	Ewers.	Gas Globes,
.. Fruit Jars,	.. Creams,	Basins,	Shade Frames.
.. Jellies,	.. 3-piece Tea Sets.	Chambers.	Shade Holders.
.. Wines,	.. Table Sets.	Bowls.	Night Lamps.
.. Goblets,	.. Syrup Jugs,	Flat Dishes.	Barn Lamps.
.. Tumblers,	.. Berry Sets,	Bakers.	Harps.
.. Jugs,	.. Pudding Sets.	Scallops,	Reflectors.
.. Water Sets,	.. Salads,	Covered Dishes.	Smoke Bells.
.. Salts and Peppers.	.. Ovals,	Decorated Jet Teapots.	Prisms,
.. Bowls,	.. Celery Trays.	Rockingham Ware.	Onyx Tables.

FINE JAPANESE CHINA.

DECORATED OPAL SPECIALTIES.

DECORATED OPAL NOVELTIES.

RICH CUT GLASS.

ORNAMENTAL FIGURES.

DAINTY FRENCH CHINA.

FLOWER POTS.

WE SHALL BE GLAD TO QUOTE YOU PRICES ON ANY OF THESE GOODS.

Gowans, Kent & Co.

Wholesale Crockery and Glassware.
China and Lamp Goods.

Manufacturers of
Lamps and Rich Cut Glass.

Decorators of
Earthenware, China and Opal.

TORONTO AND WINNIPEG.

CANNED GOODS

Historically and
Practically
Considered.

CANNED goods at the present time are largely handled in the grocery store, and information as to their buying, keeping and selling should interest every grocer in the land, whether he be wholesaler or only the keeper of a "corner" store in a country village.

ANCIENT CANNED GOODS.

It is curious that the great modern canning industry is the outcome of discoveries at Pompeii, where a short time after the excavations were started someone found in the pantry of a house many jars of preserved figs. These were opened and the fruit was found after a lapse of 1,700 or 1,800 years to be in excellent condition. It was noticed that the fruit had been put in the jars in a heated state, the jars being partly closed with an opening left in the top for the steam to escape and then sealed with wax. A party of Americans made the discovery and the year after started the canning industry in the United States, where since it has grown to immense proportions. The process is similar to that employed 20 centuries ago.

Strange, isn't it, that we should be so much benefited by the discovery of the old ruins of Pompeii?

CANNED GOODS IN CANADA.

Under the term canned goods come fruits, vegetables, fish and meats preserved in tins. The canning of fruits and vegetables is a big Canadian industry, and the yearly pack of salmon on the Coast of British Columbia is watched with interest throughout the civilized world. Large quantities of salmon are exported from there to the British market and thence distributed to many lands. The annual sales of the product on the market of London set the price for the British Empire that is to prevail throughout the year. Quite a fleet of vessels are utilized for the conveyance of salmon to the Old Country.

BUYING CANNED GOODS.

The majority of grocers buy their year's supply of fish, fruits or vegetables at one time. Early in the year, sometimes before the seed is sown, or the salmon have commenced to run up the rivers of the Pacific Coast, the canneries take orders from their customers for the year's supply of the article. If the crop or catch falls short of the estimates the orders thus taken are filled first and the balance are put on the market. If the shortage is very great only a percentage of the orders are filled. As when it

was apparent that there would be a large shortage in the tomato crop this season, the canneries notified their customers that they would only be able to fill part of their orders, about 20 per cent. in some cases.

So the orders in general are booked before the product has reached its full growth and then the grocer generally makes his contracts at a low figure for his year's stock of the article. Sometimes the dealer prefers buying after the crop has been harvested, taking his chances as to whether he will be able to procure the goods when he wants them that the price will be all right.

In buying from samples, for instance, tomatoes, a good way to choose the goods is to select those that are solidly packed with not too much liquid. They should be sweet to the taste and be of good red color. Corn, to be good, should be white, tender and of fine flavor. Peas of good quality are tender, without softness, and the can should be well filled.

THE BRANDS TO BUY.

The buyer of salmon and other fish usually selects those brands which are well known and have been tested and found to be meritorious. In buying the goods in advance, the purchasers as a rule follow this latter method, as they of course are unable to see samples of the product before it is fully grown in the gardens or orchards, let alone being preserved in the cans.

All new brands should be well tested and only those that are of proved merit placed on the shelves of the store. The good brands should be stood by and the poorer ones weeded out. It is easy to find out the most satisfactory brands, and in making purchases only those should be bought again at the end of the year. New lines generally can be bought cheaper than the old ones that have earned a good reputation for themselves. If they are good the man who tries them is safe, if bad, he has to bear the loss, both in the value of the goods, and in his trade.

KEEP IN A COOL, DRY PLACE.

After they are bought and delivered the dealer should keep his canned goods in a cool, dry place. Too much moisture is a bad thing for them and frost damages them very much, rendering them unfit for sale. A good deal of poisoning has in past years resulted from the use of canned goods, and in opening the cases the grocer should be very careful and reject all those that appear in any way bad. If anything is wrong with

the goods the can will be bulged out. This is a sign that the contents have fermented. It is easily detected by placing a lead pencil across the head of the can, whereby any bulge in it may be perceived.

In fish, meats, etc., fermentation spoils the goods completely and they should never be sold. Fruits may often be restored by being reboiled, but it is generally not safe to sell them to customers as they might not understand how to treat them and trouble might follow.

WEIGHT AND QUALITY.

Complaints sometimes are made that the goods are light in weight or that the quality is not up to the mark. The dealer should weigh the cans of the different brands when they come in and see that their weight holds out. In case the quality of the goods is poor four or five complaints ought to make the grocer investigate, and if found poor the articles should be sold off at a reduced rate as damaged or inferior goods. The grocer should endeavor to earn the reputation of selling his goods just as they are represented to be, and no inferior stuff, through carelessness, should be sent out as superior goods.

CANNED GOODS ON THE SHELF.

The grocer usually keeps the shelves of his store well filled with his canned goods and well dusted. As soon as any are sold off the shelves they should be replaced. Many grocers make a nice display of their canned goods along the top shelf of their store. The labels should be kept clean and the cans well dusted.

WINDOW AND INTERIOR DISPLAYS.

To push canned goods, the dealer generally has recourse to window displays, interior displays, bulletin boards, dodgers distributed liberally amongst the public, and sometimes by cutting the prices of some line and advertising it extensively. Canned goods are well adapted for display purposes by reason of their easiness in handling, bright labels and shape and size. Windows may be dressed in a great variety of ways, and price tickets ought to be put in the windows with the goods, which, if they are as they ought to be, should increase in popularity with the consumer. An increased trade in canned goods means to the grocer an increased number of customers generally, and many customers mean many sales of other goods besides.

Canned goods may be made a good drawing card to a grocery store, and that

WE WANT YOU and every other first-class grocer in Canada to handle our

**“RED CROSS”
JELLY POWDER**

AND
FLAVORING EXTRACTS.

not the “just as good kind,” but “THE BEST.”

Special inducements to the first grocer from each town ordering these goods.

WRITE TO-DAY FOR FREE SAMPLES AND OUR PROPOSITION.

R. HERRON & CO.,
SPICE MILLS. MONTREAL.

**Goods To
Hold Trade
Must Have
Merit.**

Far-Famed
COFFEES

“Excelsior Blend”
“Bourbon Blend”
“Our Own Blend”
and others.

**THESE GOODS ARE THE
LEADERS SINCE A QUARTER
CENTURY AGO.**

Delicious Chocolate
French and Sante.
Elite Flavoring Extracts.
Our
Pure Select Spices.
None better.

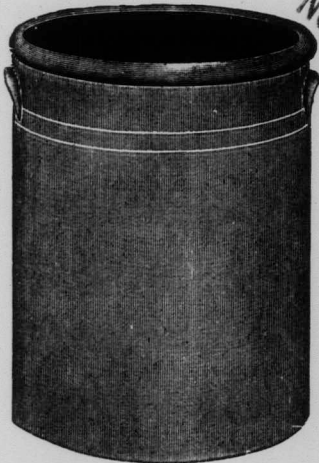
**Therefore
Merit
They Must
Have.**

Todhunter, Mitchell & Co.
Manufacturers, TORONTO.

Stoneware Meat Tub

—VS.—

Wooden Barrells



Will never rust or decay.

RETURNED
NOW 20 1902

manufacture the genuine White Glazed, Vitrified, Stoneware

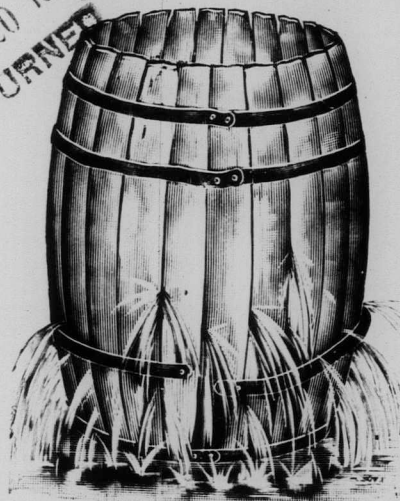
MEAT TUBS

The best articles known for preserving all kinds of Meats and Vegetables.

Sizes — 8, 10, 12, 15
20, 25, 30, 40 and 50 gallons.

A word to the wise is sufficient, and the successful man figures ahead for more than one season.

RETURNED
NOW 20 1902



Condition at beginning of second season.

We carry the largest stock of Stoneware and Stoneware Specialties in the Dominion, and also market a complete line of Sewer Pipe, Flue Linings, Fire Brick and Fire Clay.

RESPECTFULLY,

TORONTO POTTERY CO., TORONTO, ONT.

See article page 76.

without cutting their prices too much either, and demoralizing the market.

EFFECT OF HIGH PRICES ON SALES.

A question that naturally arises to every dealer is to what extent the high prices affect their sales. Tomatoes will be very dear all this season and scarce. Will this curtail their consumption to a greater extent than the shortage in the crop should warrant? The opinion of the majority of the grocers interviewed by THE CANADIAN GROCER was that their sale would be slower than usual, but to what extent it was deemed impossible to estimate. The fall is the season when the demand for canned

THE WRONG LABEL.

Canned goods are not always what they seem. Sometimes the labels promise one kind of fruit but when the tins are opened another kind is found inside. A case of this kind happened lately. Albert Harris, a general merchant at Woodbridge, ordered a lot of canned peas of a well known and popular brand. They came labeled peas all right, but when some of the tins were opened they were found to contain excellent strawberries. As canned strawberries are worth much more than peas there was no complaint from the purchasers who were not slow to order more "peas." The lot

little as possible, as the loss of the milk will depreciate the product in the market. After the husking has been completed the ears should be laid out on an extended table for convenient handling. The imperfect ears should be removed. The grains are then quickly cut from the cob with a sharp blade. After being so cut the corn should then be put through a fan which blows away the silks and the small pieces of husks which lie between the rows of grains on the cob. Take the cleaned grains from the fan and pour them into a hopper having its mouth opening into a room below. Below the mouth of this hopper have a wide sheet iron perforated with holes about three inches in



INTERIOR OF THE CANADIAN PAVILION AT THE WOLVERHAMPTON EXHIBITION.

goods is highest, and so no reliable means of determining what their sales would likely average during the year exist. Everyone expects that he will have no difficulty in selling at a fair profit any tomatoes he may have in stock.

Of course, owing to the shortage of supplies, the margin of profit ought to be larger than usual, but as to how much it should be there were many different opinions. A well-known retailer was going to sell goods that cost him 8 at 10c., another expected to get 12c. and a third even talked of 14c. for the same article. As to that, the dealer will have to exercise his own judgment, and be guided by the demand for the article at the prices at which he was selling it.

was not long in selling and everyone was satisfied.

It is an easy matter in a canning factory to make a mistake of this kind and in this case it is very likely some other merchant got peas instead of strawberries. His customers would make complaints to him and he would not feel very well disposed towards the manufacturer whose employes made the mistake.

SIMPLE PROCESS FOR CANNING CORN.

A simple process for canning corn, according to an exchange, is as follows: "Green corn is easily canned. If the ears are purchased in the husks these should be carefully removed so as to break the corn grain as

diameter or size of the cans to be used. Place a can under each of these holes. With a clean strip of wood rake the falling corn into the cans. After filling the cans, dip them in a solution of salt and water. Then cap them. Having done this immerse the capped cans in boiling water for 40 minutes. Then solder the pin hole shut and boil again for a shorter time. After this let the cans cool. The goods are then ready for labeling and packing."

INQUIRIES FROM ALL QUARTERS.

The advertisements in this journal by Grocers' Wholesale Co., Limited, Hamilton, brought inquiries from many points including Halifax, N.S., and Moose Jaw, N.W.T.

"GLOBE" METAL POLISH

For Cleaning

SILVER,
BRASS,
NICKEL,
COPPER,
AND
ALL METALS

IT IS
UNEQUALLED.



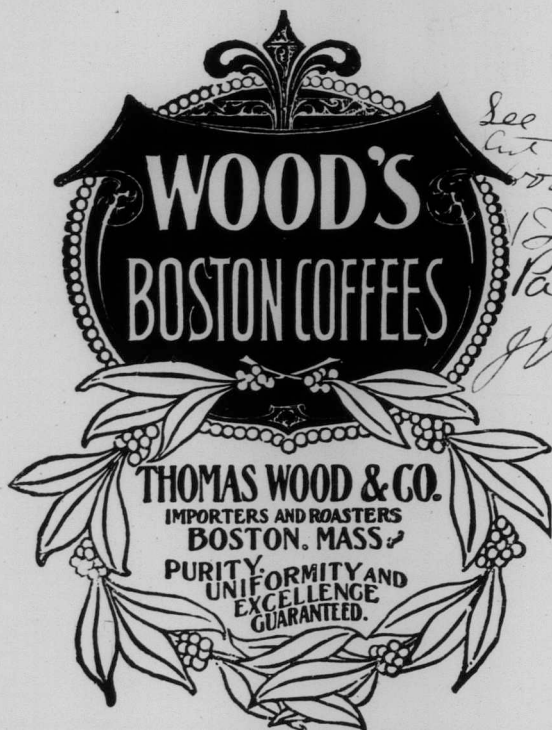
The best and
easiest-selling
METAL
"POLISH"
in the world.

EVERY Grocer
will find it
a profitable line
to stock.

(Attractive
Advertising
Novelties
FREE.)

INSIST ON HAVING IT

RAIMES & CO., 164 Duane St., NEW YORK CITY



FINEST OF THE WORLD'S PRODUCTS.

THE HOME

... of ...

WOOD'S BOSTON COFFEES

in Canada is located at

428 St. Paul St., Cor. St. Francis Xavier,
MONTREAL

where we have established a complete
roasting plant.

Importing our Coffees direct from the growing countries,
we offer our patrons the advantage of every facility known to
the Coffee trade.

You are cordially invited to pay us a call.

THOMAS WOOD & CO.,

Importers and Roasters.

MONTREAL.

*See
cut
12
Page 39
J.M.C.*

Trade Marks and the Laws Governing Them.

BY EDGERTON R. CASE, Patent Solicitor, Toronto.

THE subject of trade marks is a most interesting, and, to manufacturers and merchants, a vital question. All persons engaged in trade have a desire to conserve unto themselves the fruits of their legitimate efforts. From very early times men have made use of seals and other emblems to indicate ownership. In fact, the use of these devices is coeval with the birth of traffic. Without a recognized and well-established law by means of which men are guaranteed the exclusive use of marks or devices to distinguish their goods from those of another manufacturer, there would be no guarantee of a manufacturer receiving adequate returns for money he would invest in his business. When a trade mark has been used for many years by a manufacturer or a merchant, and indicates to the public that the article it is attached to is of first-class quality, this trade mark is a valuable asset. Not only have men from early ages marked the fruits of their toil with their own particular device, or mark, but they also have marked, or branded, whole flocks and herds, so as to indicate to whom the animals belonged. As is well known, this custom is very common on our sheep ranches and among the Indians in the Northwest.

Among the ancient Egyptians, Greeks and Romans sign boards were extensively used, which became distinctive proprietary marks. In Herculaneum and Pompeii have been discovered many different signs to indicate the occupation of different persons who lived in those cities. Thus there have been found a goat, the sign of a dairy; a mule driving a mill, the sign of a baker; and, at the door of a school, the not very seductive sign of a boy undergoing a birching at the hand of the master. In the former of these cities, at the door of a shoemaker was painted a Cupid carrying a pair of ladies' shoes, one on his head, the other in his hand. As is well-known, 1,000 years or so ago very few people could read; at least, this was an accomplishment that the common people did not possess, and, as a merchant sold more goods to illiterate people than he did to educated people, he had to avail himself of rebuses by means of which he made his name known. For instance, a hare and a bottle stood for Hare-bottle, and two cocks for Cox. As it is well known, Luther was generally represented by the symbol of a swan, and hence "The Bible and Swan" was the characteristic sign of an inn in honor of Luther.

Watermarks on paper are also used as proprietary signs. It may not be generally known, but a sort of watermark is that shown in the securities issued by the United States in which threads of various-colored

floss silk are incorporated into paper during the process of its manufacture. Such threads constitute proprietary marks of the Government, and it is a highly penal offence for any person to have such paper, illegally, in his control or possession. A very curious case was tried many years ago, relative to a will. It was believed that the will was false, but, as it was so well executed, this belief could not be substantiated. While the counsel for the plaintiff was studying the document carefully one night, he happened to hold it between his eyes and a candle, and immediately discovered that the date the paper of the will was manufactured in was shown by a watermark. As this date was subsequent to the execution of the alleged will, its illegality was easily proven.

It is curious that the Chinese excel in the institution of commercial guarantee by means of trade marks. Nearly all the goods exported from China are sealed by bands of paper bearing the particular mark of the exporter. Some time ago a cargo of tea arrived at London from Canton, but what was the amazement of the purchasers to find that the boxes were filled with rice straw! The vessel and cargo were forthwith sent back to China. Upon the arrival of the ship at that port, the Hongs were immediately assembled and each one recognized his own mark. It appears that the men who were engaged to load the tea were thieves, and, in place of loading the proper chests on to the vessel, they shipped same to a nearby island and substituted the chests filled with rice-straw in place thereof. Notwithstanding the loss, and in order to maintain their reputation for integrity, the Chinese merchants made it good.

The world-wide importance of trade marks has been recognized by the leading countries in the world from the fact that they joined together, and, on March 20, 1883, at Paris, France, formed what is well known as the International Union for the Protection of Industrial Property.

Manufacturers, and those who use trade marks, would save themselves a great deal of unnecessary trouble and expense if they were to make diligent inquiry as to the appositeness of a particular device they wish to adopt as distinctive of articles in which they deal. It is not every word or name that can be registered as a valid trade mark. The device used must not be descriptive of the goods. For instance, in *ex p. Kenyon* decided September 9, 1902, the words "Catarrhal Jelly" as a trade mark for a jelly-like remedy for catarrh were held to be descriptive and not registerable. In case an application is made to register a trade mark that resembles one

already registered, this application would be rejected. This was the case in *ex p. Grossmith* decided September 2, 1900. Grossmith wished to register the word "Florodora" for a particular class of goods, but was refused registration in view of the prior registered mark "Floridana." It is well to point out here that before a device can exist as a trade mark, it must be attached to a vendible commodity.

The protection afforded a manufacturer by a valid trade mark does not extend only to prohibiting the use by any person of the same mark in connection with the same class of goods, but it also protects him from unfair competition, as is set forth in the following case: *Fuller v. Huff, et al.* decided August 21, 1900.

1. Term "Health Food" means healthy food or health-producing food, is therefore descriptive of quality, and cannot be a technical trade mark, either with or without the word "Company" any more than the words "Nutritious Wine" could be a valid trade mark.

2. The law of unfair competition is that when a mark, name, or phrase has been so used by a person in connection with his business or articles of merchandise as to become identified therewith, and indicate to the public that such articles emanate from him, the law will prohibit others from so using it as to lead purchasers to believe that the articles they sell are his, or as to obtain the benefit of the market he has built up thereunder.

3. The courts in considering the use by competitors of the name under which a rival has previously gained a business reputation, although the name is not strictly a trade-mark, have attached great importance to long-continued and exclusive use, and have demanded a higher order of commercial integrity, and have frowned upon all filching attempts to obtain the reputation of another.

4. If a trade-name has been so identified with the business of a manufacturer as to inform the public that the name upon goods means that they are the product of that person, and another adopts and displays the name, it is not material that he has not also adopted the particular dress in which his predecessor has presented his goods.

PLANT INSTALLED FOR MAKING BRUSHES.

The Berlin Brush Co., of Waterloo, Ont., has, during the last year, equipped its broom and whisk factory with the very latest improved machinery, and has also installed a brush plant, which is now in operation.



The Only
ROYAL TESTIMONIALS

ever given to any Canadian Chutnee are held by my

Canadian Tomato Chutnee

made from best quality tomatoes and selected spices. A most piquant relish. Will keep in any climate.

Anglo-Saxon Chutnee

is also a favorite at a POPULAR PRICE

PREPARED BY

M. P. CARD, GUELPH, CAN.

MANUFACTURER CHUTNEE AND PICKLES.

Correspondence solicited from British Houses for sale of these Canadian Chutnees.

WM. H. DUNN
Commission Merchant

and Agent for Manufacturers and Packers of

Grocers' Sundries

394 and 396 St. Paul St., MONTREAL.

A FEW SPECIALTIES:

- Enameline, the Modern Stove Polish.
- B. T. Babbitts 1776 Soap Powder.
- Gail Borden's "Eagle" Milk.
- St. Charles Evaporated Cream.
- C. B. Knox's Sparkling Gelatines.
- Courtenay's Worcestershire Sauce.
- Middlemass' Original Albert Biscuits.
- Melrose's Famous Teas, 1 lb. Canisters.
- Cooney's Royal Windsor Blue.
- Bensdorp's Royal Dutch Cocoa.

CORRESPONDENCE SOLICITED.



B.T. Babbitts

Best Soap

TRADE

1776

MARK

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AN ADVOCATE OF COMMERCIAL RETALIATION.

ANDREW CARNEGIE, the multi-millionaire, has a penchant for saying things which attract world-wide attention. None of his contemporaries possibly has it to a higher degree. Like a few other men whose words are eagerly gathered up and scattered broadcast by the daily press, Mr. Carnegie, no doubt, essays to pose as an authority on subjects upon which he is less qualified to speak or write than a good many others who, however, would attract no attention did they give public expression to them. Money, we are told, talks. At any rate, he who possesses great wealth will certainly be listened to when he talks. And this is the explanation of the readiness with which nearly everything Mr. Carnegie says, no matter upon what subject, is flashed from one continent to another.

But whatever subjects upon which he may not be qualified to speak, it is certain that he is entitled to attention when he gives publicity to his views on business matters.

A good many may question the methods by which he has accumulated his millions, but the fact that the measure of his commercial success transcends that of most men in any age stamps him as a great business man. On business matters he is therefore an authority. And when he dwells upon them, it is better that we should turn a listening and not a deaf ear towards him.

A few days ago, when delivering his installation address as Chancellor of St. Andrew's University, he startled the political as well as the commercial world by calling upon the Emperor of Germany to undertake the formation of an United States of Europe in order to meet the competition of the United States of America. He meant, of course, a commercial and not a political union.

It is not the first time such an union has been proposed in recent years, but it is the first time that the head of a great State has been, publicly at any rate, requested to take up the burden. And certainly not by anyone who is to all intents and purposes a citizen of the American Union. A couple of years ago Count Goluchowski, the Austro-Hungarian Minister of Foreign Affairs,

pleaded for such an union. Whether or not the appeal of Mr. Carnegie will be more successful than that of the Austro-Hungarian Minister remains to be seen. But one thing is certain, it will give added interest to a subject which already has a good many advocates in Europe.

It is quite possible that the consummation of an United States of Europe, within the confines of which low tariffs or free trade toward each other may rule, and high tariffs against the United States of America dominate, will never be realized; but at the same time its realization is not impossible. Whether or not, therefore, Mr. Carnegie's remarks stir up the countries of Europe to take common action against the United States of America, they should further open the eyes of the latter to the fact that their present policy of industrial exclusiveness threatens to array their European customers against them. And it is, of course, to Europe that the United States exports the greater part of their surplus products.

To the European continental countries to which Mr. Carnegie made his appeal, the United States export more than \$500,000,000 worth of products, while their export trade with Europe, taking into account what they send to Great Britain, aggregates over \$1,000,000,000. What is termed the favorable balance of trade is nearly \$250,000,000 with continental Europe, and nearly \$500,000,000 including Great Britain in the valuation.

It is a well-known economic law that "when the produce of any particular branch of industry exceeds what the demand of the country requires, the surplus must be sent abroad and exchanged for something for which there is a demand at home."

The United States ignore this law. The more they develop industrially the more they need foreign markets for their surplus. They recognize this, but they do not want to buy anything in return. And they frame their tariff with that end in view. The consequence is that on the continent of Europe, in Great Britain and in Canada a spirit of retaliation is developing. And now Mr. Carnegie, who has profited as much as anyone by the policy of exclusiveness, is giving the nations lessons in the art of retaliation and industrial exclusiveness.

Pride may come before a fall, but the merchant who would stand must have pride in his business.

EXPORTS OF JAPAN TEA.

THERE has been a considerable falling off in the shipments of Japan tea from Yokohama and Hiogo to Canada during the past year. For the present season, 1902-3, the shipments to Canada were 1,681,629 from Yokohama, and 579,792 from Hiogo, or a total of 2,261,421 lb. from the two ports, as against 4,514,056 lb. for 1901-2, of which 876,765 lb. were from Hiogo, and 3,637,291 from Yokohama. The decrease in this case is 2,252,635 lb., or about 50 per cent.

For the season of 1900-01 the exports of tea to Canada from Yokohama were 3,254,981 lb., in 1899-1900 4,874,731 lb. From Hiogo there came to this country 658,347 lb. in 1900-1, and 2,512,854 lb. in 1899-1900. The total Canadian imports of tea in 1899-1900 from these two ports amounted to 7,387,585 lb., and the falling off since 1899-1900 has been 5,126,164 lb., or about 69 per cent.

The total exports from Yokohama and Hiogo to America this season to date were 28,348,626 lb., against 29,439,116 for 1901-1902, 30,851,709 for 1900-1901, and 32,359,362 for 1899-1900, or a decrease for the four years of 4,010,736 lb., or a little over 12½ per cent.

INDIA'S TEA EXPORTS TO CANADA.

IN its issue of a recent date, The Indian Planter's Gazette comments not altogether unfavorably on an article which appeared in THE CANADIAN GROCER regarding the cessation of advertising and its effect on the imports of Indian tea into Canada and the United States. At the first glance the article in question appears to be critical in its remarks, but on examination it will be seen that the views of both journals are in harmony on many points. We agree with the remark made in The Indian Planter's Gazette that, "Money can more easily be spent in injudicious advertising than in judicious advertising: In the one case money is ill, in the other well, spent."

There are certain passages in the article under notice, however, to which we take exception. The first one reads: "It appears to us that the procedure followed by our Canadian contemporary, in comparing one year's figures with another, and then trying to trace effects down to a cause which has been marked out beforehand for disapproval, is not justifiable; it is in any case questionable."

While such methods might justly be criticized, we are not concerned to defend them. Let us state the facts, examine the figures and let readers draw their own conclusions.

Our argument is that advertising has increased the consumption of Ceylon and Indian tea, and we prove it by the following figures: In 1893, for the first time, concerted measures were taken to bring the, now well-known, teas of India and Ceylon before the public by advertising. Previous to that time the importations of these teas into North America had been trifling. India ceased active work in 1899, whereas Ceylon has continued in the field to this day. After a campaign of two years the growth of demand was such that the exports to North America were:

	Indian. Lb.	Ceylon. Lb.
1895	4,071,731	3,744,780
and they continued to grow until in 1899 they were as follows:		
1899	8,487,443	8,192,832
Increase	4,415,712	5,448,046

In other words, there was an increase of 108 per cent. in Indian tea and 145 per cent. increase in Ceylon tea.

For the five years, 1895 to 1899, inclusive, the imports were: Indian, 29,452,892 lb., and Ceylon, 29,637,699 lb., practically the same for each country. In 1901 and 1902, two years, they were: Indian, 13,985,143 lb.; Ceylon, 19,104,354 lb. Take the average for two periods, of five years and two years:

	Indian. lb.	Ceylon. lb.
1895-9, average	5,860,578	5,927,540
1901-2	6,992,572	7,552,177
Average annual gain....	1,091,994	3,624,637

The average annual gain was 18 per cent. in Indian tea and 61 per cent. in Ceylon tea; or, putting it another way, Ceylon in the second period, during which they advertised and India ceased, thus gained 43 per cent. more rapidly than its rival.

Finally, let us take the years 1899 and 1901:

	Indian. lb.	Ceylon. lb.
1899	8,487,443	8,192,832
1901	7,020,773	10,211,142
Loss.....	1,466,670	Gain 2,018,310

Here was a loss of 17 per cent. in Indian and a gain of 24 per cent. in Ceylon. In the words of The Indian Planter's Gazette: "There is no gainsaying the fact that Ceylon forged considerably

ahead of us (India) during the years 1901 and 1902, whilst we fell behind to an alarming extent."

To what are these facts due? Not to markets, as the fall in the price of tea affected Ceylon and India equally in the year mentioned. Further, no such marked difference resulted from market fluctuations in previous years. We gave a solution, and that must hold good till it is controverted, or a better one produced.

We will not follow The Indian Planter's Gazette through its "mass of statistics," as all the figures have been published at one time or another in THE CANADIAN GROCER in a digested form and in proper relation to each other.

There is one other inaccuracy, though, we would like to dispose of. "The consumption of Japan teas in Canada," says our contemporary, "has been falling off during the last three years, according to figures obtained from the Statistical Department of the Dominion Government. This fact helps to point a moral. Japan has been a most persistent advertiser, keenly competing with Ceylon in this matter, yet is apparently going to the wall, so that advertising alone, however extensive, is not everything."

In the first place, The Indian Planter's Gazette is much mistaken. Japan is not by any means a large or "persistent advertiser keenly competing with Ceylon." Japan advertises with discrimination in a very few selected trade journals only.

* * *

So much time is demanded in drawing the attention of the public to his own wares that the wise merchant has not time to waste in decrying the wares of his competitors.

* * *

APPLE TRADE SITUATION.

THE apple crop of Ontario is a larger one than was estimated a couple of weeks ago. Nearly all the fall apples are now off the trees and are being marketed. In about three weeks at the latest all the winter apples will be gathered. It was feared a short time ago that of the latter a great quantity would be of inferior quality, but they are turning out well in the majority of cases.

Jobbers and exporters have received numerous inquiries from people desiring to sell in all parts of the Province, who all report an extra heavy yield.

The only thing that at present is a handicap to the exporters is the scarcity of labor. Packers are particularly hard to get, as the strictness of the Fruit Marks Act makes it necessary to employ expert hands. But, notwithstanding these drawbacks, the crop will be handled before the frost sets in.

The yield in the Maritime Provinces has not been even as great as last year, if we are to judge from the export figures to date and the few reports that have come forward from that locality. But across the line in the United States there has been a heavy crop, and the exports so far have been much ahead of those for the same period the two years previous. The State of Missouri is said to have beaten all its previous records, and the orchards of the New England States have produced a fairly good crop.

As to the Old Country market, the demand so far for apples has been fairly well sustained. The English crop has almost amounted to nothing, but the receipts from Canada and the United States have been extra heavy, as may be seen from the tables below. On the other hand, there seems to be more money than usual in circulation there, as the fruit arriving, and especially

the choicer grades, have been readily absorbed. The British public seems to be inspired with greater confidence in regard to the Canadian fruit that they are buying being just as represented, and, consequently, they are purchasing Canadian apples with greater freedom.

Reports from Great Britain under date of October 22 say: 25,000 bbls. selling. The market is active for good fruit, but the poor stuff is neglected. The general quality of the arrivals is better. Quotations: Culverts, 13s. to 15s. 6d.; Kings, 19s. to 24s. 6d.; greenings, 12s. to 14s. 6d.; Baldwins, 13s. to 16s. 9d.; Pippins, 16s. to 19s. 9d.; snows, 5s. to 9s.; seconds were 6s. less."

The total shipments during the week ending October 18 were as follows:

Total shipments during week ending October 18 :			
From	Total.	Same week 1901.	
Boston	56,261	4,526	
New York	43,112	5,767	
Portland	1,616	1,711	
Montreal	32,480	16,019	
Halifax	11,211	none	
Total for week	144,680	28,023	
Same week 1901	28,023		
Same week 1900	82,345		
Total since season opened		617,364	
Total same time 1901		154,499	
Total same time 1900		311,975	
Shipments in detail, in bbls. to October 18 :			
From	1902.	1901.	1900.
Boston	173,592	9,291	67,643
New York	199,529	17,997	89,506
Portland	7,236	2,845	
Montreal	219,181	74,919	107,408
Halifax	17,828	49,447	39,218
Annapolis			8,200
Totals	617,364	154,499	311,975

The way to cook the fish trust is to roast it.

A NEEDED POSTAL REMEDY.

AMERICANS visiting Canada on business or pleasure frequently inadvertently use postage stamps of their own country instead of those issued by the postal authorities of the Dominion. Canadians visiting the United States frequently make the same mistake when mailing letters to their homes. Letters thus improperly stamped are sent to the dead letter offices of their respective countries. That a great deal of inconvenience and loss, particularly to business men, is caused thereby is evident.

The methods of dead letter offices have lost a great deal of the crudeness that characterized them a few years ago; but there is still room for further improvement. And one of them is in regard to international mail matter.

Mistakes of all kinds we usually have to pay for, but it is unreasonable that letters, no matter how important they may be, should be consigned to the dead letter office because of a mistake which anyone in an absent-minded moment is liable to make.

It seems to us that the proper thing to do would be to forward to destination the letter that bears the stamp of the country to which it is sent instead of that of the country in which it is mailed, and there collect from the receiver, say, double postage. It ought not to give the postal authorities any more trouble, while it would, at the same time, be a much more business-like method.

Sir William Mulock, the Canadian Postmaster-General, has always shown a readiness to adopt newer and more modern methods in the administration of his Department. And here is another opportunity for him to exercise this faculty by entering into negotiations with the postal authorities in the United States for the purpose of remedying the present unsatisfactory and inconvenient state of affairs.

AGAINST UNFAIR COMPETITION.

BETWEEN the honest and the out-and-out dishonest conducting of a business a good deal of pretty questionable work is carried on. The quality of goods is oftentimes said to be better than it really is, trade marks are unlawfully appropriated, opponents' businesses are disparaged, and in a thousand little ways unfair advantages are taken. In this country and in most countries none of these acts are criminally liable. Only in a few cases is a criminal procedure made possible by special law. The only protection afforded to the trade is through a civil action, and the inconvenience and expense of bringing such actions makes recourse to them unusual. The evil is winked at and allowed to continue.

In Germany, the most progressive nation on the face of the earth, so far as the handling of commercial problems is concerned, the difficulty is being faced in no uncertain manner. The criminal law has been called into operation by legislation of July 1, 1896. It strikes in the main at five evils:

1. Fraudulent advertising, i.e., false declarations concerning methods of production; make-up or prices of wares; source of supply; reason for selling; possession or ownership of trade marks. In the above cases, every business man or group of business men has the right to bring suit against the offending party, calling for the suppression of the above practices, also for damages. A fine not exceeding 1,500 marks (\$357) can be imposed: repetition of such an offence is punishable with imprisonment not exceeding six months.

2. Detraction of a competitor, i.e., spreading false reports concerning the trade of another, his person, the manager of his business, or his wares. Offences of this nature are punishable with a fine not exceeding 1,500 marks (\$357), or imprisonment not exceeding one year.

3. Misusing another's name in such a way that an unfair advantage is gained. Offending parties must pay damages, and are compelled to discontinue such practices.

4. Disclosing business secrets during time of employment. A fine not exceeding 3,000 marks (\$714) or imprisonment not exceeding one year can be imposed, and, in addition, judgment of damages sustained. Any competitor using information gained in this way, as well as any third person disclosing such information to him, is liable to a similar punishment.

5. Deception as to the quality of goods. The Federal Diet has been empowered to prescribe that certain articles are to be sold at retail only in certain quantities, lengths, according to certain numbers, etc., etc., or with declarations as to number, weight, etc. The punishment for every infringement shall not exceed 150 marks (\$35.70).

Force of character gives power to business.

COMPETITION OF CITY STORES.

A renewed effort to capture the trade of the towns and country is said to be on foot by the departmental stores. These businesses have grown both in the cities and in the country, but they have extended more proportionately in the cities. The reason for this has been due to the increased vigor shown by the suburban stores which has enabled them to successfully oppose the departmental stores. To reach this country population the city businesses are calling on the services of the press and requiring the city dailies to extend their circulations throughout the country. By this means they hope to build up a huge mail-order business. It remains to be seen how the country merchants are going to meet the difficulty.

A VISIT TO A WHOLESALE GROCERY HOUSE.

TORONTO is becoming famous as a commercial centre, as well as an educational one. Her commercial houses are rapidly increasing their business, by extending and building up a large trade in every part of the Dominion. One successful wholesale house is The Eby, Blain Co., Limited, Front Street East. This firm started business in 1880, by Messrs. J. F. Eby and Hugh Blain forming a partnership under the style Eby, Blain & Co. In 1894 the concern was formed into a limited liability company, and by the summer of this year, 1902, the business of the firm had grown to such an extent that they had to enlarge their warehouse, adding two and a half storeys. The building now, including basement, has six floors, each 50 x 185 feet, and gives them floor space of 55,500 square feet.

THE CANADIAN GROCER had the pleasure of being shown through their spacious premises by Mr. W. P. Eby, of the sales department of the company.

On entering, one is impressed with the elegant suite of sample-rooms and offices. The place presents the appearance of thorough business activity. The shipping-room is attached to these departments to the south, on the Scott street side, and is provided with two elevators, one for taking up and the other for bringing down merchandise, and for the delivery of goods is divided into two subdivisions, one for goods for the city and the other for goods for the country. The basement is used for the storing of sugars, syrups, molasses, canned goods, etc. It has a concrete floor, and the street sloping at the rear allows the goods to be run easily into the wagons. The baking powders, spices, etc., are packed on the second floor. On the same floor are two patented new process currant cleaning machines, improved by Mr. J. F. Eby. The fruit is run into the cleaners from the floor above through chutes, passed on through the machines and to the first floor, where it is packed in cases all ready for shipment. The tea-packing department on the third floor is where the tea is weighed and put up in packages. The coffee department is at present on the same floor, on which are in operation several machines—separators, cleaners, polishers, etc. This firm is becoming celebrated for its coffees, and its trade in these during the year has increased over 100 per cent. The demand for its teas has also much increased. On the fourth floor is a huge tea blender, into which the tea comes from a hopper on the top floor, passing through

the blender into a car, on which it is conveyed to the required place and dropped, by means of openings in the floor over which the car passes, into bins below, where the packing is done. The airy and well-lighted fifth floor is where the coffee roasting department will be finally located. There will be installed large separators, grinders, etc.

Altogether The Eby, Blain Co., Limited, are to be congratulated on their having so fine and up-to-date a warehouse. Everything is convenient, lavatories on every floor, and all departments connected by telephone, the switch-board system being operated by an employe of The Bell Telephone Co. The business is an excellent example of the most successful ones and promises to keep on increasing for many years to come.

MILLERS TO HIS ROYAL HIGHNESS.

CANADA is one of the most important wheat-growing countries in the world. Every Canadian believes that before long it will be altogether the most important. Then the greatest flour milling industry in such a country is indeed a subject of interest. And the Ogilvie Milling Co., or to give them their proper name, The Ogilvie Flour Mills Co., is decidedly of interest. Most Canadians are familiar with the famous Ogilvie's Glenora Patent and Ogilvie's Hungarian Patent brands. These are sold throughout the length and breadth of the Dominion, and to call them the standard of all flours is but moderate praise. Lately the trade mark has been changed, the three feathers of the Prince of Wales being added, in consequence of the company's having been appointed by royal warrant millers to His Royal Highness. This appointment followed upon the visit of the Duchess of York to the Winnipeg mills.

The Ogilvie Flour Mills Co. has ninety elevators in Western Canada, in which is received the great bulk of the wheat in the Northwest. These have had a great deal to do with the development of the Northwest, providing farmers with a market where they can sell their grain at a fair price at all times. The company's mills which grind this wheat into flour have an aggregate capacity of 7,500 barrels per day, which, with the addition of the new mill about to be erected, will be increased to over 10,000 barrels per day.

The system and cleanliness about these great mills strikes every visitor. Floors

and walls are alike spotless, and not a particle of flour dust floats in the air.

At the present time we are deluged with a multitude of breakfast foods, and many of uncertain origin and still more uncertain value. A great many of these are imported so that the item of duty is added to the original cost, and consumers in Canada pay fancy figures for them. The basis of a breakfast food is the quality of its constituent parts. This is supplemented by the true process it undergoes. Ogilvie's Royal Breakfast Food is produced from the best selected wheat, carefully and scientifically prepared to retain its nutriment and present it in a most palatable and digestible form.

Ogilvie's Royal Breakfast Food has all the good qualities claimed for the best of them, and the fact that it is Ogilvie's is the best guarantee of its purity, its value and its excellence. Amongst breakfast foods this one has a value on a par with the value of Ogilvie's flour amongst other flours.

"Ogilvie's Oats" is an old-time favorite of the breakfast table, and is known throughout Canada. It is simply a preparation in which the best qualities of the grain are preserved and which has stood the test for years.

GLASS CASES FOR CONFECTIONERY.

A neat counter showcase for the display of confectionery, cigars, notions, etc., is an acquisition to any grocery store. Glass cases for bread, butter, cheese, etc., also look well, while being useful for keeping off flies in summer time, etc. Clatworthy & Co. have an advertisement on another page which will be found of interest to merchants wanting anything in this line.

COUNTER CHECK BOOKS.

The demand for counter check books and kindred lines during the past year or so has been a remarkable one. Every establishment for the manufacture of this class of goods reports an immense increase in business. Asked as to the cause they reply that "good times" has something to do with it, but on the other hand there is a growing demand for neat counter check books by merchants who a short time ago were content to send out goods with almost any sort of invoice or address card. The carbon check book has done a large share towards increasing this demand. Its neatness and despatch are easily recognized by any merchant who has used it. The enterprise is one which has evidently come to stay.



This man whose picture we reproduce would not capture a prize at a beauty show for his handsome appearance, but he certainly has "brains" as he insists upon having the very best grade of burning oil that it is possible to get. That is our

PENNOLINE

(Highest-grade American Oil Imported)

Merchants who are handling this brand of oil are



Can we not induce you to do likewise? Should you purchase a sample barrel, in the event of the same not giving entire satisfaction, we will refund the difference charged over the cost of the ordinary grade of coal oil.

See current quotations for our various brands and prices.

THE UNION PETROLEUM CO. OF CANADA,

Branches: Vancouver, Winnipeg, St. John, N.B.

Successors to the ATLANTIC REFINING CO.

TORONTO.

Limited.

PICKLES IN THE RETAIL STORE.

By W. H. S.

SOME
HINTS
ON THEIR
CARE AND SALE.

CANADIANS are not such lovers of pickles as their brethren across the line. Whether this is due to the fact that Canadian grocers do not endeavor to create in this country a taste for pickles by constant advertising and introduction of new lines and methods in their handling, or that the people here have other articles that take their place as a food or a luxury it is difficult to determine. But it is yet to be proved that the pickle business in the Dominion cannot be much increased by judicious efforts on the part of the grocer to bring the pickles before the public. By cleanliness and carefulness in their handling and judicious advertising in the press, in the window, by bulletin boards around the store and by circulars distributed among the public a large trade may be built up if the grocer perseveres.

BULK PICKLES

In handling pickles in bulk it is necessary to know what tastes your customers have, if they have any. Whether they like sweet, mustard, saurkraut, or any of the other varieties the grocer should try and ascertain before going to work to educate the taste of the public for certain lines which he finds most advantageous for himself to handle. Large stocks of pickles cannot be carried with advantage by the dealer, for to sell well pickles should always be fresh. For this reason it is generally best for the smaller grocer, at any rate, to educate the taste of his customers as far as possible for one or two lines of pickles exclusively. Thus he will not need to carry so many different varieties in stock and so be less liable to sustain loss through keeping pickles in stock until they become aged.

CARE IN THE HANDLING

Pickles are an article that require care in their handling. Those coming in bulk are usually delivered in wooden buckets. The best way to keep them fresh is to put them in a large earthenware jar with a tightly-fitting cover. Put them away out of sight and covered; not open and near the door where the dust and dirt may get at them to their injury. The fresher they are the better, and care should be required to keep them fresh as long as possible. Do not, when you are taking them out of the jar, dig into the centre of them and leave those around

the edge clear of the vinegar, and never take too much vinegar out of the jar when removing the pickles. If they are left out of the vinegar they dry out quickly, become mouldy, and have to be thrown away and thus wasted. As they sometimes are lighter than the vinegar in which they are preserved and often persist in floating to the top, a plate about the diameter of the jar might be placed over them with a weight on top. This serves to keep them under the liquid and preserves them well.

DELIVERING PICKLES.

A paper pail with a close-fitting lid, similar to the small oyster pails, is a good package to deliver them in to the customers. These pails are not as expensive as jars and are less liable to be broken. They are light and easy to handle and can easily be procured.

WINDOW DISPLAYS.

For window display purposes, pickles are not extra well adapted. If kept in the sun for any length of time they lose their color and are thus rendered sometimes unsalable. But a day or so's exposure in a well shaded window will not hurt them very much if proper care is taken to exclude the flies and other insects. A large glass jar or pail with a tight fitting cover is about as good a thing as any to keep the bulk pickles in when they are used for display purposes.

BEST TIME TO PUSH PICKLES.

The best time of the year to push pickles is generally in the spring. That also is the season when it is most difficult to keep them properly, as a small fly does much damage to them then, particularly to the mustard varieties. So the spring is the time of the year in which many grocers find it best to push their bottle pickles which, though more expensive, can be handled with profit, as they are always wanted by a certain class of customers. In putting in a stock of these select some of the best selling lines and stick to them. Advertise them well, and, if you can, give a trial to anything new and meritorious. Be up to date in the pickles as well as in every other business.

"NABOB" SAUCE.

"Hunger" gets the name of being the "best sauce," but we think Batty & Co.

would beat it hollow with their delicious "Nabob" sauce. This sauce is formed of Indian condiments prepared from the vegetable world, chiefly procured in the tropics, and makes the most delicious relish for all kinds of fried or boiled fish, steaks, hashes, stews, game, etc. Messrs. Batty have received numbers of prize medals at Paris, etc., Exhibitions, for the excellence of their "Nabob" sauce and pickles.

THIRTY-FIVE YEARS IN THE PICKLE TRADE.

The attention of our readers is directed to the advertisement of Gillard & Co., Limited, London, Eng., celebrated for nearly 35 years for their sauces and pickles, which have been on the English market for that period, and are to be found in even remote parts of the British Empire, having large sales in Canada, South Africa and Australasia. They can be had in almost every part of the inhabited globe wherever goods of the highest quality can be sold. Ten gold medals they have been awarded for their pickles at various pure food exhibitions in England. The Canadian business is increasing and this firm are about to introduce to the Canadian market other varieties of their pickles.

A REORGANIZED PICKLE FIRM.

Batty's pickles, which have been on the market for so many years have taken a new lease of life, and with younger blood at the head of affairs, these famous sauces and pickles are to be pushed in every section of the world.

On November 13, 1901, the late proprietor sold out his interests to a limited company, and the new firm has appointed entirely new management. New premises were secured on Brayard Road, London, S.E., and all the latest appliances in the business were installed with the view of maintaining the reputation of their goods and at the same time securing larger output.

The new firm which is known as W. Batty & Co., Limited, are anxious to secure reputable agents for Canada and are open to correspond with parties who would handle their well-known lines of "Nabob" pickles and "Nabob" sauce.

MOLASSES

When ready to buy don't forget to ask us for our quotations on a carload delivered at your station ; you will be glad you did so.

The Dominion Molasses Co.,
Limited
Halifax - Nova Scotia.



IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

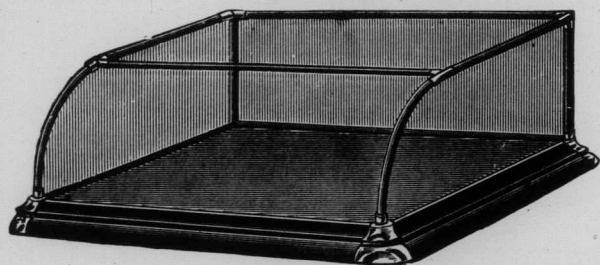
Merit Acknowledged
Superiority Admitted.

YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
Montreal.

AN OVAL FRONT SHOW CASE.



In Highly Polished Hardwood, three feet long with solid nickel joints, sliding mirror doors and extra quality diamond glass throughout. This magnificent case, and the following assortment of quick-selling Toilet Soaps for . . .

=== \$25.00 ===

This offer means 58 per cent. profit for you.

OUR NEW ASSORTMENT.

3 doz. Infant's Delight,	retails at 10c. . .	\$3 60	1 doz. Fine Oatmeal,	retails at 10c. . .	1 20	1/2 doz. Violettes de Parme,	retail 3 for 10c. . .	20
1/2 " Vestal Violet,	" 10c. . .	60	1 " Valley Violet,	" 10c. . .	1 20	1/2 " Bouquet de Paris,	" 3 for 10c. . .	20
1/2 " Crushed Lilies,	" 10c. . .	60	1 " Italian Pink,	" 10c. . .	1 20	1/2 " Crab Apple Blossom,	" 3 for 10c. . .	20
1/2 " Carnation Petals,	" 10c. . .	60	1 " Sweet Violets,	" 5c. . .	60	1/2 " Carnation Pink,	" 3 for 10c. . .	20
1/2 " Sweet Clover,	" 10c. . .	60	1 " White Carnations,	" 5c. . .	60	1 " Fleur de Lys,	" 5c. . .	60
1/2 " Chrysanthemum,	" 10c. . .	60	1 " June Roses,	" 5c. . .	60			
1/2 " La France Rose,	" 10c. . .	60	1 " Turkish Bath,	" 5c. . .	60	33 Proceeds from selling Toilet Soaps		\$27 60
1 " Heliotrope,	" 10c. . .	1 20	6 " King Castle,	" 5c. . .	3 60	Value of Show Case,		12 00
1 " Club Cologne Glycerine	" 10c. . .	1 20	2 " King Oatmeal,	" 5c. . .	1 20			39 60
1 " Carbolic,	" 10c. . .	1 20	2 " Refined Tar,	" 5c. . .	1 20	Our net price for Soap and Show Case		25 00
1 " Unscented Glycerine,	" 10c. . .	1 20	1 " P. W. Shaving,	" 5c. . .	60	Your Net Profit,		\$14 60
1/2 " Jockey Club,	" 10c. . .	60	1/2 " Rose Superbe,	" 3 for 10c. . .	20			
1/2 " Tar and Glycerine,	" 10c. . .	60	1/2 " Hyacinthe Superbe,	" 3 for 10c. . .	20			

Owing to increased freight charges, the price for the above Assortment and Show Case for all points west of Rat Portage will be \$27.00 net.

John Taylor & Co.,

**FINE TOILET
SOAPS,**

Toronto.

THE PROVISION TRADE

AND COLD STORAGE NEWS.

AUTO-CURE BACON.

FOLLOWING is a description of auto-cure bacon as given in The Douglass Encyclopedia: After the hogs are killed and handled in the usual manner as well as chilled, the sides of pork are laid in rows on a sort of trunk which exactly fits into a large cylinder of steel, 32 ft. long, 6 ft. in diameter, and which will hold altogether 210 sides. The cylinder having been filled, the lid or shield, weighing 3½ tons, is slid into its place and is hermetically closed by means of hydraulic pumps at a pressure of three tons to the square inch. As soon as this is done all the air is pumped out by means of a vacuum of 28 inches. To give some little idea how high this pressure is, the Westinghouse vacuum brake on a passenger train afford a good example as a contrast—it only requires a vacuum of 6 inches to stop it dead. Thus one can easily understand how completely the air must be pumped out when the vacuum is raised four and one-half times as much. Of course, by this means the air is also pumped out of the pork, the pores of which open. This pumping out of the air lasts about one hour, and then the brine channel, leading from the brine reservoir holding 6,000 gallons of brine is opened, and the brine rushes into the cylinder of its own account, since there is no air there, and fills what is not taken up by the trucks and pork in a few minutes. But now a quantity of air has again penetrated into the cylinder with the brine, and when this has also been exhausted, the real auto-cure begins. This is effected by the following means: The brine is pumped into the cylinder at a pressure of 120 lb. per square inch until no more can be pumped in. By this means the pork, every pore of which was thoroughly opened while the air was being pumped out, becomes entirely saturated with the brine, and remains under the same pressure from four to five hours. The pickle runs back into the reservoir, and, after having been filtered and strengthened, can be used over and over again. The bacon can then be shipped at once. There is nothing to hinder the pigs being killed one day, salted the next and packed and shipped on the third day. In the machine-room is the hydraulic pump with an accumulator used to close the shield or lid of the cylinder, a vacuum pump to suck the air out of the cylinder, and a force pump to pump the brine into the cylinder. There are two reservoirs for the brine and two cylinders, and the bacon is pricked with a needle before being put into the latter. The auto-

cure claims to be a great improvement in the curing of bacon, inasmuch as the bacon can be got ready for market much quicker, but whether or not the keeping qualities of the bacon are improved is a question on which opinion varies.

FRESH MEAT FOR THE NAVY.

A correspondent asks us to state the terms of contract for the supply of fresh meat to the navy. The conditions, uniform throughout the United Kingdom, are: "The whole of the beef to be delivered under this contract is to be good, fat, well-fed, freshly-killed ox or maiden heifer beef, sweet, wholesome, and free from bruises, such as shall be approved by the commanding officer of the vessel, supplied as in all respects fit for His Majesty's service, to the entire exclusion of the flesh of any bull, bull stag, cow, or any beast whatever that may have dropped on the road. No refrigerated or frozen beef to be supplied." There is no further stipulation as to the origin of the meat.—Cold Storage.

CONDENSED EGGS.

Condensed eggs are among the novelties in foodstuffs recently placed on the market. They are really eggs—not any chemical substitute—with some of the moisture removed and sugar added. It cannot be said that the tinned eggs look particularly appetizing, having the appearance of syrup of a brownish color. When they are beaten, however, they look and taste exactly like the fresh article. The War Office have made a large purchase of condensed eggs, which are warranted to keep for two years. The average lodger, however, will probably continue to try his luck with the landlady's provision.

PHILADELPHIA SCRAPPLE.

Philadelphia scrapple is made of all the scraps of pork not needed for sausage, lard, or for salting. Split the head between the jaws, remove the tongue, which is also used, cut off the end of the snout, remove the jaw-bone, eyes and nasal cavities. The ears may be used, if carefully cleaned, and the cartilage removed after boiling. Put the head meat and the skin, which have been removed from parts intended for lard and sausage, to boil in water to cover them; 15 minutes after add the other meat, which may include the feet, nicely scraped, the trimmings of the hams and shoulders, the heart, a small part of the liver, and, if desired, the spleen, cacklings and the kidneys with the white part all cut out, but these are not generally used. The meat must be boiled

until it will separate from bones, then take out of the liquid and chopped fine. Strain the liquid to remove the small bones, and add to it enough water to make five parts liquid to three of meat. Set it boiling, then stir in the meat, with an equal amount of cornmeal, made of new corn, well dried before grinding, and ground fine. Stir while boiling, then season with salt, black and red pepper, and either sage, sweet marjoram, thyme or pennyroyal, whichever you prefer. Boil for about 15 or 20 minutes. Put away in pans in a cold place, when it will keep two or three weeks if the weather is cold. Cut it in slices about an inch thick, lay it in a very hot pan, fry only until brown on both sides.—Butchers' Advocate.

THE PRICE OF LARD IN CANADA.

Editor CANADIAN GROCER,—Exceptional conditions by which the Chicago lard market is higher than the Canadian markets puts an entirely new phase on the lard situation in Canada, and one which should result in higher prices.

Cash lard to-day at Chicago is \$10.80 cwt. tierce basis, as against \$9.87½ for a higher grade of goods quoted by the Canadian packers, delivered at the principal jobbing points.

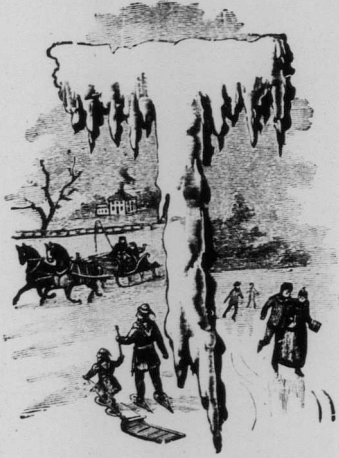
The foreign market dependent upon the United States for their lard supply is paying about one cent per pound more for a poorer grade of goods in the United States than can be secured in Canada under the present quotations. Apparently there is only one result following this unusual situation. The Canadian packers undoubtedly will take advantage of the foreign market and export their lard, unless they can obtain as good figures at home. This means an advance of anywhere from one-half to one cent per pound, and wise buyers should consider these facts very carefully, as there is strong evidence that they will pay more for all cooking grease, including the product of the swine, "Boar's Head" Refined Lard Compound and Cottolene.

H. R. LEAR.

Chicago, October 23.

DRY-THAWING PROCESS IN NEW ZEALAND.

At the recent winter show A. H. Chapman, of Kurow, gave an exhibition of his dry thawing process for defrosting frozen meat. Three quarters of beef and a couple of carcasses of mutton were hung in the machinery annex, covered with waterproof sheeting. These were uncovered on Friday afternoon, in the presence of a number of gentlemen, at the invitation of the President



THE COLDEST DAY IN THE YEAR

nor yet the hottest make no difference in our business since putting in our new and modern cold storage plant occupying 75,000 cubic feet.

We used to be like many of the other poor fellows whose business depends on the weather, rather than on the prevailing market prices, but we are thankful to say that this is now a story of the past.

Does it not stand to reason then that we are in a better position to handle your consignments of

Butter, Eggs, Poultry, Etc.

than anyone else? If they arrive on a falling market we "chuck" them into cold storage and wait till we can realize better prices for you.

We are in a position this Fall to handle an unlimited quantity of produce. In addition to a large local patronage, we have splendid Export connections established. Send us all the Butter, Eggs, Poultry, and all kinds of farm and dairy produce you can get hold of. We will take them every time and pay you the **highest market price, cash**, or sell them on commission for you, whichever you prefer.

The J. A. McLean Produce Co.

LIMITED

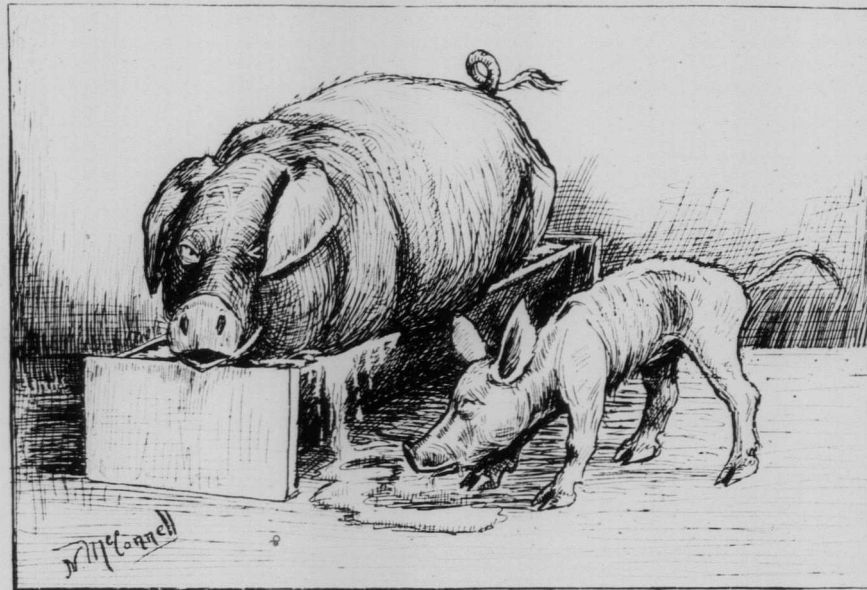
75-77 Colborne St.,

TORONTO, ONT.

of the Agricultural and Pastoral Society, and one and all expressed a favorable opinion on the appearance of the meat, which opened up bright and clean and quite dry on the surface, instead of presenting the moist discoloration generally seen on meat thawed in contact with the atmosphere. Many of those who witnessed the success of the method employed by Mr. Chapman expressed wonder that it had not been adopted in London. Mr. Chapman said there were other reasons than the practical utility of the process that prevented its universal adoption, but he hoped yet to overcome the unreasonable opposition he has met with.—From The Otago Witness

HOW TO MAKE MINCE MEAT.

A formula for making mince meat is given as follows by a New York firm: 450 lb. peeled apples, 75 lb. seeded raisins, 75 lb.



Capital to Labor: "What are you squealing about? You get enough to live on, don't you?"
—The Moon, Toronto.

currants, 4 lb. citron, 4 lb. orange or lemon peel, 60 lb. boiled beef (75 lb. raw beef), 50 lb. suet, 10 lb. mince meat spice, 12 lb. salt, 8 gals. whiskey or spirits. Cook the meat until it is thoroughly done and let it get cold before it is chopped. Chop the beef with the spice and the suet with salt. Put all in a mixing trough and mix well, then add the whiskey, and lastly add the mince meat liquor which is made by taking 150 lb. C sugar, 8 gals. New Orleans molasses, 10 gals. sweet cider, 5 gals. water. Cook to 28 degs. on Baumes' saccharometer. This liquid should be made at least a day before it is wanted for use, so as to give it time to cool off. If used hot it will melt the suet and make the mince meat have a bad appearance. Use 1½ lb. "MM" preservative to one ton, dissolving it in the cider.

have commenced their operations for the season. We quote as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c.; and backs, 14½ to 15c.; Canadian heavy mess pork, \$21.50; short cut, \$23.50 to \$24.00; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails 11¼ to 11½c.; compounds, 8¾ to 10c.; plate beef, \$15.00 per 200-lb. bbl.

MONTREAL.

A good business has been done in all hog products during the past week, and in nearly all lines prices have ruled steady. Jones' pork is at present practically unobtainable among jobbers, and there is

THE PROVISION MARKETS. TORONTO.

There has been a considerable increase in the arrivals of western dressed hogs. The prices have declined 50c., and are now \$7 per 100 lb. There is a good local demand for pork, but trade in beef is on the quiet side. Lambs have declined ½ to ¾c. per lb. Quotations follow: Dressed hogs, \$8.00 to \$8.25; beef carcasses, \$5.25 to \$8.00 per 100 lb.; hind quarters, \$7.00 to \$9.00 per 100 lb.; front quarters, \$4.00 to \$5.50 per 100 lb.; veal, 7 to 9c., and lambs, 6 to 6¼c. Select live hogs are worth \$6.00 to \$6.10 and fat and lights, \$5.50 to \$5.85 per 100 lb. Choice export cattle are worth \$5.25 to \$5.75 per 100 lb., and lights, \$4.25 to \$5.00.

The demand for provisions has been well maintained and prices are steady and unchanged. The local packers of dressed hogs

also a marked scarcity of Armour's brands. This scarcity is likely to continue for a couple of weeks yet, if not more. The price of Canadian short cut mess pork is firm on sympathy with the small offerings of that hogs. Supplies are expected to increase, however, very soon.

Fresh killed abattoir dressed hogs are somewhat firmer at present, and the price is about 25c. per 100 lb. higher, being now \$8.75 to \$9 per 100 lb. There is a fair demand. It is thought that as the killing season approaches prices will rule lower as there is plenty of feed.

In lard there is a moderate inquiry, and prices are steady and unchanged. Hams and bacon are still in active movement. Bacon continues to be scarce on this market. Our quotations are: Pure Canadian lard, \$2.37½ to \$2.40 per pail; Fairbank's "Boar's Head" lard compound, 9½c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, 7c.; 3-lb. tins, 1c. Snow White and Globe compound, \$1.80 to \$1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11½c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, \$24.50 to \$25; Canadian short cut clear pork, \$23.50 to \$24; American short cut clear pork, \$24 to \$24.50; American fat back, \$24.50 to \$25; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, \$14.50 to \$15 per bbl.

ST. JOHN, N.B.

In barrelled pork very full prices rule. Some satisfactory mess pork is being received from Ontario. Quantity of domestic offering is still light. In beef, prices continue high and sales in this line have shown a falling off from year to year. Fresh beef is being used in the woods. In domestic fresh beef, prices are quite low. Beef runs quite light. Western beef is still high. Pork is scarce. Lamb is plentiful. We quote as follows: Mess pork, \$23 to \$23.50; clear pork, \$23 to \$26; plate beef, \$15 to \$16; pure lard, tubs, 11¾ to 12c.; pure lard, pails, 12 to 12¼c.; compound, 9 to 10c.; Fairbank's refined, 10 to 10½c.; domestic beef, 5 to 7c.; Ontario beef, 7 to 9c.; pork, 8c.; mutton, 5c.; lamb, 6 to 6½c.; veal, 5 to 7c. per lb.

Mr. Potter, representing The N. B. Fairbank Co., is in the city this week. This is the season of large sales for "Boar's Head" lard and "Gold Dust" washing powder.

King Edward receives 1,000 letters and 30,000 newspapers daily; the German Emperor, 600 to 700 letters; the King of Italy, about 500; the Queen of Holland, 100 to 150. The Pope's daily receipt of letters and papers amounts to from 22,000 to 23,000, and he requires the services of secretaries.

he Palmerston Pork Packing Co.
LIMITED.

**Pork and
Beef Packers**

RETURNED
DEC 3 1902



Exporters and Wholesale Dealers in all sorts of Provisions.

Our Brand of Bacon has taken a first place in the market of Great Britain, and our Hams, Bacon and Lard are favorably known all over Canada.

All our Bacon is cut from selected and well-finished hogs and is mild cured.

TRY US WITH A SAMPLE ORDER.

English Representatives:
Campbell, Shearer & Co.,
4 Eastcheap, London, E.C.

The Palmerston Pork Packing Co.
PALMERSTON, CANADA. Limited

For 50 Years

we have been curing **Hams** and **Bacon**, making Lard and Selling Butter and Cheese.

We think we make as good Hams, as good Bacon, and as good Lard as your money can buy. We also think we know the best Cheese Factories and the best Creameries in Ontario, and handle their product.

WE ALSO SELL

Fresh Sausage, Bologna, Mince Meat,
Onions, Honey White Beans,
Lima Beans,

and shall be glad to hear from you regarding your wants for any or all of them.

F. W. FEARMAN CO.
(Limited)
HAMILTON, ONT.



Have **YOU** bought the

Old Reliable?

For sale by every wholesale grocer from the Atlantic to the Pacific.

Packed only from the finest Red Sockeye Salmon.

EVERY CAN GUARANTEED.

Every Retail Grocer

in Canada needs The **N. K. Fairbank Company**. The **N. K. Fairbank Company** needs every retail grocer in Canada. In other words, we need each other. Let us study those things that are to our mutual interest, laying aside all prejudices. We claim that our **Boar's Head Brand of Refined Lard Compound**, being practically vegetable oil that grows out of the ground, is more wholesome than it is possible for a product of the swine to be. It is absolutely free from the germs of hog cholera, scrofula and trichina inherent in considerable of the hog product. If this appeals to you, then try **Fairbank's Boar's Head Brand of Refined Lard Compound** and we will both have made use of each other to our mutual advantage. Costs less, works better.

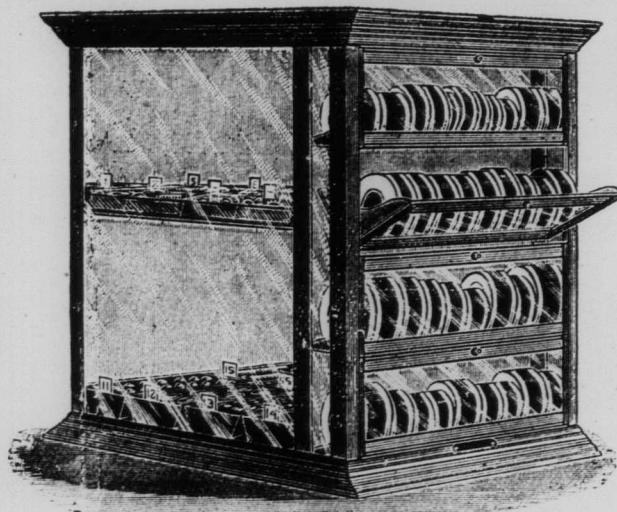


Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

THE N. K. FAIRBANK COMPANY.

Wellington and Ann Sts., MONTREAL, QUE.

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



NOTION CASE.

Bread, Butter and Cheese Cases, Glass Counters, etc.

We will be pleased to quote you close prices on anything in the store fixture line. That is our specialty.

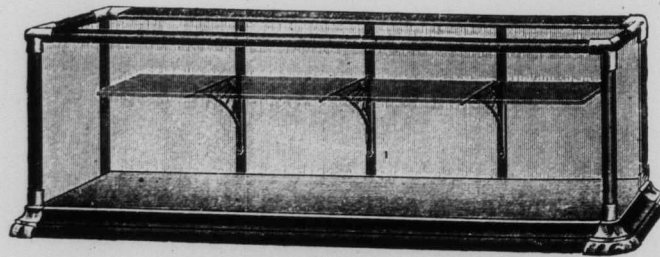
Send for 100 page Catalogue.

CLATWORTHY & CO., 48 Richmond St. West, TORONTO.

GROCCERS' SHOW CASES.

Display your confectionery, cigars, notions, etc., in a neat counter case. Best materials and workmanship.

They cost little and will help business.



COUNTER CASE.

"TOMAHAWK" BRAND Hams and Bacon

Are rapidly cutting their way into popular favor.

The secret of their success is their uniformly excellent quality and flavor.

Grocers and Butchers are fast recognizing these facts, and orders are correspondingly on the increase.

If you are not handling the "Tomahawk" Brand do so at once and gain the thanks of your customers.

**The Farmers' Co-Operative
Packing Co.**
of Brantford, Limited.

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

Brands of Smoked Hams, English Breakfast Bacon,
Bacon, Lard, Etc.

LONG CLEAR BACON.

New cured, free from rust, light or medium weights.

Write or wire us for quotations in case or car lots.

Fowler's Canadian Company,
Limited
HAMILTON.



Bovril

**BY SPECIAL APPOINTMENT
PURVEYORS TO HIS MAJESTY THE KING.**

THE DEMAND FOR BOVRIL CONTINUES TO INCREASE ENORMOUSLY AS ITS MERITS BECOME WIDER AND WIDER KNOWN. Grocers will serve their own interests by keeping a plentiful supply on hand to meet the requirements of their customers.

BOVRIL IS THE ORIGINAL AND ONLY RELIABLE FLUID BEEF.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

LARGE PRUNES SCARCE.

A TELEGRAM from the Coast with drew an offering of 40-50's prunes, Santa Clara, made by wire several days ago on a 3½c. four-size basis f.o.b. in bags. The advices stated that this size at the moment is practically unobtainable, packers experiencing the greatest difficulty in securing sufficient stock to fill their obligations at a cost above the figures mentioned. A letter stated that the proportion of 40-50's in the Santa Clara crop would fall below the lowest estimates yet made. "Sizes 50-60's," the advices say, "are also bringing a premium over the 2½c. four-size basis, and it looks as though there would be considerable short selling in this section."

CANNED SALMON ON THE U. S. COAST.

Mail advices from Portland, Ore., say of salmon: "The market continues strong, although business at present is not heavy. The shortage this year is variously estimated at from 1,000,000 to 1,500,000 cases, but no definite statement can be made as the canneries have not yet sent in full reports and the fall run is a matter of guesswork. The demand for salmon has increased more than 100 per cent. since 1898, due to the increased consumption in the Orient, Australia, South Africa and the United Kingdom. Fall packing is under way on the Columbia River, the Oregon coast and Puget Sound. The pack on the Columbia will probably exceed that of last year, but in the other two districts it is too early to determine the results. The total Coast pack is placed at nearly 1,000,000 cases."

VALENCIA RAISINS IN ENGLAND.

The supplies of Valencia raisins this week proving unequal to the demand, a very strong market has been experienced, and prices have advanced 2s. per cwt. on lower quality, and 3 to 5s. on medium and best. A considerable amount of dissatisfaction with the values has been evident this season on all hands, and it is, therefore, interesting in this connection to observe by comparison of the duty paid clearances of this season and last, that in point of quantity this year's trade marks an increase on that of the previous season. The clearances from the commencement of the season up to and including October 1 total 811 tons against 673 tons for the corresponding period of last year, whilst the arrivals this year up to date are about 1,000 tons less. The shipments afloat and available for the next two weeks are on a small scale and firm markets are therefore anticipated, but it is hoped that the prices realized of late will attract fuller

supplies, at least sufficient to obviate any possibility of prices reaching a dangerous limit. The market for muscatels remains firm at the moderate prices established a week ago, and with a good demand nearly all that were offered for sale changed hands.—Produce Markets' Review, October 11.

NEW PERSIAN DATES IN NEW YORK.

The first arrival of the 1902 crop Persian dates reached New York on the ss. Tabaristan a week ago, and consisted of 109,000 boxes of Persian dates and a shipment of Fard dates from Muscat. The Persian dates included 73,000 boxes of Hallowees, 11,000 boxes of Khadrawees, and 25,000 boxes of Sairs. The prices made by the importers on October 11, and which still obtain, were 1c. for Hallowees, 3½c. for Khadrawees, 3½c. for Sairs, 4½c. to 4¾c. for Fards in boxes and 5¼ to 5½c. in cases as to brand. Of the Persian dates it is reported that two-thirds of the cargo has been sold to arrive. Of the Khadrawees, all are reported sold, and one importer states that he is sold out of Sairs. The buying out of this cargo is said, by The N. Y. Journal of Commerce, to have been very liberal, and a considerable portion of the quantity sold is reported to be destined for interior points.

CANNED SALMON IN ENGLAND.

A British trade paper says: "Very large deliveries have been made of salmon from both London and Liverpool for the month of September, again proving how consumption increases when prices are popular. Advice has been received by cable that the steamer Kambyses, which had on board about 10,000 cases of Alaska salmon, has been wrecked at Punta Guionos, and her cargo lost. The market for forward Alaska in consequence is decidedly firmer, and holders are inclined to withdraw their lowest quotations until further news is received."

SITUATION IN CURRANTS.

Later arrivals of currants indicate that the reports of damage to the crop by rain, while not of the disastrous character and extent reported, were true to some extent. Also, that while on the whole this year's production is most excellent, still there is a considerable portion of harsh, badly harvested and carelessly graded fruit in all qualities, and an unfortunate deficiency of those really fine parcels of Vostizza and Panariti which are so highly appreciated by the more fortunate class of grocers who possess a clientele willing to pay full prices for a fine article. The force and bearing of these remarks will be strengthened as

the season progresses, and as the stock is picked over. It can hardly be strongly urged this year, when for many reasons the demand for currants is exceptional, that those buyers, who make early and full provision for their requirements will reap many advantages. They will certainly be able to get good and suitable fruit, which at present is plentiful, and when the universal rate of distribution is considered, they may at least expect to do more advantageously in the matter of price, than if they wait until stocks become depleted. The attention of speculators is already being turned towards this article, and although it may be hoped that these gentlemen will do the trade the favor of deferring their operations until the Christmas business of this year is done, still, when the relative position of the various staples of dried fruit is considered, it must be confessed that currants towards the turn of the year will offer a great temptation for an operation for the rise. In the meantime clearances continue large and prices without change, and stocks are now as plentiful and well assorted as they can well be at any period of the season.—Produce Markets' Review.

CANNED TOMATOES EASIER IN BALTIMORE.

"Tomatoes are slightly easier at present writing, quotations being about 92½ to 95c. for standard 3s. A general belief has been propagated throughout the country that a vast pack of tomatoes has been put up in Baltimore, and jobbers and their agents are doing their best to use this as a bear argument. The fact is overlooked that the counties rushed their goods to this market as fast as packed for the sake of getting in at the good prices, and the country seems inclined to disbelieve the reports that the West has drawn very heavily upon Baltimore for supplies. But the amount of business still being done here in tomatoes will soon have a beneficial influence on the situation, although we believe all parties in interest as far as growers and packers are concerned should be satisfied with the present quotations. It is a fact that every packer in this city has had one of the busiest seasons of his experience, for not only corn and tomatoes have been in extraordinary demand but beans of all kinds, peaches, and even pumpkin have been in request from all parts of the country. This has resulted in a very heavy demand for cans, cases and solder, and the year 1902 will stand as a red letter year in the industry.—The Trade Baltimore, Md., October 24.

N. Y. Journal of Commerce, October 25.—"It was stated to-day that considerable rejections of Southern pack tomatoes have taken place in the last few days on account of quality of stock being delivered. Some of these rejections are being offered at material concessions from the present market. One carload is reported sold after rejection at 90c. regular terms here, the quality of the goods being, it is stated, fair standard."



If you
want to
sell the **Best**
Tea
The most
Popular Tea
The Tea that
increases
your trade

Sell —

Blue Ribbon Ceylon

It is the best in the world.

P.S.—If you do not have it in stock order at once from

BLUE RIBBON TEA CO.,

12 Front St. East,

Toronto.

Get Acquainted

with these good brands and you will soon find that you can have no better friends. If ever-increasing orders are a sign of quality, then they are at the very top, for, to one package sold when first introduced, three years ago, I now sell at least five.

“Condor”

- Japan Teas. Natural leaf, fine, clear, strong, flavory liquor, from 20 to 40c. per lb.
- “CONDOR” Mustard. Absolutely pure. The best in the world. It has flavor and strength. 12-lb. boxes, ¼-lb. tins, 35c. per lb.; ½-lb. tins, 33c. per lb.; 1-lb. tins, 32½c. per lb.
- “CONDOR” Vinegar. Pure distilled, strong, bright as crystal. 25c. per gal.
- “CONDOR” Baking Powder. A choice article, giving the greatest satisfaction. 1-lb. tins, \$2.25 per doz.; ½-lb. tins, \$1.35 per doz.; ¼-lb. tins, 80c. per doz.

JMD

One line of extra choicest Japan Tea, under this brand. 40-lb. boxes, at 37½c. per lb.

PURE COFFEES, PURE SPICES.
The best class of goods only are under this mark.

JMD Baking Powder. A pure cream of tartar powder. *Equal to the best imported.* 1-lb. tins, \$3.25 per doz.; ½-lb. tins, \$1.75 per doz.; ¼-lb. tins, \$1.20 per doz.

RETURNED
NOV 11 1902



Madam Huot's Coffee

A true Parisian blend of the purest and best Coffees. It is rich, creamy, delicious.
1-lb. tins, 31c. per lb.
2-lb. tins, 30c. per lb.

“Nectar”

The perfection of all Black Teas in lead packets. Of rich, fragrant liquor, at 20, 25, 35, and 45c. per lb. Fancy 1-lb. tins at 32½, 42½, and 50c. per lb.

Special this week. Just coming in Ex Str. “Empress of Japan,” via Vancouver. 14 cases choicest Moyune Gunpowder. Extra fine

PURE COFFEES, PURE SPICES.
The best class of goods only are under this mark.

The perfection of all these goods is their pureness and
fragrant liquor, at 20, 25, 35, and 45c. per lb.
Fancy 1-lb. tins at 32½, 42½, and 50c. per lb.

EMD Baking Powder. A pure cream of tartar powder.
Equal to the best imported. 1-lb. tins, \$3.25 per
doz. : 1-lb. tins, \$1.75 per doz. : ½-lb. tins, \$1.20
per doz.

EMD Vinegar. A pure distilled vinegar, the highest
quality and strength, at 30c. per gal.

“Old Crow”

A scientific blend of Black Teas in useful bronzed tins,
10, 25, 50, and 80 lbs. at 17½, 20, 25, 30, and 35c.
per lb.

“**OLD CROW**” Vinegar. Pure distilled, fine, clear as
water from a spring, at 20c. per gal.

“**OLD CROW**” Baking Powder. Of high quality. 1-lb.
tins, \$1.25 per doz. : ½-lb. tins, 70c. per doz. : ¼-lb.
tins, 45c. per doz.

“**OLD CROW**” Mustard. A high-class compound.
12-lb. boxes, ¼-lb. tins, 25c. per lb. : ½-lb. tins, 23c.
per lb. : 1-lb. tins, 22½c. per lb.
4-lb. stone jars, 70c. each : 1-lb. stone jars, 25c. each.

I have an immense stock of Teas of all kinds, all fresh. It will pay you to ask for samples.

Specialty of high-class goods in Teas, Coffees, Spices and Vinegars.

E. D. MARCEAU,

281-285 ST. PAUL ST.,

Montreal

Special this week. Just coming
in Ex Str. “Empress of Japan,” via Vancouver

14 cases choicest Moyune Gunpowder. Extra fine
liquor and beautiful leaf, at 37½c. per lb.

25 half-chests 1st crop fine Moning Congou at 15c.
per lb.

144 boxes, 30-lbs. each, Ping Suey Young Hyson, of
good quality, at 16c. per lb.

24 half-chests Moyune Young Hyson, very fine, at
17½c. per lb.

18 half-chests Sow Mee Points Young Hyson, a rare
one, at 20c. per lb.

Ex Str. “Indrasambra,” via Portland, Ore.

103 half-chests “Condor” XX Japan Tea }
50 30-lb. boxes “Condor” XX Japan Tea } 20c.

Ex Str. “Barenfels,” from Calcutta to Boston.

JUST IN—100 30-lb. boxes Indian Pekoe Black Tea at
17½c. per lb.

JUST IN STOCK—97 cattles Medium Pinhead Gun-
powder. A beauty, at 25c.

THE CANADIAN GROCER

101

FLOUR IN THE GROCERY STORE.

In giving hints on window dressing Inland Grocer has the following to say: You would never guess from the rough, brown, shaggy shell of the cocoanut what a delicious and beautiful white meat lay within. It is so with many things. A crude exterior often hides an attractive interior. No less true is it of the grocer's wares nowadays when nearly everything is put up in some kind of a package. The packages are often things of beauty themselves, as witness the nicely lithographed labels on the canned goods and the pretty cartons in which various products pass through the grocer's hands unopened. But while these are pretty to the eye often, you could hardly call them appetizing. They do not make the mouth water nor the tongue to roll at the very sight.

There is a hint in all this for the grocer. It will pay him to break open a package occasionally and show the passer-by what

window and inside the store. Show as much goods as you can in the form in which it is to appear upon the table. It will not only attract attention by its novelty but will make customers because it will appeal more quickly and surely to the appetite.

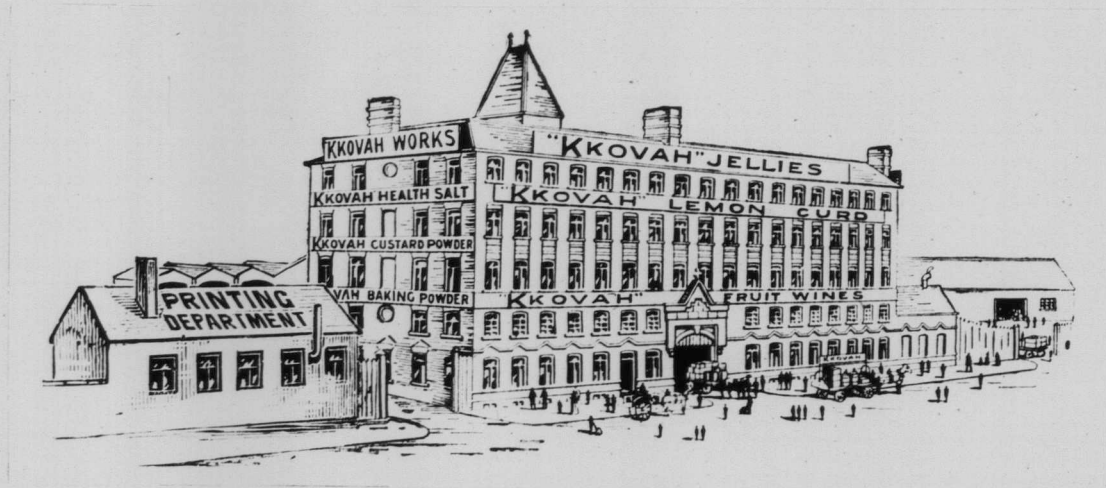
A flour display may be arranged by placing in the rear for a background a row of large sacks of flour. In front place dishes containing some of the loose flour so that spectators can see what it looks like outside the sack. On a plate place a loaf of the finest bread you can secure from the flour, cut the loaf and let the slices remain on the same plate, together with a bread knife.

On another plate have some biscuit, also the finest you can secure, and on the other side a pan of rolls or rusk. Set off the display with a couple of rolling pins or anything else of that nature which your fancy may suggest. Do not crowd the window too full at any time.

been for some time apparent to the trade. Success to "Globe" is assured.

WHERE "K KOVAH" GOODS ARE FOUND.

The accompanying cut gives a faint idea of the great "Kkovah" works, of Manchester, England, where the world-renowned food specialties are manufactured. The factory is certainly one of the largest and best equipped in Great Britain, and the output of the firm's many specialties is enormous. They comprise such articles as jellies, ginger brandy, cherry brandy, baking and egg powders, health salt, custard and blanc-mange powders, etc., and are all labelled with the brand "Kkovah." This name is a household word throughout Great Britain, and we expect it will soon gain the same distinction in Canada as the "Kkovah" specialties are now being introduced to our grocers by Greig Mfg.



good things are within. It will pay him to go still farther. What good do you suppose a food show would do a manufacturer if he simply piled up his flour in sacks or his baking powder in pretty cans or his cereal breakfast food in colored cartons? He would soon find the fellow across the way who was showing what these things would make was getting all the orders and the advertising.

People do not eat tin cans and flour sacks. They do not even eat flour and baking powder. They eat bread. The housewife is interested to know what these things will do when it comes to the test of bread-baking and cake-making. A fine appetizing loaf of bread will attract her attention mighty quick and if she is at once told that such-and-such flour was used and, if used according to directions, always brought similar results, she would be interested.

It is with the notion that a window display can be made to cause desire that the accompanying display was designed. And it would be a splendid thing if grocers could be gotten into the habit of utilizing this idea frequently in their displays, both in the

TRIED AND PROVEN.

"Globe" Metal Polish is a well-known line to all the grocery stores of Great Britain, where it has had for years a phenomenal sale due to the merits of the goods, and bright advertising. It is put up in an attractive tin and sells at a popular price. Is a convenient and handy package for a grocer to handle. These goods will undoubtedly have a large sale in Canada, for in the short time they have been on this market their success has been remarkable. Repeat orders have constantly been coming in from wherever the goods have been introduced. This company are assisting and furthering the efforts of the retailers to place their goods on the market by some very catchy novelties for advertising. Grocers should try a sample lot of "Globe" Metal Polish and permanent trade will surely be established. This article is not an experiment, its merits have been thoroughly tested and proven, and unquestionably it is a safe and satisfactory line for every dealer to stock, for the demand for good metal polish, easily handled and quickly sold, has

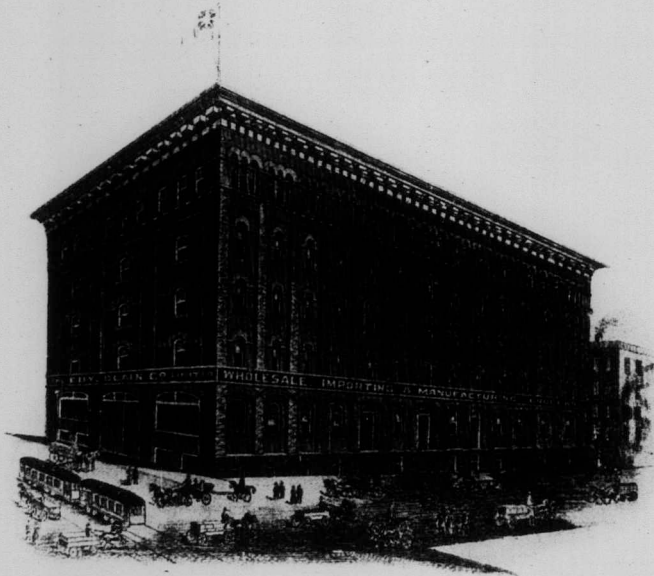
Co., of Montreal, and once the customers get a taste of these lines repeat orders are sure to follow.

1776 SOAP POWDER.

"1776" soap powder has experienced during the last few months a great increase in sales in Canada. This company are backing the grocers' efforts with a fine line of premium pictures and etchings, the originals of which were executed by some of the world's greatest artists, as Paul Longpre, Virginia James, Percy Morgan and J. L. G. Ferris. These premiums are eagerly sought for by the public. This potash or lye (ready soap maker) is also a good salable line, and finding great favor with the trade.

B. T. Babbitt's goods have been on the market for over half-a-century, and enjoy a world-wide reputation for quality. They have a branch office and warehouse in Montreal, where all orders or inquiries will be promptly attended to. The merchant can make no mistake in stocking these lines.

Now the Finest and Best Equipped
Wholesale Grocery Warehouse
 in Canada



TO QUICK BUYERS, ARRIVING ABOUT NOVEMBER 1, WE OFFER :

600 Boxes	"Eureka" Fancy 4-Crown Seeded Muscatels,	16-oz. Pkge.,	10c.
300 " "	"Guardian" " 3-Crown " "	16-oz. " "	9½c.
300 " "	"Sentinel" 3-Crown " "	12-oz. " "	8c. Pkg.

Send in your orders early.

"WHEAT-OS." The new breakfast food.
 Do you sell it?

Goes further than Rolled Oats.
 An 8-lb. cotton bag retails for **25c.**

To any Grocer in Ontario, who has never sold it, we will ship one sack containing 12/8's, freight prepaid, to introduce it.

THE EBY, BLAIN CO., LIMITED,
 WHOLESALE IMPORTING AND MANUFACTURING GROCERS,
 —————
 Toronto, Can.

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH

IN
CAKES
WELL KNOWN AND RELIABLE

IN
TINS
GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.



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

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

MORSE BROS., Proprietors. Canton, Mass.

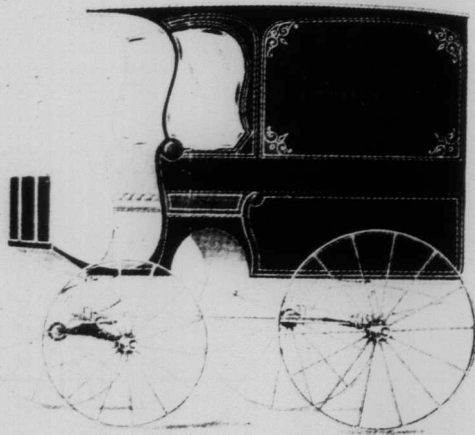
For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

GROCERY DELIVERY WAGONS.

(O)NE of the best advertisements which a grocer can have is his delivery wagon.

It goes everywhere with his name upon it, and if it is dingy in appearance his business is set down accordingly. On the other hand, if he drives up for morning orders in a smart rig, it is certain to inspire confidence.

Many of the largest and most successful business men to-day have their delivery wagon built upon very attractive lines—even gaudy. It is not necessary to have a gaudy wagon, but a neat and attractive



An Up-To-Date Grocery Wagon.

outfit is undoubtedly good policy on the part of any merchant.

Many lines might be suggested for the building of a delivery wagon, but all are not suited alike. Perhaps the easiest and best way out of the difficulty is to consult a man experienced in this line. Many firms, especially in the cities, make a specialty of this class of trade, and visitors to the Toronto Industrial Fair were enabled to inspect several very attractive vehicles of this sort. We herewith present an illustration of an up-to-date delivery wagon suitable for groceries and built upon neat and attractive lines, also combining the substantial. It can be made either three-spring or platform gear as desired, with either leather or

wooden dash, and with plate glass sides. It may be built in size and weight to suit the customer, and, when neatly lettered, cannot fail to be a good advertisement for the owner. In addition to its other good qualities, it can be manufactured at a very reasonable outlay. Firms making a specialty of this class of work have the advantage over the average local dealer, whose wagon, though it may be substantial, lacks the finish. This difference is more than made up in the advertisement to be derived from a vehicle with a city finish.

PROPOSED GROCERY COMBINE.

A despatch from Philadelphia says: "The Merchants' Wholesale Grocery Co., which is trying to organize all the retail grocers into one body, is sending out a circular from its headquarters, 25 South Water street, saying that it will open a branch concern in Pittsburg on January 1. In this branch a complete list of all goods handled in a first-class grocery store will be carried under a thoroughly competent manager, and the company says it expects to have 1,200 members of the retail trade in that territory."

Referring to the foregoing, we might say Canada is none behind her American neighbor in this respect, for it is now more than a year ago when a company obtained a charter under the title of Grocers' Wholesale Co., Limited, Hamilton, the stock being largely subscribed for by active retail grocers throughout Western Ontario, and a successful statement for the year ending June 30 has been issued, proving that, with proper support and management, dividends can be declared to shareholders.

As business is conducted through the issue of weekly circulars, it must necessarily follow that a heavy item of expense can thus be saved. In addition to that, it is possible to buy to avoid carrying surplus stock, being able to know almost actual requirements. It is an economical method of conducting a wholesale business, and a system that should appeal to the independent cash buyer.

WIARTON BEET-SUGAR FACTORY.

The plant of The Warton Beet Sugar Manufacturing Co., Limited, Warton, Ontario, is now nearly completed, and will be in operation by November 10. This plant is located in one of the best beet-growing districts in Ontario, and is situated on the banks of Colpoys Bay, where it gets its supply of good clear spring water, which is very essential in making beet-sugar.

The beet crop in this district is very good, although the weather has been unusually wet, and the beets are not ripening as early as they would in a dry season. The capacity of the plant this year is 400 tons, the buildings being large enough to increase it to 700 tons, which the company plans to do if a sufficient quantity of beets can be secured another year. This plant, together with the other large concerns that are being located at Warton, will make this town one of the best in Northern Ontario.

A FAVORABLY SITUATED FACTORY.

Situated in the beautiful Bay of Quinte district the Belleville Canning Co., of Belleville, Ont., possess great facilities for turning out goods of the first quality. The climatic conditions of that section of the country are highly advantageous for the growing of peas and other vegetables of excellent quality. The products of this factory comprise corn, peas, beans, tomatoes, fruits, jams, jellies, and boned chicken, turkey and duck. Every grocer would do well to give this product a trial in his store.

SHIPPING FACILITIES AT HAMILTON.

The Grand Trunk Railway improvements at Hamilton for handling freight will be very complete when finished. The company has purchased the property on Ferguson avenue, extending from Robert to Barton streets, and intend erecting buildings to meet the demand of the "Ambitious City's" steady increase as a distributing centre. This will save a long haul to and from wholesale houses, and will allow loading and unloading to be done promptly.

Rowat's Pickles

—A READY SELLER AND A PROFIT PAYER.—

Rowat's Popular Price Pickles don't stay on your shelves. They sell at sight and the quality is as good as the best. When ordering your winter supply

Buy
✕✕ **ROWAT'S**

They Sell Themselves.

BEE STARCH for the Summer.

BEE STARCH for the Winter.

BEE STARCH all the year round.

Less labor, less worry, less trouble, easy to prepare and easy to use.

A profit-payer and increasing in demand every day.

Buy a sample order of our **Soda, Starch** and **Borax**, and get a valuable premium free. Ask your wholesaler about it or write to

Snowdon, Forbes & Co.

449 St. Paul Street, MONTREAL.

NOW IN STORE

New Cleaned Currants.

New Select Valencia Raisins.

Crosse & Blackwell's Peel.

York Peel.

Get our prices before buying.

THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COM- PROMISES.

I SAAC IRVINE, agent, Martintown, Ont., has assigned to Jas. A. Cameron; his creditors meet on November 1.

A. Levert & Co., grocers, Montreal, have assigned.

Raby & Motard are curators of Joseph Picard, grocer, Montreal.

N. St. Amour is curator of Mrs. A. Lanthier, grocer, Montreal.

J. Landes & Co., dealers in tea, crockery, etc., Montreal, have assigned.

C. A. McDonnell is curator of Neilson & Tees, fish dealers, etc., Montreal.

Adrien Barrette, general merchant, St. Tite, Que., is offering to compromise.

Robert F. McDonald, baker, Vancouver, B.C., offering to compromise at 22½¢ on the dollar.

A consent of the assignment of Emilien Cadieux, grocer, St. Henri de Montreal, has been filed.

The assignee is in possession of the premises of Barker & Co., general merchants, MacLeod, N.W.T.

J. D. Lalonde & Co., general merchants, St. Benoit, Que., have assigned to La Marche & Benoit.

V. E. Paradis has been appointed curator to the vacant estate of J. Pineau & Co., general merchants, Bic, Que.

SALES MADE AND PENDING.

C. S. Judson, grocer, Wallaceburg, Ont., has sold out.

The assets of John Cunningham, baker, Ottawa, are to be sold.

George Smith, miller, Port Elgin, Ont., is advertising his business for sale.

W. G. Locke, grocer, Napinka, N.W.T., is advertising his business for sale.

A. B. McGregor, general merchant, Apin, Ont., is advertising his business for sale.

John Lickford, grist and saw mill, Redwing, Ont., is advertising his business for sale.

The stock of the estate of Barker & Co., general merchants, MacLeod, N.W.T., is advertised for sale by auction, on November 4.

PARTNERSHIPS FORMED AND DISSOLVED.

E. Poliquin & Co., traders, Montreal, have dissolved.

Fisher & Malone, general merchants, Cochrane, N.W.T., have dissolved.

CHANGES.

B. Crisall, grocer, Edmonton, N.W.T., is out of business.

Caldwell & Bishop, grocers, Nelson, B.C., are out of business.

T. Martineau & Co., tobacco, cigars, etc., Montreal, have registered.

The Toka Co., dealers in teas, coffees, etc., Montreal, have registered.

M. E. Wible, grocer, Leamington, Ont., has sold out to G. W. Sawyer.

Walter Powell, grocer, London, Ont., has sold out to James Merritt.

J. P. Curtis, grocers, etc., Vancouver, are succeeded by Mrs. M. Aldred.

A. Hoolahan & Co., manufacturers of tobacco, Montreal, have registered.

E. E. McKinstry, general merchant, Dauphin, Man., has sold out to S. Hamford.

Walter Mitchell, general merchant, Port Stanley, Ont., has sold out to Hawkins & Dales.

Ward & White, general merchants, Northern, N.W.T., have sold out to Martin Finseth.

D. H. McRitchie, grocer and baker, Rodney, Ont., has sold out to Campbell & McMillan.

H. C. Wulf, wholesale liquor and cigar merchant, Calgary, N.W.T., has obtained a licence.

Simon Leiser & Co., wholesale grocers, etc., Victoria, B.C., are succeeded by Simon Leiser & Co., Limited.

The offer of G. Pommerleau, general merchant, Beauce Junction, Que., to compromise at 25¢ on the dollar has been refused.

FIRES.

G. Marchand, grocer, Tilbury, Ont., has sustained damage by fire.

DEATHS.

James Dillon, grocer, Hamilton, is dead.

S. L. Richard, dealer in cigars, etc., Montreal, is dead.

P. H. Cormier, of Cormier & Gaudet, confectioners and grocers, Moncton, N.B., is dead.



It's Dutch.

Bensdorp's Royal Dutch Cocoa.

No finer Cocoa made.

A Ready Seller.

FOR SALE BY ALL JOBBERS.

Agents—A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Toronto.

FALCON BRAND

CANDIED PEELS

LEMON—ORANGE—CITRON

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. TORONTO.

CO-OPERATIVE DELIVERY.

IN different places of the United States, have inaugurated a co-operative delivery system which has so far been quite successful. Particulars might be of interest to some of our readers, and so we publish an answer from Bowlby & Hall, Wellington, O., a place where the system is in operation, to a letter of inquiry from The Inland Grocer. The letter follows:

The co-operative delivery system as in operation in Wellington is more than meeting our expectations. When we inaugurated the system we expected it would save us dollars, nerve force, etc., but after so many years of the go on the spot way, we hardly expected the new system to find favor with the consumers generally, until after months of education. In this, however, we have been happily disappointed. We found the public was not slow to see the advantages of a service which is regular, every day, and which can be depended upon for promptness and necessary attention to the filling of orders, that the goods reach them in the best possible condition.

In less than a week words of praise were coming from the source from which we expected complaints. Everybody satisfied with the new way, the public because

goods reach them promptly and with fewer errors; the grocer—well, it seems like doing business in a new world. Where with the old plan, everything was hurry and confusion from early morning until night. Now there is system. Every order is carefully put up and placed in a basket by itself, labelled with name, street, and number, so that the driver can see at a glance where it goes. Orders for different parts of town have their place of assembling, so that when the wagons drive up, often 50 to 75 orders are placed in the sequence in which they are to be taken out and they are gone in ten minutes. Then we can begin to put up orders for the next trip.

Our C. O. D. orders are taken care of in a very simple manner. The customer pays the driver, taking his receipt for same. The stub is brought back to us with the money. We O. K. it and this stub the driver keeps.

We see no reason why any town of not more than 25,000 could not adopt this system successfully. We have heard it said that our town, being compact and with all groceries centrally located, is adapted to the co-operative system, where, the place larger and stores more scattered and in greater numbers, the system would not be practicable. This does not look like a serious problem to us, however. Starting a wagon from the store

farthest from a central station each way, all meeting at a stated time at the central station, and there reloaded for final delivery is practical, and we understand is being worked successfully in Delaware, Ohio.

We can see no reason why the plan should fail if it is properly started and if every grocer is anxious for its success. And they should all be interested, for by it a decrease in expense is accomplished that is certainly worth the effort.

"IRISH MOSS" BUTTER.

Advices from Indianapolis say: "Butter help" is the name of one of the latest adulterants that the State Board of Health has learned of. The United States Treasury Department requested the board to furnish a sample of it for analysis. "Butter help," Secretary Hurty, of the board says, "is made by mixing water with neutral fat by means of a mucilage made of Irish moss. The 'help' comes in barrels from Chicago and looks and smells like butter. It contains from 35 to 40 per cent water. It is used by mixing the butter in any quantity desired." The mucilage from Irish moss makes it possible for water and fat to coalesce and form a solid. The State Board of Health is informed that there are many persons going about in Indiana teaching people how to use it. Secretary Hurty thinks a law should be passed making such teaching a crime.



UPTON'S

Jams, Jellies and Marmalade

Are a Safe Investment.

They will give you and your customers satisfaction.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.
SOLE AGENTS, TORONTO, CANADA.

THE OFFICE

DEVOTED TO THE
OFFICE STAFF OF
BUSINESS ESTABLISHMENTS.

BOOKKEEPING IN THE RETAIL STORE.

(By the Critic.)

MANY merchants owe their inability to succeed in business to a failure to keep a proper system of books. There is not a proper account kept of the cash receipts and disbursements, too often the ledger is not correctly posted, and sometimes no ledger is kept at all. Accounts are not rendered promptly, and often goods are sold without being charged or an entry made in the cash book. Carelessness everywhere is predominant in the bookkeeping part of the business, and carefulness flung to the winds. The business becomes neglected all around, all from the little leak commenced through not being systematic in the keeping of the books. And then we hear of an assignment or compromise.

The merchant should pay strict attention to the keeping of his accounts. Thus he is enabled at all times, quickly and correctly, to ascertain his receipts, his expenditures, the amount of cash he should have on hand, the exact cost of running his business, and the total profits he has made. It gets him into a systematic way of doing things which will much contribute to his financial success. His expenses can better be cut down and economy practised with greater success on all sides. Fewer temptations are presented to the clerks to be dishonest to their employer, and so correctly-kept books may be looked upon as a preventative of fraud.

The excuse of the merchant is that he is not able himself to keep his own books. If that is the case it will pay him to send to a business college his son or a bright clerk in his employ to learn bookkeeping. In a town or city this can be done with little expense to himself, by allowing the clerk an hour or two during the day to receive a lesson, or by sending him to the night classes of the college, where such classes exist. Anybody doing this is sure to be amply repaid for his pains.

WRITING ADVERTISEMENTS.

While there is no particular virtue in writing an advertisement on a milk-and-water plan, neither is there anything gained by giving it so much enthusiasm that it will fairly consume itself. Folks rather like to supply some of the information themselves. It is human nature for the average reader to give a fact, plainly put, a coating of extra strength in his own mind. When a man reads an advertisement that strains and

does its level best to convince him, that man generally takes it with a pinch of salt. He would not be human if he were otherwise. But, if the advertisement is laid along dispassionate lines, giving its arguments calmly and truthfully, without undue agitation, the reader does not feel called upon to argue against it, because the feeling does not lay hold of him that that advertisement is working to win him over in spite of himself.

HINTS FOR THE OFFICE.

Encourage your clerks. They get the blues the same as you do. Keep them contented by using them well, and by letting them know you appreciate their efforts.

Keep your office clean. Spend a few dollars for paint and varnish. Make your business appear prosperous and respectable. This is a business drawing policy.

Letter Writing—Be brief. Be interesting.

Delay in answering your correspondence means a loss of business as well as a source of annoyance to all concerned.

A sensible way to do in signing your name is to write so that others can at least make a close guess as to what it is.

An incomplete letter is worse than a sore thumb. Correspondence should be carefully read, and all points of inquiry covered in reply.

SET OF OFFICE RULES.

The office manager of a large manufacturing concern recently handed the following to each of his clerks:

We shall deserve well of the company if we meet for work at 8:30 in the morning, take half an hour for luncheon, and so thoroughly clear up all the pressing affairs of the day that we can quit at 5 o'clock.

Find the easy, the quick and the safe way to do things. By this method study how to accomplish 10 per cent., or even 25 per cent. of results for a given expenditure of strength.

Let nothing go over till to-morrow that ought to be disposed of to-day. Let no customer or possible customer expect to hear from us in the morning, or in the next mail, and be disappointed.

In all our intercourse with customers (each one of whom is almost our employer), with all possible customers (who may become almost our employers), and with the public generally, let us be absolutely polite, accommodating and helpful. In letters a very little of this goes a great way; in per-

sonal contact it is intolerable to be anything else.

Over the telephone let us be especially polite, so as to bring ourselves in contrast with many telephone operators, office boys, and others, who seem to wish to insult you because they are at a safe distance.

Study your work so as to constantly make it quicker, safer, better. Please go to your chiefs with suggestions for the improvement of our service. Please come to me with them.

We must all work hard and intelligently. I shall work harder and longer than any one of you. See if you cannot work more intelligently than I do.

NOVELTIES FOR THE HOLIDAY TRADE.

The attention of the trade is called to some handsome and artistic calendars which are being placed on the market. One, which is a novel arrangement, when opened out shows four little kittens snugly nestled in pretty little pails decorated with daisies and forget-me-nots. This calendar, which is made to stand, is beautifully embossed. The dates are on the back.

Another is a decided novelty representing a lamp, the bowl and base of which are attractively decorated with rich red poppies and gold ornamentation. The shade is beautifully designed, the calendar months appearing thereon in tasteful arrangement.

"Pigs in Clover," is a novel arrangement representing four pigs in various moods, on green heart-shaped cards. In the centre is a four-leaf clover, which opens and reveals the dates.

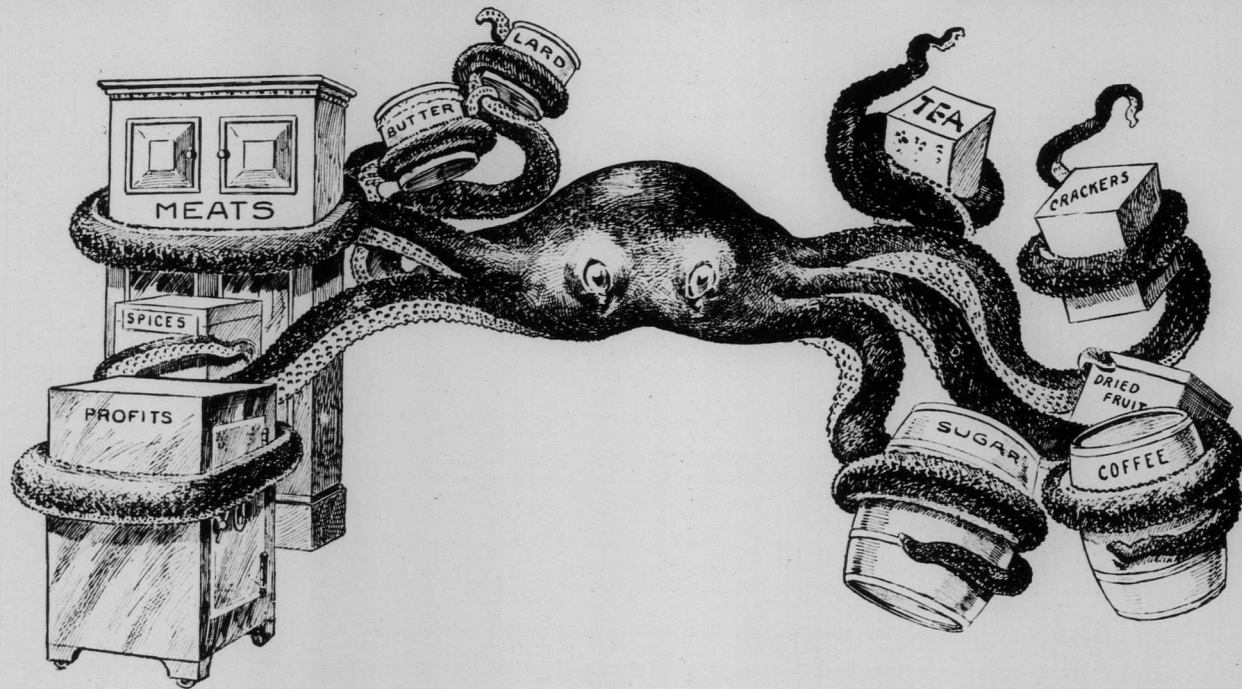
OFFICE ACCESSORIES.

The Lamson Consolidated Store Service Co. are introducing their new "Ideal" cash carrier. This carrier is entirely new. It is noiseless, easily operated, material and workmanship of the best.

The Stimpson Credit Register system is proving very popular with its patrons. This system does away with the system of entering sales on blotter, transferring to journal, from journal to ledger, and from ledger to statement. It reduces the transaction to a single entry.

Brown Bros., wholesale manufacturing stationers, are showing 27 new styles of wood-base inkstands with the "Peerless non-scratching rubber feet." This original improvement prevents costly office furniture and library desks from becoming scratched. The designs are in gold, black, mahogany and birds-eye maple.

THE OCTOPUS OF WASTE



Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

The Moneyweight System will rescue you from this vampire.

**THE COMPUTING SCALE COMPANY,
OF CANADA, LIMITED**

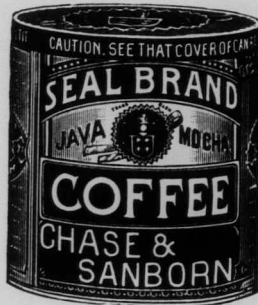
663 Notre Dame St., Montreal, Que.
41 Pender St., Vancouver, B.C.

164 KING ST. WEST, TORONTO, ONT.

MANUFACTURERS OF . . .

**DAYTON COMPUTING SCALES
MONEYWEIGHT SCALES.**

EXHILARATION



Seal Brand

In 1 and 2-lb. Cans
only.

(AIR-TIGHT.)

A monotonous life has no charms. It is change and excitement that lend spice to existence. All who are fond of sport know the true meaning of the word exhilaration. All who drink

Chase & Sanborn's Coffees

also understand the meaning of the word. It is on account of their purity, the care with which they have been selected and made ready for the consumer, that a delightful feeling of healthful exhilaration follows their use.

CHASE & SANBORN, Importers,
Montreal.

The Distribution of Selling and Commercial Expenses.

By . . .
Kenneth Falconer,
Montreal.

THE pro-rating of manufacturing expenses on the cost of product is a question which in these days of high shop organization is attracting universal attention amongst manufacturers. With the possible exception of the various methods of compensating labor, whether based on day or piece work, and including all forms of bonus or premium plans, no management problem is being more generally considered nor widely discussed. From the simple plan of providing for all expenses, including both selling and commercial, by a percentage on the cost of labor and material entering into the product, to the separation of the manufacturing expenses and providing for them by the scientific distribution on the cost of each article of only such items of expense as are directly related thereto, the manufacturer of to-day has unlimited opportunity to select that plan which is best suited to existing conditions and surrounding circumstances.

Where a line of distinction is drawn, separating manufacturing expenses, all others are usually classed together and little, or no attempt, is made to distinguish between the selling and the commercial, or administrative, expenses of the business. The manufactured cost of an article being composed of labor, material and manufacturing expenses, one of the following plans is usually adopted as regards what may be termed the selling cost: that is the cost of the article up to the time it is sold and becomes the property of the customer. In one case it is charged to Sales Account at its manufactured cost, and the difference between that value and the price at which it is billed to customer represents the gross profit; for this difference Profit and Loss Account receives credit, and being debited with such expenses of the business as are not included in the manufactured cost sufficient to cover all selling expenses, leaving the commercial or administrative expenses to be wiped out by Profit and Loss; or else to advance the cost at which goods are charged to Sales Account a sufficient percentage to cover all expenses not provided for in the manufactured cost; that is, the cost at which the article is charged and credited to stock. The objection to the two first plans is that they do not allow each individual sale to show the net profit or loss, as the case may be, and thus to stand on its own merits, while the weakness of the last plan is that, no distinction being drawn between the selling and other commercial

expenses, it is impossible to hold the selling department responsible for the ultimate result, or to judge whether the efforts of the salesmen are producing from time to time more or less satisfactory results in the shape of profits on sales. Just as where all the expenses of a concern are included in the cost of manufacture it is impossible for an extravagant commercial, or incompetent selling, organization to neutralize the effects of the best of management, so where no distinction is made between selling and administrative expenses it is possible for an

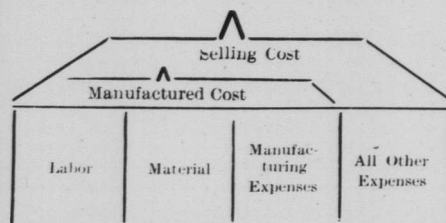


FIG. I.

extravagant accounting, or commercial, organization to more than offset the efforts of the most efficient selling staff or the most economical administration of the stock room and shipping department.

The point I want to make may be seen more clearly by an examination of Figures I and II. If the selling cost, that is the cost up to the time the sale is made, is taken to include all expenses, as shown on Form I, then an extravagant administrative department or executive may more than offset the

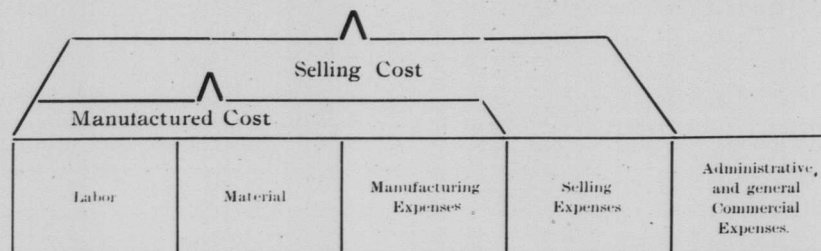


FIG. II.

results attained by the selling staff, and the cause of a gradual lessening of the percentage of profit on sales remaining undiscovered; whereas, if the selling cost is taken to be as shown in Figure II, the cause of the trouble would be at once indicated. More especially will this be the case if the division between selling and other commercial expenses is so arranged that while the latter are equally borne by all sales the former are

distributed in their correct proportion on the cost of goods sold in the various territories or districts of the Company's trade. To obtain this result and, at the same time, have each sale show on its face the net profit or loss is the object for which this plan was designed.

For purposes of illustration we will assume the case of a manufacturing company doing business in three defined districts, known as east, west and city. All manufacturing expenses being provided for by an advance on the price at which goods are charged to stock, a careful analysis of the remaining expenses shows an annual outlay of say \$72,000, amounting to 12 per cent. on the cost of the probable sales as based on past records, this sum having to be provided for before any profit is made. Of this amount \$42,000 is for such expenditures as may fairly be called selling expenses, such as travellers' salaries and expenses, commissions, advertising, etc., etc., the remaining \$30,000 being made up of the general administrative expenses of the concern. The sales are estimated at \$800,000, divided equally among the three districts named. The gross profits averaging 33 1/3 per cent. on cost, this would mean a cost of goods sold of \$600,000. The general administrative expenses bearing no direct relation to the amount of sales in each district, but only to the total of such sales, are to be provided for by a charge of 5 per cent. on the value of the goods sold, without regard to the location of customer.

It is very desirable, however, that the charge against Sales Account, made to provide for the selling expenses, should be distributed on the sales in the various districts in exactly the same proportion the selling expenses of each district are expected to bear one to another. The various sums required will be seen by reference to Note A and are based on past records of sales and expenses and present knowledge of salaries

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J. H.

Others are Making Money—You
can do the Same by Selling *☞☞*

“Coronation” and “King’s Royal”

Blended Ceylon-Indo Teas

Teas that suit the popular taste, that will increase your profits and extend your tea trade. Write for samples and quotations.

A Handsomely Decorated Canister, 100-lb. Capacity, Free with Introductory Orders.

WARREN BROS. & CO.,
TORONTO

“GET THE BEST.”

Every Progressive Merchant Uses

Counter Check Books

We make all kinds, and are sole makers of some of the best styles. Write us when in want of supplies. We will send representative or mail samples.

The Carter-Crume Company
TORONTO, ONT. Limited

Do you use Shipping Tags?
We manufacture them.

Phone, Main 461

DELICIOUS PIES

Everybody who has tried it declares our Mince Meat to be the best they ever put into a pie. It ought to be, we're very careful in preparing it. Only the choicest



and finest meats and fruits are employed and spiced so that

Wethey's Mince Meat

is the most delectable ever placed before an epicure. If your customer likes good eating, you can't go wrong in recommending our brand.

Convenient. Absolutely clean. Put up in attractive "brick" package.

Prepared only by
J. H. Wethey, Limited, St. Catharines, Ont.

YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

THE ST. LAWRENCE STARCH CO.,
LIMITED
PORT CREDIT, ONT.

NOTE A. Data upon which provision for expenses for coming year is based:

	East.	West	City.	Total.
Sales—				
Cost.....	\$200,000.00	\$200,000.00	\$200,000.00	\$600,000.00
Sold.....	266,666.67	266,666.66	266,666.66	800,000.00
Expenses—				
Selling.....	\$14,000.00	\$22,000.00	\$ 6,000.00	\$42,000.00
Administrative.....	20,000.00	10,000.00	10,000.00	30,000.00
Total.....	\$24,000.00	\$32,000.00	\$16,000.00	\$72,000.00
Percentage of selling expenses on cost of sales....	7 p.c.	11 p.c.	3 p.c.	
Percentage of commercial & administrative expenses	5 p.c.	5 p.c.	5 p.c.	
Total advance on cost of sales to cover all expenses except manufacturing.....	12 p.c.	16 p.c.	8 p.c.	

FORM 1—SHIPPING SLIP—EAST.

This space contains name of customer, date, terms and all particulars.

Article.	Price.		Shop A.		Shop B.		Total.	
	Cost.	Sold.	Cost.	Sold.	Cost.	Sold.	Cost.	Sold.
4	\$1 50	\$2 00	\$6 00	\$8 00	\$6 00	\$8 00	\$12 00	\$16 00
	1 50	2 00	Add 12 per cent.				1 44	
							13 44	

The ultimate disposition of the above amounts is as follows:

Sales Account, Dr.....	\$13 44	
To Stock.....		\$12 00
Sales Revenue.....	7 p.c.	84
Com.....	5 p.c.	67
Customer, Dr.....	12 p.c.	
To Sales Account.....	16 00	16 00

commissions paid, and of current advertising contracts. For each district shipping slips (Form 1) of a different color are provided; these are either made out by the shipper, or are the original shipping orders, as may be found best, and are the official advice to the office of shipment having been made, and notification to charge customer.

When the charge has been made in the day book, the invoice number is noted in the space provided and the shipping slip returned to the cost department; there the costs are filled in, value extended and the total percentage required to cover selling and commercial expenses (in this instance 12 per cent, for goods sold in the east, 16

per cent. in the west and 8 per cent. in the city), added to the cost. At the close of the month the various amounts thus added are listed under their correct headings and the totals ascertained. These totals are then divided in the proportions, as shown in Note A, and the amounts credited to Sales Revenue and Commercial Revenue, respectively, stock being credited at net cost. Sales Revenue Account thus gets credit for 7 per cent. on the cost of sales in the east, 11 per cent. in the west and 3 per cent. in the city, while 5 per cent. on all sales goes to the credit of Commercial Revenue to provide for the general expenses other than the selling. Sales Account having been debited with the net cost of goods sold, plus the percentage as shown in Note A, the difference in each instance between the amount so charged and the selling price will represent the net profit and show on each individual sale; a most important point in the eyes of most managements.

All accounts properly coming under the head of selling expenses are each month closed out to Sales Revenue, and the other commercial expenses to Commercial Revenue. The manufacturing expenses having been charged out to the account provided for that purpose, it will thus be seen from month to month if the amounts provided for all the expenses of the business are too small, or are in excess of the requirements, and in either case whether it is the provision for the manufacturing, the selling or the administrative expenses that require readjusting. Should any of these expenses reach an abnormal figure, instant attention will thus be called to it.

In connection with the general ledger a sub-ledger is kept, showing the distribution

NOTE B. Sub-Ledger Account.

SALES ACCOUNT.

DR.					CR.				
	East.	West.	City.	Total.		East.	West.	City.	Total.
1901									
Manufactured Cost.....	\$200,000.00	\$200,000.00	\$200,000.00	\$600,000.00	Sold for.....	\$266,666.67	\$266,666.66	\$266,666.67	\$800,000.00
Per cent. added.....	24,000.00	32,000.00	16,000.00	72,000.00					
	\$224,000.00	\$232,000.00	\$216,000.00	\$672,000.00		\$266,666.67	\$266,666.66	\$266,666.67	\$800,000.00
1902									
Manufactured Cost.....	\$200,000.00	\$100,000.00	\$300,000.00	\$600,000.00	Sold for.....	\$266,666.67	\$133,333.33	\$400,000.00	\$800,000.00
Per cent. added.....	24,000.00	16,000.00	24,000.00	64,000.00					
	\$224,000.00	\$116,000.00	\$324,000.00	\$664,000.00		\$266,666.67	\$133,333.33	\$400,000.00	\$800,000.00

SALES REVENUE ACCOUNT.

	East.	West.	City.	Total.		East.	West.	City.	Total.
1901									
Selling Expenses.....	\$13,900.00	\$21,850.00	\$6,100.00	\$41,850.00	Per cent. on cost.....	\$14,000.00	\$22,000.00	\$6,000.00	\$42,000.00
1902									
Selling Expenses.....	13,900.00	19,000.00	6,700.00	39,600.00	Per cent. on cost.....	14,000.00	11,000.00	9,000.00	34,000.00

COMMERCIAL REVENUE ACCOUNT.

It is assumed that the percentage added to manufactured cost and credited to this account exactly provides for all administrative expenses.

ROBERT CROOKS & CO.,

STOCK EXCHANGE BUILDING,
MONTREAL.

General Importing and Exporting Merchants

AND AT

LIVERPOOL }
LONDON } ENG.

NEW YORK }
CHICAGO } U.S.A.

CAPE TOWN }
PORT ELIZABETH }
DURBAN } SOUTH AFRICA
JOHANNESBURG }

Cable Address: "ROBCROOKS"

Correspondence Invited and Consignments Solicited from all countries to various offices.

Can You See Anything in This Lot?

One Car, 700 Cases in all.

400 cases "Blue Belle" Corn, at 75c.

300 " "Windsor Crescent" Blueberries, at \$1.20

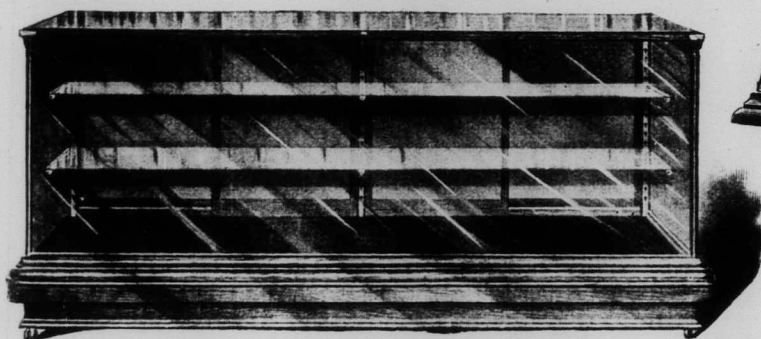
WIRE IF YOU CAN USE THEM.

F. J. CASTLE

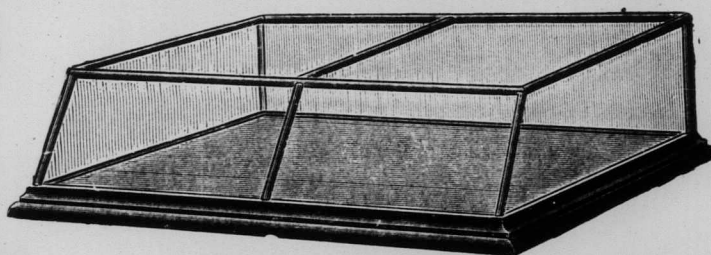
OTTAWA.

P.S.--With Tomatoes short Corn will go to \$1.00.

GROCCERS' SHOW CASES



Oval Front. Our No. 35.



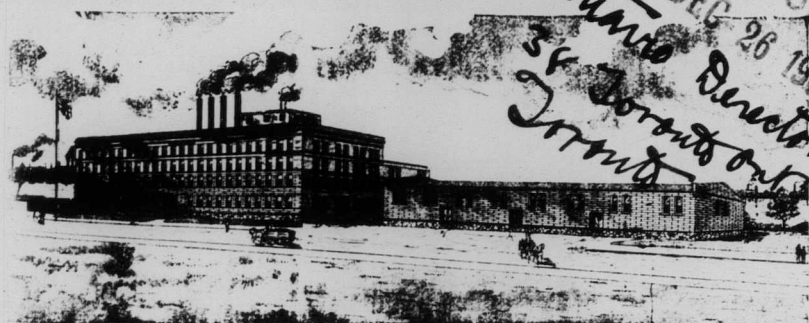
Mansard Front Our No. 33B.

Just what you want. A full line of the best Counter, Butter and Cheese Cases obtainable.

Write for Particulars.

DOMINION SHOW CASE CO.

Office and Factory, 53 Richmond St. East, TORONTO



The Pioneer Beet Sugar Co. of Canada. Capital, \$500 000.00.

Manufacturers of Fine GRANULATED SUGARS

of the highest quality and purity, made by the latest process. Put up in barrels and 100-lb. sacks.

THE WIARTON BEET SUGAR MFG. CO., Limited, WIARTON, ONT.

RETURNED
DEC 26 1902
Ontario Directories
54 Toronto Ont
J. J. J. J.

of the selling expenses as well as the provision for same amongst the various districts, east, west and city.

Assuming annual sales, for two different years, at \$600,000, with a gross profit of 33 $\frac{1}{3}$ per cent., Note B. shows the total of the Sales Account and the Sales Revenue as taken from this sub-ledger, B1 being a summary of the result. Note C. contains exactly the same information as far as totals are concerned, and is based upon the plan of crediting profit and loss with the gross profit on sales, and charging the selling and commercial expenses to that account, the ultimate result in the shape of net profit shows an increase over 1902 and a decrease in the expenses of the business for that year—a most satisfactory showing, on the face of it, until the details are examined. These details, as shown on Note B., however, indicate a very serious condition of affairs in the west, where the selling expenses, though legitimately high, have reached an altogether unreasonable figure as compared with the previous year. In 1901 the sales in that district amounted to \$200,000, the cost and expenses of selling to \$21,850; in the following year the sales fell to \$100,000, a decrease of 50 per cent., while the selling expenses only show a decrease of \$2,850, or, roughly speaking, 13 per cent. The fact that this disproportion between the falling off of sales and the lessening of expenses did not cause a serious shrinkage in the profits is owing to the city trade having

NOTE B1.

Being a summary of the results for two years, as shown in Note B.

1901	
Sales	\$800,000.00
Selling cost as charged sales acct.	672,000.00
Profit on sales	\$128,000.00
Add excess provided for selling expenses, being profit made by selling department	150.00
Net profit	\$128,150.00
1902	
Sales	\$800,000.00
Selling cost as charged sales acct.	664,000.00
Profit on sales	\$136,000.00
Less deficiency in amount provided for selling expenses, being a loss caused by the selling department	5,600.00
Net profit	\$130,400.00

increased 50 per cent., with a very slight increase of the selling expenses for that district. The total sales expenses and profits for each year being practically the same, the management might easily fail to see that their hold in one of the districts covered by their salesmen was fast being lost; but the expenses in that district being kept up to a high figure, possibly on account of injudicious advertising contracts. If the sales in the west had been equal in 1902 to

what they were in 1901 the net result would have been a very substantial increase in the business done and profits realized. It must be understood that the figures used are purposely such as to show extremes. The results, however, are improbable in degree only, and not in their nature, and under these circumstances the trend of affairs would, of course, have been seen long before the results were so serious or the amounts

NOTE C.

Memo. of sales and profit without any distribution of selling expenses.

	1901	1902
Sales	\$800,000.00	\$800,000.00
Manufactured cost ..	600,000.00	600,000.00
Gross profit	\$200,000.00	\$200,000.00
Less all expenses not included in cost of manufacture ..	71,850.00	69,600.00
	\$128,150.00	\$130,400.00

involved so large. It is a truism to state that accurate knowledge of details is essential to the best success of the productive departments of industrial concerns. Equally full knowledge of details, if not so essential, may yet well be a strong factor towards the success of the selling department, and the admitted necessity of careful distribution of all manufacturing expenses is a strong plea for equal care in the distribution of the selling and commercial

MONEY IN PATENTS.

Brown—What puts you in such good humor this morning?

Robinson—I've just got a patent for my new ink eraser. I wouldn't take \$50,000 for it.

Brown—Didn't you get a patent last year for inventing an indelible ink?

Robinson—I did and I sold it for \$30,000, and now I've invented an eraser that will even remove writing done by my own indelible ink.

Brown—What are you going to do next?

Robinson—I'm going to invent another indelible ink that cannot be erased by my eraser. I tell you there is money in this patent business if you only get about it in the right way.

THE STATE OF TRADE.

The feeling in commercial circles was never better or more encouraging than it is to-day. Everywhere one goes he finds the best of conditions existing. The city stationers are preparing to show a richer and more varied line of holiday goods than has hitherto been their wont. They have given liberal orders for the best manufactured in this country, and not a few of them will have an ample display of foreign makes. Seldom has there been a time when the manufacturing departments of stationers were more busy than now. Every house reports a full complement of orders. Society stationers have all the work they can turn out with their present force. The book

trade is keeping well up with the other branches of trade.

During the past few weeks there has been a decided improvement in the paper trade here, and it is claimed by a number of our leading jobbing houses that the improvement will continue throughout the season. This increase in the paper trade may be attributed to a rising market and the coal strike.

SIGN PRINTERS.

A series of these handy articles is being shown by Warwick Bros. & Rutter, consisting of a number of different sizes and styles to retail at any price desired. The value



offered in popular price sets is exceptional, and the margin of profit to the dealer, which is a most important item, is all that could be desired.

OFFICE CHAT.

Never wait until the last minute to get things in shape for the fall campaign—it is time for all plans to be matured now, and all stocks to be ordered for immediate shipment.

Correspondents who consider themselves thoroughly competent to write upon the topic of bank advertising, either from observation or experience, are invited to correspond upon this subject with the editor of The Office. State, short and sweet, what you actually know.

The average man or woman is the best judge of what he or she wants to purchase, and, naturally, they want articles that are extensively advertised. Good business judgment suggests that the proper thing to do is to meet the demand by supplying the articles that are wanted.

There are all sorts of people in the world, and we suppose there are some who admire sensationalism and vulgarity in ads. But people of this sort bear about the same relation to the great mass of the public as the riff-raff in the top gallery of a theatre bear to the rest of the audience. As a rule, they have little money to spend, and are therefore, not worth catering to.

ON A BUSINESS TRIP.

Mr. Grand, of the firm of Grand & To Wellington street, Toronto, is on a business trip to Boston and Springfield.

THE

Linde British Refrigeration Co.,

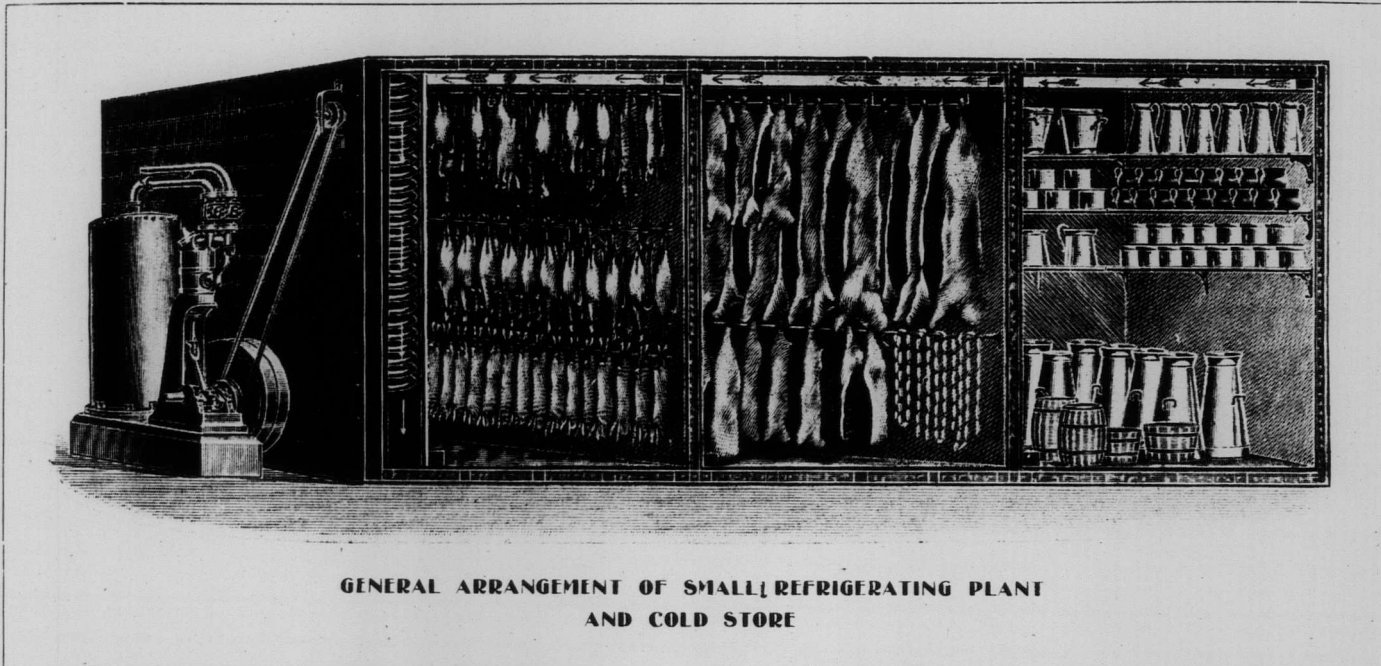
Limited

OF CANADA

Manufacturers of



Refrigerating and Ice Making Machines



FOR MEAT PACKERS, DAIRIES, COLD STORES, ETC.

STORES COOLED BY OUR LATEST

PATENT DRY AIR CIRCULATION SYSTEM

Only pure air. No Pipes, Snow or Fog in the Rooms.

Over 2,800 Plants in operation by Jan. 1, 1897.

" 4,000 " " " 1899.

" 5,000 " " " 1901.

Head Office --- 301 St. James St., Montreal

OUR FRIENDS The Japan Central Tea Traders' Association

Ask

"Why is it that the demand for Japan Tea from the trade in every section of Canada is continuously on the increase?"

We fancy that this is a very difficult question for anyone to answer, *in the face of the Canadian Government figures* which show *a very heavy decrease* in importations into Canada during the past four years. Here are the figures:

In 1899	the Imports of Japan Tea were	11,667,757 lbs.
In 1900	" " " " "	9,762,032 lbs.
In 1901	" " " " "	7,528,309 lbs.
In 1902	" " " " "	5,736,495 lbs.

If the demand for Japan Tea is increasing, will the Japan people kindly explain the above?

We say without fear of contradiction that the demand for Japan Tea has decreased just as the demand for "*SALADA*" *Ceylon Green Tea* has increased since its introduction into Canada in 1898. If you are interested in a popular article drop us a post card for samples and information.

"SALADA" Tea Company, Toronto or Montreal.

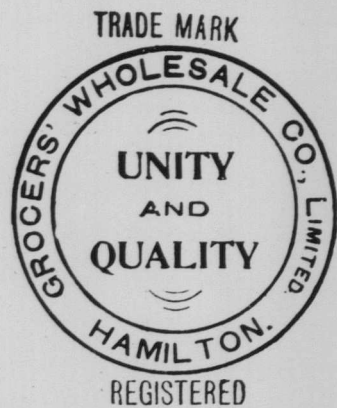
Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Washington, Newfoundland, Toledo, Wheeling, W. Va.

WE DO NOT EXPECT YOU

to take our word that our goods show better value than those of our competitors, but, we do ask you to satisfy yourself that our statement is correct.

We only appeal to the up-to-date grocer, who, buying for cash and without prejudice, insists upon getting the best value for his money. This he will get from Grocers' Wholesale Company, Limited; and it is a great satisfaction to find that when buyers send to us for samples their orders invariably follow.

FULL ASSORTMENTS



Grocers' Wholesale Company,
WE ARE FREE SELLERS. Limited, Hamilton.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, October 30, 1902.

GROCERIES.

WHOLESALE groceries have been active in nearly all lines this week. The feature of the trade of this year is the big business that is being done with Manitoba and the West. As compared with previous years it shows a considerable increase. The prosperity resulting from the large crops of the the country is now only just beginning to be felt and merchants are confidently looking forward to a big increase in their business over past years. New Ontario is now playing no insignificant part in the trade of this fall and from now on there promises to be a steady expansion of business throughout the country that will never stop for years to come. The market this week is steady all round. Late last week sugars were advanced another 5c. and this appreciation has been maintained firmly. A fairly active demand is reported for coffees and quite a lot of syrups and molasses continue to go out. This season's figs are commencing to come on the market and the prices are much higher than last year as the crop has not been nearly up to the average. The prices of Patras currants have advanced 1c. Valencia raisins are firm and active. Californian prunes are due to arrive in a few days and quite an active business is being done in Californian evaporated fruits.

CANNED GOODS.

Quietness is still prevalent in canned goods and the jobbers are speculating as to how much of their orders of vegetables they will receive. The prices of corn, peas and beans are likely to be high all the year round on account of the firmness in tomatoes, which will be scarce this year. No further advances have been made in the prices of salmon, but there are no spot lots offering from the Coast, the deliveries being only on outstanding contracts. Latest advices from France and Portugal report that the sardine fish season is about over and that the catch has been much smaller than usual. It is not expected that there will be any French or Portuguese sardines on the Canadian market this year, consequently the sardine trade will be mostly confined to the domestic product. Our quotations follow: Salmon, Fraser River, Keye, \$1.50 to \$1.52½; "Horseshoe," \$1.50 to \$1.52½ and Northern, \$1.40 to \$1.45.

COFFEES.

There continues to be done a fair volume of business in coffees, principally of

the better grades. The prices of coffee abroad have advanced a little during the week owing to a falling off in the crop movement, receipts dropping considerably at Rio and Santos. We quote as follows: Green Rio, No. 7, 7½c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

Trade in nuts is still quiet. The prices here are very firm owing to the strong tone of the primary markets. Reports from Grenoble state that a most disastrous cyclone has visited that district, with the result that the new crop of walnuts, which, under ordinary circumstances, would have been small, is now almost wiped out entirely. The crop of other grades of French walnuts is also short and late besides and as the high prices will rule this summer no doubt many disappointments will result from the late arrivals of these on the markets.

RICE AND TAPIOCA.

A moderate business keeps up in rice and in tapioca without any special fea-

See pages 148 and 149 for
Toronto, Montreal, St. John
and Halifax prices current.

tures to report. The Southern rice markets have been fairly active. We quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¼ to 4c.; tapioca, 3¼ to 3½c.

SYRUPS AND MOLASSES.

Syrups are moving with increased freedom and molasses are also in good demand. The first receipts of the season of new crop open kettle molasses has just been put on the New Orleans market.

SPICES.

A good demand is reported for most lines of spices with the prices steady and unchanged. The advices from the primary pepper markets are of an encouraging character and prices will likely be well maintained.

SUGAR.

The advance of 5 points in sugars on the local market last week was followed by another appreciation of 5c. just as we went to press. This advance was stimulated by the growing strength of the market in Europe. The quotations for 88 per cent. beet sugar advancing to 8c. per 100 lb. f.o.b. Hamburg, owing to unfavorable crop prospects but since then have reacted a little and have now settled to 7s. 6½d. at which price the market remains

strong. This is equal to the parity of 83.83 for 96 deg. centrifugals in New York, where, for the week, cane sugars have advanced 1-16c. and quotations are now: Centrifugals, 3½c.; muscavados, 3 1-16c. and molasses sugar, 2 13-16c. These prices are 1-16 to ½c. below the prices of last January and fully 3-16c. below the prices of beet for the same time last year. The receipts of sugar at the four United States ports have been 64,713 tons, as against 35,984 tons last week, and the meltings have been 45,000 tons, leaving a surplus of 19,713 tons and bringing the total stocks up to 173,940 tons, as against 173,305 tons last year. These large receipts are accounted for by the large arrivals of Java sugars.

TEAS.

Indian and Ceylon blacks and green teas are still arriving on the local market and also a few Chinas and Japans. The Indian market will close inside of two or three weeks. The stocks of low grade teas are very light and are of the very cheap grades, and nothing merchantable can be had for import. A good many grades of Indian and Ceylon greens are being offered and sold. These grades of teas seem to be becoming popular in Canada. The Shanghai and Foochow markets for China teas have closed for the season.

FOREIGN DRIED FRUITS.

CURRENTS.—There is a fair local trade doing in currants, principally in small lots. The market in Patras advanced about ½c. three days ago, but this has not created as much interest as an advance earlier in the season would have done, for jobbers are now displaying more interest in the selling than in the buying of their currants. The total arrivals at the port of Montreal for the season have been a little over 2,000 tons. We quote: Fine Filiatras, 5½c. up; Patras, 6¼ to 6¾c. and Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—A good deal of Valencia raisins are moving out. The crop in Spain is nearly exhausted and prices for exportation have advanced over 1c. per lb. We quote: Fine off-stalk, 7½ to 9c.; selected, 8½ to 9c. and selected layers, 9c. per lb.

DATES.—There is as yet little call for dates. The new fruit will be on the market here in about ten days. Prices are steady at 1½c. for dates in bulk and 6¼ to 6½c. for those in packages.

PRUNES.—New crop prunes will be on the market in ten days or two weeks. We quote as follows: Californian prunes, 100-110, 5c.; 90-100, 5½ to 6¼c.; 80-90, 6¼ to

7c.; 70-80, 6½ to 7¼c.; 60-70, 7½ to 8c.; 50-60, 8 to 8½c.; 40-50, 8½ to 10c.

FIGS.—New crop Elemes and naturals have come forward and the prices show a considerable advance over those of last year. We quote: Elemes, 7 crown, 15c.; 3 crown, 12c. and Star, 11c. per lb.; Naturals, 8c.

CALIFORNIAN EVAPORATED FRUITS—There has been an improvement in the demand for these. We quote: Peaches, 9 to 11c. and apricots, 9 to 13c.

GREEN FRUITS.

Trade in all lines of fruit is fair. There is a good demand for oranges, with lots coming forward and the prices are 50c. lower than last week. Lemons are moving out fairly well, and peaches, grapes and apples are plentiful. Something unusual was the arrival and sale of ripe Canadian strawberries last week. These were grown at Clarkson, Ont., and were sold by The Dawson Commission Company at 40c. per quart. Quotations are as follows: Tomatoes, 20 to 30c. per basket; peaches, 30 to 50c. and pears, 20 to 40c.; grapes, 15 to 20c. for small baskets and 25 to 30c. for large; apples, 10 to 25c. per basket and \$1 to \$2 per barrel; crabapples, 25c. per basket; water melons, 10 to 20c. each; lemons, \$1.50 to \$5.50 per box; onions, ordinary, 75c.; Spanish, 90c. per case; peppers, green, 15 to 30c. per basket; ripe, 60 to 75c.; oranges, Jamaica, \$2.50 per box and \$5 to \$5.25 per barrel; Jersey sweet potatoes, \$2.50 per barrel; cocoanuts, \$3.50 per sack; quinces, 20 to 35c. per basket; cranberries, \$9 to \$9.50 per barrel; bananas, \$1.25 to \$1.75 per bunch.

VEGETABLES.

There is a fair demand for vegetables of all kinds and the prices are steady and unchanged. Potatoes are much wanted as numbers of people are now stocking up for their winter's supply. We quote: Lettuce, 30 to 40c. per dozen; radishes, 20 to 25c. per dozen; mint and parsley, cauliflower, 50c. to \$1.50 per dozen; cabbage, 30 to 50c. per doz.; pickling cabbage, 25 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, \$5 to 95c. per bag; celery, 50 to 75c. per dozen; corn, 8 to 15c. per doz.; squashes, \$1 to \$1.50 per doz.; pickling onions, 75c. per basket; pumpkins, 50c. per dozen; citrons, 50 to 75c. per doz.; artichokes, 50c. per bushel; spinach, 40c.

COUNTRY PRODUCE.

EGGS.—The receipts of eggs continue moderate and there is a good healthy demand for all choice grades. Packers are now placing on the market their cold storage eggs which are meeting with a fair demand. We quote: Strictly new laid, 18 to 19c. and store gathered, 16 to 17c. per dozen.

BEANS.—There have been freer offer-

ings of beans during the week at the following prices: \$2 to \$2.20 per bushel.

DRIED AND EVAPORATED APPLES.—Some evaporated apples are being offered at 6½ to 7c. per lb. in large quantities, but few sales have been made at these figures, owing to the market at present being liberally supplied with green fruits.

HONEY.—The market is unchanged from last week. We quote as follows: Extracted, 8 to 8½c. for large quantities and 9 to 9½c. per lb. in small lots. Combs, \$1.50 to \$1.75.

POTATOES.—There have been larger offerings of potatoes this week, but the demand also has increased with the approach of the colder weather and this combined with the advance in the freight rates of the railways, which goes into effect on November 1, has stiffened the prices, resulting in an appreciation of from 3 to 5c. per bag. Quotations are now 75c. per bag in carlots.

BUTTER AND CHEESE.

BUTTER.—The make keeps large and the butter keeps being freely marketed. Choice grades are quickly bought up on arrival and the others are meeting with a fair demand. Latest advices from Great Britain state that the market there has weakened a little and this will have the effect of easing the market here somewhat. Quotations are as follows: Finest 1-lb. rolls, 17 to 18c.; selected dairy tubs, 15½ to 16c.; store packed, uniform color, 13½ to 14½c.; low grades, 12 to 13c. Creamery prints, 19 to 20c.; solids, 19 to 19½c. per lb.

CHEESE.—The English cheese market continues to stiffen and is now up to 56 to 58s. The prices here are firmly maintained at the quotations of last week. The tone of the market is buoyant and not many responses are being made to the English cables. We quote: Finest cheese, 11½ to 12c. per lb.

POULTRY AND GAME.

POULTRY.—The receipts of poultry, both live and dressed, are still small and the prices are firm. The demand is brisk and keeps the market bare of supplies. We quote: Chickens, young, 55 to 65c.; old, 45 to 50c.; ducks, 60 to 80c.; geese, 7 to 8c. per lb.; turkeys, young, dry picked, 13 to 14c. per lb.

GAME.—A few black ducks are coming on the market, but there have so far been small receipts of game of all kinds. Prices are nominal and unchanged. We quote: Teal, 20c. per pair; pin tails, 30 to 35c. and black ducks, 70 to 75c. per pair.

FISH.

There has been an improvement in the demand for fish this week and the arrival of a shipment of whitefish has relieved the scarcity in that line. Quite a few oysters are now going out. Quotations are: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 7 to 9c.; pike, 6c.; British-Columbian salmon, 15 to 20c.; whitefish, 7 to 9c.; mackerel, 15 to 20c.; rock bass, 4c.; halibut, 15c.

blue pike, 4c.; live lobsters, 25c. per lb.; oysters, \$1.25 to \$1.35 per fine gallon; smoked ciscoes, \$1.25 per basket; Digby herring, 50c. per bundle of six baskets; finnan haddies, 7½ to 8c. per lb. in 15 lb. boxes; codfish, \$1.50 for 15 lb. boxes; quail on toast, 5½c. in boxes.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The tone of this market is strong and the prices are fully maintained. The deliveries on the local market have been light. We quote: Red wheat, 69 to 70c.; white wheat, 69 to 70c.; yellow wheat, 61 to 65c.; barley, 41 to 48c.; oats, 36 to 36½c.; rye, 50c. and buckwheat, 50c. per bushel.

FLOUR.—There is a firm feeling in this article and the buying on the market has been active. Prices are firm and unchanged. We now quote: Ontario patent in bags, \$3.60 to \$3.70; Hungarian patent, \$1.10 to \$1.15; Manitoba bakers', \$3.50 to \$3.90; straight roller, \$3.40 to \$3.50 per barrel.

BREAKFAST FOODS.—There is a heavy demand from all points for oatmeal and rolled oats, and the millers are crowded with orders, some being several days behind with their deliveries. The approaching of the close of navigation is causing a rush among shippers to fill orders for points on the lakes accessible by water, and our quotations are as follows: Oatmeal, standard and granulated, in carlots on track here, \$1.20; standard rolled oats in carlots on track here, \$1.90 per barrel; in wood, 15c. extra; broken lots are 25c. per bbl. extra; rolled wheat, \$2.25 in 100 lb. bbl.; corn meal, \$4; split peas, \$4.75; pot barley, \$1.25 in 196-lb. bags, or \$1 in bags.

HIDES, SKINS AND WOOL.

HIDES.—There is a steady demand for these and the prices are unchanged. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c.

SKINS.—Calfskins sell readily and sheepskins have advanced 5 to 10c. We quote: Veal skins, 6 to 11 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings and lambskins, 50 to 55c.

WOOL.—There is little or nothing doing in Canadian fleece wools. Foreign and pulled wools are in fair demand. Quotations are as follows: Fleece, 13½c. and unwashed, 7½c. per lb.

TALLOW.—Prices of tallow are still weak at 6½ to 7c. per lb.

SEEDS.

The good export demand for alsike is still a feature. Prices are unchanged. We quote: Alsike, \$6.25 to \$7.25 for choice seed; red clover, \$5.50 to \$6 and timothy, \$1.10 to \$1.60 aboard at outside points.

MARKET NOTES.

Sugars have advanced 5 points.

Sheepskins have advanced 5 to 10c. each.

Potatoes are 3 to 5c. per bag high in carlots.

Jersey sweet potatoes have declined 50c. per barrel and Jamaican oranges, 50c. per case.

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California Dried Fruits.

GET OUR PRICES.

CLEMES BROS.,
 TORONTO.

QUEBEC MARKETS.

Montreal, October 30, 1902.

GROCERIES.

WHOLESALERS have been very busy during the past week and shipments have been heavy. Among the items of interest have been tomato catsups, in bottles, the market for which is excited on account of the strong position of tomatoes, and brands of all sorts and descriptions have been advancing. Cotton twines, three and four ply, have advanced about 1c., now being 1c. and 21c. respectively. Labrador salmon, in bbls. and 1/2 bbls., are almost unprocurable. Small cheese has advanced steadily and is now quoted at 12 1/2c. Green cod is now quoted at \$6.50 per barrel and \$3.25 per half barrel. It is very scarce. New buckwheat flour is on the market and sells at \$2.40 per bag of 98 lb. Dry white beans keep high. The selling price is now \$2.30 per bushel, with some holders asking \$2.40. Evaporated apples are stiffening. Seven cents is considered a low price. Armour's pork is practically unprocurable, and what little is held here is offered at the unprecedented price of \$28.75 for 30 lbs. Other brands, however, are on the market. Swift's 41 50s are quoted at \$28 and Franklin's 35 40s sell at \$27.50. Second brands run as low as \$26.25.

SUGAR.

On October 23 a further advance of 5c. per 100 lb. was made in Montreal refined sugar in sympathy with the continued strengthening of the raw sugar market. This brings the price of granulated to \$3.80 and yellows to \$3.15 for No. 1 up to \$3.65 for extra bright. Should the present strong feeling and upward tendency of raw beet continue, the refined article may go still higher. The demand for sugar is good, a heavy business having been done with western buyers, who consider sugar just now a very good investment, and are somewhat inclined to speculate.

TEAS.

The movement in Ceylon and Indian teas on the local market, while not specially active, is yet on the increase, and dealers look for an unusually good demand, owing to the continued high price of Japans. The latter are still firm, but there is not much demand. On the London market advices state that although the supply of Indian teas is large, as is usual at this time of the year, yet the demand for fine teas has been so good that the supply of higher grades will not be at all excessive. Ceylons were improved in quality, but offerings were no more than moderate. China greens were firm in spite of the increasing importation. Gunpowders were in short supply

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Are sold by all the Leading Wholesale Houses:
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**OLD CHUM,
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**RICHMOND STRAIGHT CUT,
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SEND YOUR NAME if you have, or will get,



the unequalled cleaner. People who once use it, want it, and we will do some sampling for you. 34 Yonge St., Toronto. All wholesalers sell it.

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BANANAS AND ORANGES

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The kind that will "tickle the palate" and draw the business is what we have to offer you. Send for samples and allow us to quote you prices.

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The old reliable vinegars of Michel Lefebvre's Vinegar Works need no recommendation. They have stood the test since 1848, when first placed on the market, and they have gained in favor ever since.

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"Delicious" goods are being manufactured at the factories of **Michel Lefebvre** and **Brosseau & Co.**, and we are their selling agents. Procurable from your wholesaler.

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We are receiving Ex SS. "Tunisian" a part of our full order, consisting of

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Ex SS. "Hestia." Mitchell's goods have a world-wide fame, their price is moderate and quality is second to none on the market. Try a sample order—there is money in it and satisfaction for your clients.

We will, in a few days, receive a consignment of

MADEIRA AND MALAGA WINES

in bottles and in wood, from the well-known firm of

BLANDY BROS., MADEIRA AND LONDON.

We have accepted the agency and are now selling agents for this popular brand.

The prices of these wines are reasonable, and the quality is the best that can be obtained for the money.

WRITE OR TELEPHONE FOR QUOTATIONS.

NO TROUBLE SPARED.

LAPORTE, MARTIN & CIE, Wholesale Grocers,
MONTREAL.

and teas of medium description showed some advance.

SYRUPS AND MOLASSES.

A slight improvement is reported in the market for Barbados molasses this week and the tone of the market is steadier. Business in a jobbing way has been fair, with prices at 23 to 24c. for small lots. New Orleans molasses is quoted at 19c. to 17c.; Antigua, 21c. and Porto Rico at 35c. In corn syrups there is practically no change. A light demand continues at the following prices: In bbls., 3c.; in half bbls., 3½c.; ¼ bbls., 3¾c.; 38½ lb. pails, at \$1.10 and 25 lb. pails, \$1.10.

RICE AND TAPIOCA.

There is a good steady movement in both these lines. Prices are unchanged. We quote: B rice, in bags, \$3.92½; in ½ bags, \$3.97½; in ¼ bags, \$3.12½; in pockets, \$3.17½. In 10 bag lots an allowance of 10c. is made. CC rice, \$2.92½ in bags; \$2.97½ in ½ bags; \$3.92½ in ¼ bags and \$3.97½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

SPICES.

There is an active movement in all lines of spices and the tone of the market is firm. No change in prices has been made. We quote: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

CANNED GOODS.

The situation in several lines of canned goods is becoming more interesting as the season advances. Tomatoes are now quoted at \$1.75, and most dealers are confident that considerably higher figures will be reached. There is a report to the effect that one wholesale house bought 1,000 cases or so for which they paid \$1.75 per dozen. These prices will no doubt check consumption, but with the very limited supply dealers are prepared for a smaller demand and expect to maintain prices throughout the season. So far as can be learned only one large firm has been able to fill all its orders. Blueberries remain at \$1.15 at which figure they are firm. Pumpkins have become somewhat scarce and the price is now quoted at \$1 per dozen. Our quotations are as follows: Tomatoes, \$1.75; corn, \$2½ to \$5c.; peas, \$2½c. to \$1.20; string beans, \$2½c. to \$5c.; strawberries, \$1.15 to \$1.60; blueberries, \$1.15; raspberries, \$1.15 to \$1.60; gooseberries, \$1.15 to \$1.60; pears, 2's, \$1.60 to \$1.70; 3's, \$2.10 to \$2.15; peaches, 2's, \$1.65 to \$1.70; 3's, \$2.50 to \$2.55; 3 lb. apples, \$5 to 90c.; gallon apples, \$2.10 to \$2.20; 2 lb. sliced pineapples, \$2.20 to \$2.30; grated pineapples, \$2.50; pumpkins, \$1 per doz.; spinach, \$1.50; sugar beets, 95c. to \$1.00; salmon, pink, 92 to 95c.; salmon, \$1.25; Rivers Inlet red sockeye, \$1.30; Fraser River red sockeye, \$1.40.

FOREIGN DRIED FRUITS.

CURRENTS.—The primary market is commencing to show signs of an upward movement. On October 21, fine Filiatras were quoted at 12s. c.i.f., via New York. Locally, there is a good demand and the prices are firm. We quote: Fine Filiatras, 9½ to 5½c. in cases; cleaned, 5½ to 5¾c.; in 1-lb. cartons, 6½ to 7c.; finest Vostiz zas, 6½ to 7c.

SULTANA RAISINS.—There is no change in this market. Sultanas are still quoted at 9½c. per lb.

VALENCIA RAISINS.—The Valencia market is again higher. Any goods purchased now would cost as much laid down here as raisins are now being quoted on this market. As yet no change in local prices has been made. We now quote: Finest on stalk, 6½ to 7½c.; selected, 7½ to 8c. and layers, 7½c. to 8½c., according to brands.

CANDIED PEELS.—A moderate inquiry prevails and prices rule steady. We quote as follows: Citron peel, 15c.; orange peel, 11½c. and lemon peel, 19½c. per lb.

MALAGA RAISINS.—A good demand continues for Malaga raisins and no changes have been made in the prices. We quote: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.95 to \$1.95; "Excelsior Windsor Clusters," \$1.50 to \$1.60; ¼'s, \$1.30 to \$1.40.

FIGS.—There is an active business reported in this fruit. Cooking figs have steadily advanced, and they are now good value at \$1.20 per tapnet.

DATES.—A shipment of new crop fruit arrived in New York on the 25th inst., 10,000 boxes of which were destined for Canada. This will be in retail hands by November 1. Hallowees, for November delivery, are quoted at 1½c. per lb.

CALIFORNIA RAISINS.—The demand for seeded raisins has been active and the price is steady at 1½c. per lb.

PRUNES.—Prices are firm, notwithstanding the large crop in California, which is offset to a certain extent by the great scarcity in Europe. No quotable change has occurred on this market. We quote: 8½c. for 40-50's; 8c. for 50-60's; 7½c. for 60-70's; 7½c. for 70-80's; 6½c. for 80-90's; 6½c. for 90-100's.

NUTS.

The market continues strong and the prices are stiffening in nearly all lines. No actual change in prices, however, has occurred. The demand for Grenobles is very light for the new crop on account of the high prices and the late date at which the crop will mature. Shippers in Bordeaux and Marseilles, as well as those from the Grenoble district, all show a disposition to shade prices. Tarragona almonds are firm. Brazil nuts show a further tendency upwards. Our quotations are now as follows: Walnuts, 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 21 to 26c.; shelled almonds, 29 to 30c.; filberts, 9½c.; Pecans, 17 to 17½c.; Brazil nuts, 11 to 15c. per lb.

GREEN FRUITS.

Boston lettuce is now on the market in fair supply and is selling at \$2.15 per dozen. Wax beans and green beans are now offering, both at \$2.50 per basket. The demand for green fruits and vegetables has been fairly good during the week. Prices are steady and unchanged

in all lines. Quotations are as follows: Jamaica oranges, in barrels, \$9 to \$10; boxes, \$3.25; Messina lemons, \$1.00 per box; cocoanuts, \$3.50 per bag of 50; bananas, No. 1, \$1 to \$1.50 and 8-hand, \$1; Canadian cabbage, 25 to 40c. per dozen; potatoes, \$1.15 to \$1.30 per barrel; peaches, \$1.25; plums, \$1.25 to \$1.00; pears, \$3.25 and limes, \$1.50 per doz.; Canadian apples, in barrels, \$1.50 to \$3 and in baskets, 20c. to 30c.; egg plant, 50c. per basket; Canadian peas, 40c. per basket; Spanish onions, 55c. per crate and \$2.10 per case; sweet potatoes, \$3.00 per barrel; Canadian blue and white grapes, 20c. to 22c. per basket; Delawares, 35c. per basket, and Malaga grapes, \$5.50 to \$7 per keg; red grapes, 25c. per basket; cranberries, \$8 to \$9 per barrel; red onions, \$2.25 per doz.; chestnuts, 11c. per lb.; Boston lettuce, \$2.15 per doz.; wax beans, \$2.50 per basket; green beans, \$2.50 per basket, and cucumbers, \$2.25 per doz.

FISH.

Business in fish continues fairly active and all lines in season are moving well. There has been no quotable change to report during the past week. Green cod continues very scarce and Labrador salmon, in barrels and half barrels, are almost unobtainable. We quote as follows: Haddies, 6 to 7c.; smoked herring, 9c. per box; fresh haddock and cod, 1½c. per lb.; whiting, 7½c.; dore, 7 to 7½c. per lb.; pike, 6c.; halibut, 12c.; salmon, 15c.; No. 1 herring, Nova Scotian, \$5.25 to \$5.50 per barrel and \$3 per half barrel; No. 1 Holland herring, \$6.50 per half barrel; No. 1 Scotch herring, \$6.50 per half barrel and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish, \$5.50 to \$5.75 and mackerel, \$16 per barrel; boneless cod, 1 and 2 lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40 lb. boxes; dried codfish, \$5 per 100 lb. bundle; No. 1 Labrador salmon, \$20 in tierces and in barrels, \$11; standard bulk oysters, \$1.10 per gallon; Marshall's kippered herring, \$1.15 per dozen; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$1.00 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.; Malpeque shell oysters, \$1.50 to \$6 per barrel.

BUTTER AND CHEESE.

BUTTER.—Quebec creamery butter has advanced about ½c. all round, and the tone of the market is somewhat firmer. Ontario butter is ½c. higher. We do not hear of any saltless butter on the market now. A fair volume of business is being done, but buyers are not taking any more than enough for immediate requirements. We quote as follows: Finest Townships creamery, 20½ to 20¾c.; finest Quebec do., 20½ to 20¾c.; finest Ontario do., 19 to 19½c.; dairy, 15 to 16c. per lb.

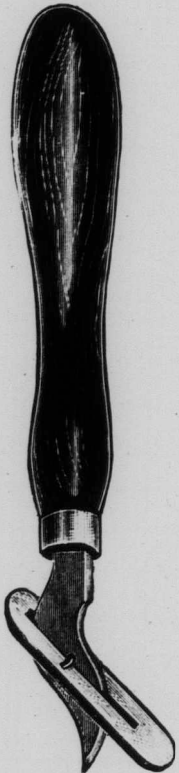
CHEESE.—No change in prices has been made during the week. The market, however, appears to be a little unsettled, some dealers being uncertain as to what price to quote. A lot of cheese is going forward, but these are goods that have been held here on account of English buyers. We quote as follows: Finest Townships, white and colored, 11½ to 11¾c.; finest Quebec, 11½ to 11¾c.; finest Ontario, 11½ to 11¾c. per lb. Second quality at 10½ to 10¾c.

COUNTRY PRODUCE.

EGGS.—A slight advance will be noted this week in cold storage and candied

The P. R. Cumming Manufacturing Co., Limited

CLARKSBURG, ONT.



"SPRAGUE" style.



Above we illustrate the manner in which the

"Cumming" Corkscrew Can Opener

(PATENTED)
is boxed for counter display.

No other Can Opener has a blade like this, and none other works so quickly, cleanly and safely. We also make the "SPRAGUE" style. Send for catalogue.

Address—

The P. R. Cumming Manufacturing Co., Limited, CLARKSBURG, ONT.

TO LIVE GROCERS ONLY

We are putting up and are having a LARGE SALE on our famous

"VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

J. F. SMYTH & CO.

Tea Packers.

WINDSOR, ONT.



Nasmith's Bread and Cakes Will Bring You Business

We would be glad to hear from out of town grocers who are not handling our goods.

THE NASMITH CO., Limited

66 Jarvis Street, TORONTO.

stock. The market is firm under a good demand both for home and foreign consumption. We quote: Selected, 19½ to 20c.; canded stock, 18 to 18½c.; Montreal lined, 17½ to 18c.; straight receipts, 17½c.; cold storage stock, 17½c.

BEANS.—Contrary to the expectations of several dealers the market has not weakened and the price of beans is still firm at \$2.95 to \$2.19 in carlots and \$2.15 to \$2.25 in a jobbing way. Business, however, is quiet, owing to the light offerings.

HONEY.—There has been no change in prices, white clover in comb selling at 11 to 11½c. and white strained at 8½ to 9c. per lb. A fair trade is doing.

ASHES.—There is little doing in potash this week and the market is dull. Prices are as follows: First pots, \$1.35 to \$1.19; second pots, \$3.69 and pearls, \$6.25 per 100 lb.

POTATOES.—The market for potatoes has become steadier and the prices this week are somewhat higher, carlots of choice stock being quoted at 61 to 63c. per bag and 70 to 75c. in a jobbing way. Business is brisk.

MAPLE PRODUCTS.—Sugar has advanced in price about 2c. per lb. In syrup there is no quotable change and trade is quiet. We quote: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 8½ to 10c. per lb.

FLOUR AND GRAIN.

FLOUR.—An advance of 10c. has taken place in choice Manitoba spring wheat patents and in strong bakers' flour. Straight rollers are 5c. lower. There is a good inquiry for export, and locally a fair volume of business is doing. We quote: Choice Manitoba spring wheat patents, \$1.10; seconds, \$3.80; strong bakers', \$3.19; straight rollers, \$3.50 to \$3.69; winter wheat patents, \$3.75 to \$4.

GRAIN.—A general advance in prices has taken place during the past week in the grain market, all lines, except corn, being more or less affected. Oats are ½c. higher. The market is firm on account of the light offerings. We quote: Rye, 55c.; peas, 77½c.; corn, 72c.; buckwheat, 57½c.; barley, 48½ to 49c.; oats, 35½c. ex store.

FEED.—A further advance has been made in Manitoba bran, and the market is firm under a good demand. Shorts are somewhat lower. Ontario bran is steady and unchanged in price. We quote as follows: Manitoba bran, \$16 to \$17; Ontario bran, \$15; shorts, \$18 to \$19, in bulk; meal, \$23 to \$30, as to quality.

OATMEAL.—Business in rolled oats continues fair. Prices are firmer, but no quotable changes are reported and in small lots jobbers are quoting \$4.50 per barrel and \$2.25 per bag.

BALED HAY.—There has been some irregularity on this market, but the feeling is now firmer and the tone of the market steadier. An active inquiry prevails. We quote: No. 1 timothy, \$9 to \$9.59; No. 2, \$8 to \$8.75; clover, \$7 to \$7.50 per ton, in carlots.

MONTREAL NOTES.

Sugar is 5c. higher.

Eggs have gone up slightly.

Butter has advanced ¼ to ½c. for creamery.

Tomato catsups are commencing to advance.

NEW BRUNSWICK MARKETS.

St. John, N.B., October 27, 1902.

ALL business is in full swing and dealers are well satisfied with the outlook. There is much of interest. There are continued arrivals of new dried fruits, a line of business of special interest at this season. The shortage of tomatoes is placing some houses who had sold largely to arrive in a very unpleasant position. The position in beans has been somewhat relieved. In sugar prices have been advanced. In teas our dealers are buying Indians for direct shipment quite freely and prices are quite low. In Ceylons a rather firmer market rules.

OILS.—In burning oils, for which there is a very large demand at this season, prices have been advanced a half cent. The greater quantity, however, for fall shipment has been booked at the old figures. In paint oils, the sale is light. Linseed hold at the lower figures. Turpentine, on the other hand, is held firm at the advance. Lubricating oils show a fair business. In cod oil the receipts are not as large as last year, but though the prices have been showing some advance no such figures as last fall are expected.

SALT.—In Liverpool coarse salt a large cargo is daily expected. Owing to the large cargo being delayed, the market is not as largely stocked as was expected. Prices are firm. In Canadian fine salt, through free arrivals the market is now fully supplied. Our quotations are as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to \$1.00; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.75 to \$2.85 per bbl.; 10-lb. bags, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 22-23c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of two dozen; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—The shortage in tomatoes is proving a great source of trouble, one involving much explanation to many of our dealers. Prices are held firm at the advanced figures. Corn is also held firm. The pack in our own Province was quite large. Peas are unchanged. In fruits, gallon apples are rather firmer. Blueberries are scarce and the demand cannot be supplied. In salmon, the prices are unchanged. In Canadian meats, some Canadian packers are already making contracts for the coming season. Domestic sardines are a short pack, but as yet prices are unchanged. Haddies and herring rule quite easy.

GREEN FRUITS.—Dealers are busy. Canadian grapes are large sellers at this season. Prices are rather lower. Apples, New Brunswick stock, still largely supply the market. We have, however, no late fruit. Gravensteins are scarce. Oranges have a fair sale, chiefly Jamaicas. In lemons, prices are still high. Cranberries show a good sale. There is a wide range in prices, because of the native berry, which runs uneven in quality. There are still some pears. Quinces have a fair sale. Sweet potatoes are quiet. Bananas, while quite freely offered, are not in the fore front. In keg grapes, there is a rather better sale, but the season is still early.

DRIED FRUITS.—The free arrivals of Malaga layers and loose muscatels have caused quite a stir. Californian fruit is daily expected. Were it not for the seed-ede quantity of Californian fruit coming in would have been light. Valencia

raisins are still held at high prices. Layers are about the only line sold. In currants, new are daily expected. The Oregon market is rather higher. In figs, the prices are firm. The quality this year is good. New Californian prunes are daily expected. Prices are low and the sale is expected to be large. Very few apricots and peaches are sold. New peels have not been generally received. Onions are freely sold at lower prices. Much of the Montreal stock received is poor. Evaporated apples prices are somewhat higher.

DAIRY PRODUCE.—In butter, prices are unchanged. Best stock moves freely. The supply of cooking butter is light. Cheese holds firm at full figures and the stocks are not large. Eggs show better movement and the prices are unchanged.

SUGAR.—In this line the prices have been advanced ten cents, and the market is firm. Sales are very large. Very limited quantities of paris lump sugar are sold here.

MOLASSES.—There is a good, steady sale at quite full figures. So far stock arriving has moved off quite freely, so that stocks held are not large.

FISH.—In dry cod the market is steady. Pollock are in light receipt, but our market is not a large one for this line. Pickled herring keep firm with the outside demand getting well supplied. In smoked, herring are in light supply and prices are rather higher. Finnan haddies are moving west freely. At present the full demand is not being met. Boneless fish are unchanged. Alewives are particularly dull this season. Our quotations are as follows: Haddies, 4½ to 5c.; smoked herring, 7 to 8c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, \$1.65 to \$1.75 per 100 lb.; pickled herring, \$2.00 to \$2.25 per ½ bbl.; dry cod, \$3.50 to \$3.60; pickled shad, \$6 per ½ bbl.

FLOUR, FEED AND MEAL.—In flour there is a steady business. Demand for Manitoba is very large. Ontario flours are quoted rather higher. Oats and oatmeal are both quoted higher, and are not freely offered. Cornmeal is steady. Beans are more freely offered, and the market has settled from the extreme figures. Feed is unchanged. Barley is in light demand. Split and whole peas are scarce with prices high. We quote: Manitoba flour, \$1.60 to \$1.70; best Ontario, \$1.20 to \$1.25; medium, \$3.75 to \$4; oatmeal, \$1.10 to \$1.50; cornmeal, \$3.25 to \$3.30; middlings, \$26.00 to \$28.00; oats, 42 to 43c.; handpicked beans, \$2.25 to \$2.30; prime, \$2.10 to \$2.20; yellow eye beans, \$2.80 to \$3; split peas, \$5.15 to \$5.25; barley, \$1.20 to \$1.35; hay, \$9 to \$10.

ST. JOHN NOTES.

E. E. McMichael has added "Swiss Milk" chocolate to his line of specialties. The Imperial Oil Co. received this week by steamer and barge, 750,000 gallons of oil.

E. T. Sturdee is offering a consigned cargo of choice Porto Rico molasses to the trade.

Two cars of "Red Rose" tea were shipped west this week—one to Toronto and one to Winnipeg.

Some Malaga raisins of especially fine quality were received by the trade this week, shipped by Jose Segalerva, Malaga.

The Conlay Foil Co., represented by J. Hunter White, are supplying a tea leaf which is giving particularly good satisfaction to the trade.

MANITOBA MARKETS.

WINNIPEG, October 27.

THE trade of the week has been steady and heavy. Jobbers have difficulty in getting goods forward in sufficient quantities to fill some of their orders.

The canned goods situation continues to occupy the attention of both jobber and consumer. The normal consumption of canned tomatoes in the West is about 170 cars, or, say, 60,000 cases. This season, the firm, who last year handled 23 cars, will not get more than 500 or 600 cases. There were practically no stocks left over from last season, so that the tomato situation may be said to be strained. Corn and peas are, in consequence, very firm, and jobbers are not keen to take orders.

BEANS—The price has not advanced here in proportion to the east, but jobbers are instructing their men through the country not to take orders below a certain figure: \$2.25 Winnipeg is about a fair quotation, but they must go higher, as no stocks can now be laid down here at that figure. All other cereals are in nominal demand and without change of prices. Owing to the small quantities of oats coming in the supplies of rolled oats on hand are small, but prices are still quoted on the basis of \$1.90 for the 80-lb. sack.

EVAPORATED AND DRIED FRUITS—Raisins and currants are at last week's prices, but advices from California as to the advance in the apricot market are tending to stiffen prices here and choice are quoted at 9¼c. and standard at 8¾c., and they may go higher. Peaches are unchanged at 8½ to 9c.

GREEN FRUITS—The market is principally devoted to apples at the present time and there are large sales at from \$3 to \$3.50 per bbl., according to variety. Snow apples are nearly done and the few remaining on the market are quoted at \$5. Cranberries remain at \$9 per bbl. in spite of anticipated advances. Tokay grapes are \$3 per case. Rogers and Concord are in fair supply at 30 to 40c.

BUTTER—The creameries throughout the country are closing, and after this week prices of creamery butter will be the jobber's price to the retailer. The remaining stocks are being cleared up at 21c. factories. Dairy—There is a slight increase in supply this week, but it is rather of inferior grade, for which there is practically no demand. First grade of fresh dairy is worth 15c., Winnipeg, for round lots. Seconds bring from 12 to 13c.

CHEESE—Market is steady, with a good demand, and jobbers are selling at 13½ to 13¾c.

EGGS—The market is no better furnished than it has been for the past few weeks, and the price is now 17c., Winnipeg, for freshly gathered.

DRESSED AND CURED MEATS—The dressed meat market presents no new features this week. Beef is quoted at 5½ to 6¼c. per lb.

Crocers and Confectioners can rely upon the purity and excellence of

COWAN'S Cocoa, Chocolate
and
Famous Blend Coffee.

**Cowan's Cake
Icings,**

and
**Cowan's Pure
Confections.**

QUEEN'S DESSERT CHOCOLATE.
CHOCOLATE GINGER, WAFERS, ETC.

CHOCOLATE CREAM BARS.

COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited

TORONTO.

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA



We want 100,000 Live Chickens annually
for our export trade

We will pay the highest possible
market price for really prime well-fed birds.

Correspond with
**SCOTT, ASHTON & COMPANY, MORRISBURG,
ONTARIO.**

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Limited, London, N.W., Eng.

DELAYS ARE DANGEROUS.

Do not wait any longer for lower prices on **CANNED GOODS** which are steadily advancing. Tomatoes scarce and only half pack. It will pay you to get our prices before purchasing elsewhere.

HAND-PICKED BEANS—We have a limited quantity at a low price.

TEAS—We have the finest range of Ceylons ever imported, and will be pleased to submit samples upon application. Your inquiries will have our very best attention.

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

WHOLESALE GROCERS AND TEA IMPORTERS, GUELPH, ONT.

Telephone No. 275.

for choice abattoir stock. Mutton is steady at 8 to 9c., and lambs at 11½c. Hogs are easier at 9½ to 10½c. per lb.

CURED MEATS—The demand is steadily increasing, and without any corresponding increase in the supply of hogs. Quotations for the week are: Hams, sugar cured, 15½c. lb.; breakfast bacon, bellies, 15¾c.; backs, 14¾c.; spiced rolls, short, 12¾c.; long, 13¾c.; smoked shoulders, 11½c.; smoked long clear, 13c.; dry salt, long clear, 11c.; dry salt backs, 12½c.; lard, tierces, 11½c.; 50-lb. tubs, \$6.05; 20-lb. pails, \$2.50; 10-lb. tins in cases, \$7.60; 5-lb. tins, \$7.65; 3-lb. tins, \$7.75.

NOVA SCOTIA MARKETS.

Halifax, October 27, 1902.

THERE is remarkable activity in the autumn grocery trade, and both wholesalers and retailers are kept very busy, having all the business they can possibly attend to. Travellers on the road are sending in large orders, and especially good reports of the state of trade generally. Payments are being met with exceptional promptness, and a healthy tone prevails in this line of business. The retailers report their weekly and monthly bills paid on time. They give as a reason for this that work is plentiful and wages are paid regularly.

There have been a number of minor changes in the market, but none of serious enough character to affect trade. Beans are still quoted high, but the opinion prevails that the high price will soon bring enough stock into the market to ease prices. Some grades of pickles are advancing, the reason given being the smaller production of onions and cucumbers. The advance is 25c. per doz. for bottled and 50c. per gal. for bulk. Flour remains firm and the tendency is to advance.

There is now a large trade in molasses. A good many of the retailers bought only short supplies during the summer, and now that the season for a greater use of this article has come in, they are stocking up more largely. Sugar remains unchanged. The demand is lighter than a month ago. The new sugar put on the market by the Redpath sugar refinery, at 20c. per 100 lb. below other quotations, is listed as "granulated." It is meeting with fairly good favor. It is coarser in grain and slightly off color, being slightly more yellow than extra granulated. The reason assigned for the new grade is to meet the competition of foreign granulated and beet sugars.

There is an improvement in the fish business. Good quantities are being taken in by the exporters, but the prices are abnormally low. Considerable codfish is still coming forward from Newfoundland. The markets in the South have not improved.

That in Brazil especially is said to have reached the lowest point ever before known. The pack of the lobster canneries is said to be up to the average this season, but there is considerable complaint with reference to the Prince Edward Island pack, where the catch was large, and due care was not taken in packing.

The butter and cheese markets are both firm on account of favorable reports coming from England, where Canadian butter and cheese is in great demand, and has recently advanced considerably.

Farm produce is coming in steadily, and good prices are being realized. Potatoes are quoted at 40 to 45c.; oats at 38c.

R. C. H.

JAVA TEA.

As foreshadowed in the British Consular report for 1900, the season's production of Java tea in 1901 exceeded any of its predecessors. The bulk was almost entirely shipped to Holland and London, though regular small parcels of specially prepared tea were forwarded to ports in the Persian Gulf. Overproduction reached a climax in the 1900 crop, both in India and Ceylon, and far more tea was produced than consumption required. The low prices, however, stimulated demand for the article. Attempts are being made by Java planters to prepare their tea in tabloid form, which is considered in some quarters to be most suitable for the markets in Russia. Statistics of exports for the last four years are as follows:

	1898	1899	1900	1901
.....	12,110,724	12,811,702	15,406,984	16,750,872

NEW PEPPER FROM AFRICA.

There has just been laid before the French Academy of Medicine the result of an analysis made by Dr. Barille of a new pepper of African origin, recently imported from Kissi, on the Liberian frontier of Guinea. This product, which has already been given the name of Kissine pepper, grows abundantly in this region in a wild state. It is not akin to any known species, and, being very rich in piperine and volatile oil, can be used both as a spice and as a condiment. Its grains, generally very small, are characterized by a pedicel at their base. They give a reddish-brown powder, highly perfumed, and of a peculiar aromatic savor. French journals speak of this article as another interesting and valuable addition to the already long list of French colonial products.

CHANGES IN STRATFORD.

W. L. Scott, grocer, Stratford, Ont., has sold out to J. C. Jones, formerly of Jones Bros., of the same town. Mr. Scott intends going to Vancouver. Jones Bros. have dissolved partnership; R. S. Jones continuing.

CANNING OF CANADIAN OYSTERS.

IN the past the canning of oysters in Canada has been an unprofitable business owing to Baltimore packers being able to can at a very much less cost. Two years ago N. & M. Rattenbury, of Charlottetown, commenced the canning of Island oysters, and it is understood that they are the only firm competing with the American packers in Canada. Recently there has been an advance in bulk oysters and it is announced that a further advance must occur in the near future. It is thought that this will enable Canadian packers to go into canning more largely and will help them to get a footing in the market. A Montreal journal, in referring to the matter, says that the advance is owing to scarcity. Dealers in Baltimore, Norfolk and New Haven all report that the beds are becoming limited, and that, as a result, they have been compelled to advance their prices fully 25 per cent. Up to the present, wholesale dealers in Montreal have only advanced their price 20 per cent., quotations to retailers this week being \$1.40 per gal. for standards and \$1.60 for selects. These prices will shortly be raised to \$1.60 and \$1.80 respectively.

The propagation of the oyster is becoming a leading feature among growers, and the supply must more and more depend upon the cultivated beds rather than upon the natural growth. Meantime, the consumption is rapidly increasing, and as this will be greatly added to by the demand from the west, it looks as though the day for cheap oysters had passed, at least for the time being.

Malpeque, P.E.I., oysters, however, are very plentiful, and are selling at \$3 to \$6 per bbl., select hand-picked ones bringing the outside figure. It is expected that these will remain at the present quotations all season unless very stormy or severe weather should set in and continue long enough to interfere with the fishing operations on the coast, which event would, of course, have the effect of stiffening prices. Mail, Halifax.

THE SECOND STEAMER FOR AFRICA.

The Elder-Dempster steamer Melville, which sails from Montreal for South Africa on November 18, is filling up rapidly with freight. So far, she will carry 2,000 tons of flour, 4,000 cases of butter, 3,000 barrels of apples and 2,000 cases of ham, in addition to cottons and woollens and agricultural machinery. The prospects are that she will go out as well filled up as did the Ontario. Inquiries are already being received by J. C. Thom, manager of The Furness-Withy Company, for tonnage in their steamer sailing from St. John in December.

We would refer our readers to the advertisement of The Eby, Blain Co., Limited, showing a cut of their handsome warehouse with the recent alterations, claimed to be now the finest in Canada.

Fancy Fruits for Xmas Trade

EXPORTERS
OF
APPLES

Cable Address:
"HUB."

We are direct importers of: Malaga Grapes, Florida, Mexican and California Oranges, California, Florida and Messina Lemons, Florida Tomatoes, Strawberries, Grapes, etc. We carry all kinds of Nuts, Dates, Figs, Apricots and Prunes, and solicit your orders and correspondence.

Our place is headquarters for
OYSTERS AND FISH.

REMEMBER THE NAME AND ADDRESS:

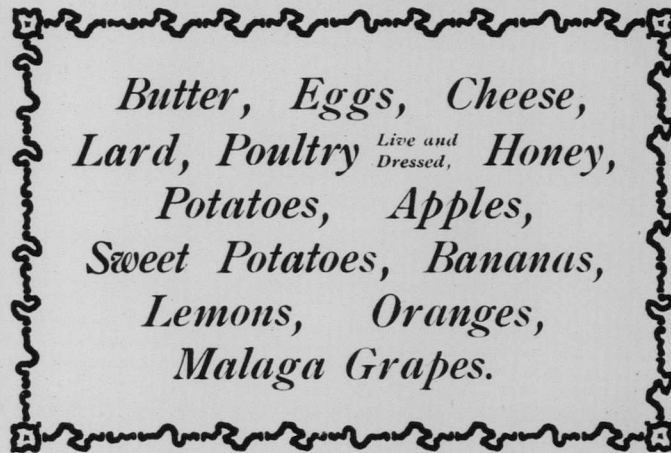
HUSBAND BROS. & CO.
82 Colborne Street, TORONTO.

T. H. SMITH

N. CARMICHAEL

Smith & Carmichael

WHOLESALE PRODUCE, FRUIT AND
COMMISSION MERCHANTS



We are buyers and sellers, and solicit correspondence.

SPECIAL PRICES ON ALL LINES
OF FRUIT.

70 Colborne St., TORONTO

New Crop

Walnuts, Almeria Grapes, Cranberries,
Almonds, Sweet Potatoes, Prunes,
Filberts, Onions, Eleme Figs.

ALSO CALIFORNIA ALMONDS
AND WALNUTS.

WE CAN FURNISH ANY QUANTITY
FANCY APPLES.

Do Not Fail to Ask for Quotations.

McWILLIAM & EVERIST,

PHONE MAIN 645 OFFICE.
" 3394 WAREHOUSE,

TORONTO,

25-27 Church Street.

CODES: A B C, Scattergoods, Economy.

Cable Address: "WHITCO."

WHITE & CO., - TORONTO.

Warehouse, 64 Front East. Auction Room, cor. Scott and Esplanade.

Wholesale Fruit and Produce.

IMPORTERS.

EXPORTERS.

AUCTIONEERS

EXCLUSIVE DISTRICT AGENTS OF:

LONG ESTABLISHED.

EARL FRUIT CO., CALIFORNIA—Oranges, Lemons and California Vegetables.

CALIFORNIA FRUIT DISTRIBUTORS--Deciduous Fruits.

CANADA-JAMAICA STEAMSHIP CO.--Bananas, Oranges, Cocoanuts, Pineapples.

Wholesale dealers in: Oranges, Lemons, Cranberries, Bananas, Cocoanuts, Almeria Grapes, Figs, Nuts, Dates, Jams, Oysters, Finnan Haddies, Butter, Eggs, Lard, Cheese, etc. Consignments solicited. Cold storage on premises, capacity 25,000 cubic feet. We are desirous of opening foreign connections. Correspondence invited.

BANKERS: Canadian Bank of Commerce, Market Branch.

ESTABLISHED IN 1842.

WE REPRESENT THE FOLLOWING EUROPEAN AND AMERICAN FIRMS:

Gonzalez Staub & Co., Cognac, Fine Brandies, Fine Champagne.

Boulestin & Co., Cognac, Very Finest Brandies imported.

C. Pluchon & Co., Cognac, Very good Brandies.

J. Prunier & Co., Cognac, Good Brandies.

P. Liet & Fils, Guimps, Cognac, Good Brandies with special brands.

P. Hoppe, Schiedam, Distiller of the celebrated "Night Cap" Gin. The best ever handled by hotelkeepers.

P. Hoppe, Amsterdam, Distiller of Holland Finest Liquors and Cordials, in ordinary and fancy bottles.

E. Martinazzi & Co., Torino, One of the best and largest distillers of "Fine Vermouth."

Dubonnet, Paris, Maker of the finest and best appetizer and tonic, "Quinquina," in litre and ½-litre bottles.

Vichy Liqueurs, Paris, the finest digestive liquor aux sels de Vichy. Highly recommended by physicians.

James Ainslie & Co., Leith, Distillers of the celebrated "Glenlion" brand of Scotch Whiskies. Purveyors to the Royal Navy. One of the most reliable and oldest houses. Established in 1819.

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PLEASURES OF THE ROAD.

By "Roadster," in an English paper.

IF there were beneath the sun one single trade or profession whose members were unanimous in its praise, what a rush there would be for it! How pater-familias would sigh with relief; how the "young gentleman just left school" would apply in his best copperplate for admission to its ranks. But there is not, and this side Utopia never will be, such a city of refuge for "our boys." Up and down the social scale, barrister and butcher, sailor and sweep, all sing the same sad song—"My dear sir, make the lad anything but that; a bare living is the most he can hope for. I assure you nowadays the competition," etc. Of all excuses and drawbacks, the universal scapegoat is that same "competition"—a word so welcome as almost to take rank with "that blessed word Mesopotamia!"

So the bagman, who, whatever be his faults, is at least up to date, comes forward with his little "wail." And the intelligent foreigner in the present, or Macaulay's New Zealander in future ages, will see in his mind's eye a feeble remnant of dispirited men trudging their way, repulsed from shop after shop; here by a notice that "Messrs. Penny & Post see no travellers"; there by a firm whose proprietary articles are all "our own make"; leaving town after town orderless and spiritless, and sneaking at night to their frugal meal and hard bed "in the worst inn's worst room."

A painful picture! If only it were attested by the railway carriage, the street, and the commercial-room. But they seem such "jolly companions every one" these poor "wailers." So jovial and hail-fellow-well-met among themselves; so affable and cheerful with any stranger who finds himself a bagman's vis-a-vis. Are they all forced, the cheerful smiles as they swing from customer to customer, or chaff "Boots" as he puts the bags inside the bus, and slams the door—three minutes to catch the train half a mile away! They grumble, it is true, as they sit in conclave at the commercial dinner, or over the evening "fish and tea"; but for men who "haven't taken a line to-day, sir," they speak with marvellous smoothness, and, moreover, display a lively interest in the vagaries of the Stock Exchange which one hardly looks for in men on the verge of despair and ruin.

There are undoubtedly many doing badly on the road; some because they deserve to do badly; others, for whose "best" adverse circumstances are too strong. A small number—as in all other trades—are doing superlatively well. And between these opposite extremes, the main body are doing "as well as can be expected."

It may be said of "the road," as the late George Robins once said of a desirable property brought under his hammer, "For any gentleman requiring this sort of thing, this

is just the sort of thing he requires." Does a man like change of scene and society? The road will certainly give it him. Does he weary of the same daily walk to business, the same faces week after week behind the counter or the desk? Is it his taste to sleep one night in a city caravansera, and the next to be the only "gentleman in the parlor" of the one hotel in a country town where they study economy and dispense with gas on moonlight nights? And does he find that his appreciation of "home" is kept more lively by being a "week-end" visitor only? Then "the road" is, of all places, the place for him.

He may be so qualified, and yet not succeed as a traveller. For that he must have a genius for perseverance, and many things besides, a persuasive manner and a taking tongue among the number. But for a man with a talent for travelling, what I have hinted at as pleasures of the road will, if they do not actually smooth his path, yet lift him gently over many a rough place. And there are other alleviations of his lot. A "cranky" customer seen at oftenest weekly or monthly, is not so sharp a thorn in the flesh as a bullying manager or an uncongenial fellow-clerk. You pull yourself together, bow before the storm of grumbles or snubs, and 10 minutes later are outside in the sun, and rid of him till next journey. Even the fussiest of firms can only get at you through the medium of the correspondence clerk and the mailbag, and must confine the hourly interviews and complaints to those "inside." The man who stands behind his own counter soon loses, if success comes slowly, the pride of possession which he first felt. Waiting for trade is weary work. The bagman never waits—except for trains. He pushes forward, working shop after shop, street after street, now a small town, now a city, always hoping, and not infrequently finding that things are better "a little bit further on."

Travellers and tradesmen alike will tell you how the road swarms with unsuccessful brothers of the bag. Very likely; there are failures in every business and profession, but the unsuccessful traveller is always en evidence; the publicity of his work and the breadth of his field of action make this unavoidable. When wheat and chaff grow on separate stalks wholesale houses will send out none but successful men, and we shall probably miss the "cheery failures" whom a modern writer has described as the cream of social life. Meanwhile, threshing machines are not yet out of date, and a great army of weary counter-men and clerks chorus the song of Capt. Macheath, and cry, "Let us take the road."

A VETERAN SPICE MERCHANT.

The oldest man in the spice business in Canada is Mr. S. H. Ewing, of the firm of S. H. Ewing & Sons, who entered the Montreal Coffee and Spice Co in the year 1848. Ten years later (1858) he, with his

father, Mr. S. Ewing, sr., bought out this concern, and the business was then known as S. Ewing & Son. In the 60's Mr. S. H. Ewing's brother was admitted into partnership under the style of S. H. & A. S. Ewing, which continued until the year 1900, when the former severed his connection with the firm, and entered into partnership with his two sons, S. W. & A. H. Ewing, forming the firm of S. H. Ewing & Sons, of which firm the veteran merchant is still an active member. Notwithstanding his years, he is alert on all matters pertaining to the business, and still continues to take a keen interest in the doings of the commercial world.

SATURDAY A HOLIDAY.

As Saturday, November 1, is a holiday throughout Quebec with the members of the Roman Catholic faith, all the French business places will be closed, as well as all others who are required to observe All Saints' Day.

BROOM CORN CROP POOR.

Emil E. Boeckh, of United Factories, Limited, was interviewed by our representative a few days ago on the question of broom corn.

"Yes, the crop is certainly very inferior this year," replied Mr. Boeckh, "but good corn can be bought, and that is the only kind we purchase. We do not intend to raise the price of brooms if we can avoid it, although we would be justified in doing so, owing to the inferior crop and great scarcity of labor. Brooms will certainly be no cheaper, however, for some time to come."

CLOSING AT SEVEN.

For some time past the grocery clerks of Montreal have been endeavoring to get their employers to close the stores early on one night of the week, and at last they have succeeded, at least with a good number of the grocers. Thursday was the day chosen, and all those grocers whose signatures were obtained will hereafter close at 7 o'clock on Thursday nights. At Point St Charles and in the west end all the grocers agreed to the new arrangement. Others of the trade in the city may follow their example shortly.

A LETTER PER CHEESE POST.

The following, signed by Archer Cunningham, Luton, England, recently appeared in the columns of a London trade journal: "When cutting a Canadian cheese last week I came across a small glass bottle and on opening up found it contained a letter addressed to Mr. George Bradbeer Clifton, Bristol, to be forwarded on to him. This I did, and had a reply saying that his son was out in Canada having a course in actual cheese-making, and he was glad to get news from him in this very unusual way. I thought perhaps this might interest your numerous readers."

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LEAKS IN GROCERY STORES.

COMMERCIAL TRAVELLERS, as a rule, are observant of the ways in which a business is conducted, and are quick to notice any leakage in the business. They often come in contact with grocers and know much about the grocery business. One of them, in *The Kansas City Journal of Commerce*, says something about these leaks.

He is responsible for the statement that there are probably more leaks in the retail grocery business than in any other; leaks which if not stopped will most certainly lead to ruin. In many cases these leaks are visible and can easily be repaired. Some times these leaks are invisible to the grocer, but perfectly plain to all his friends and neighbors.

It is with the hope that what I say in this letter will cause some grocer to find his particular leak and stop it that causes me to write it. There are many kinds of leaks, so many that out of their multiplicity I can only mention a few and then not tell you half.

Carelessness is the principal leak in every business. When I was a boy, my father kept a grocery, and, of course, I worked for him. One cold night, being in a hurry to close up and go home, I opened a door between the storeroom and a back room in which were the molasses, vinegar, and such like goods, and, without looking, threw a heavy box in, closed the door and went home.

The next morning I was awakened by the rhythmic rise and fall of a barrel stave upon my warm and pulsating body. The box, which in my carelessness I had tossed into the warehouse, had alighted directly upon the faucet of a barrel of molasses that sold at \$1.25 per gallon, broken it short off and all night in a sweet, dreamy stream that molasses had meandered until it was too tired to meander any longer.

That was carelessness.

At another time I helped to unload a barrel of molasses by sliding it down a plank; the plank was too thin, consequently broke; the barrel descended rapidly, also broke when it struck the ground, one end flying out; the molasses flew, too, in a raging torrent down the street.

That was carelessness, too.

Here is an instance where all your neighbors see the leak.

A grocer rises before the swallows begin to twitter. He starts to market to "lay in" his daily supply of vegetables. He thinks a "swallow" will do him good. He stops at a saloon where the "swallows" never sleep, and his dime is swallowed by the barkeeper's till—the profit on a dollar's worth of sugar. He gets to the market square and meets a

friend. They invest 20 cents each this time and the profit on \$1 worth of sugar has gone down the "red lane."

A few more dimes will go the same way before he reaches home. Thank goodness, all grocers don't leak that way. Some grocers allow the sales to go down with a "dull thud" and stay there, being either ashamed to take out the extra weight in the presence of the customer, or he wishes to appear in a generous role.

Keep that kind of leak going and some day his business will go down with a "dull thud" and stay there. Selling at cost and not counting time, twine and paper is a drip that is often overlooked. If you sell a dollar for a dollar you lose money. Holding open on Sunday is a leak in the physical system which should be plugged at once. Holding open late at night, waiting for a possible customer, thus wasting gas and the best hours of the night for recuperation is another way to leak.

Some grocers do not check up the orders closely when they are sent out and the driver says something was "short."

Was it, or was it a leak?

The grocer doesn't know; probably the driver does.

Another leak that often becomes a torrent impossible to check is the habit of giving credit without looking closely into the past of your customer. Should this man, just after moving into the neighborhood, ask you to lend him \$10 on his simple word to pay, would you let him have it? I don't think you would, yet you'll let him "run a book" and scratch around yourself to get enough money to pay your jobber for the same goods. See the point? Another drip, drip, drip, is the habit some grocers have of displaying their fruits where the passer-by can pick at them. He loses lots that way in a day and the picker always picks the ripest and largest, too.

Do you use a No. 4 sack when a No. 2 would do? Some also tear off more paper than necessary and some seem to think that twine is free. Do you always sell the oldest goods first, or do you pile the fresh with the old, thus putting them all, like old dog Tray, in "bad company?"

Forgetting to cover the cans and coffee bins, in consequence of such a negligence the strength leaks out, thus deteriorating both quality and quantity and driving your customers elsewhere to seek better goods. Did you ever think that when you leave, the ice chest open one minute longer than necessary it entails a big loss on you in the course of the day? When you buy out of season goods, such as oats, wheats and other cereals in the summer time you are leaking badly, because they become wormy or musty and

must be thrown away. Very few of these are guaranteed.

Leaks are occasioned sometimes by buying in too large quantities. An inducement is offered if the merchant will buy so much and he bites. The consequence being that before he has disposed of the lot it has evaporated; mice have made their habitation within his heart; weevils have eaten out the core and his profit has gone drop by drop.

The idea of buying large quantities of anything may work to the merchant's advantage occasionally, but nine times out of ten it only succeeds in tying up a large sum of money when that sum could be used in other ways several times, thereby stopping a leak instead of causing one.

A few cents invested in mosquito netting will keep your shelf goods from becoming fly-blown and dirty and help keep your stock looking bright and attractive.

Trying to transfer oil from one can to another without using a funnel is apt to cause a leak—and a fire. Using a half-gallon measure in place of all measures is a senseless leak. Some grocers argue that it is the same thing if you fill it twice for a gallon and that if you fill it half full it is a quart, etc. It is not the same thing; it is always more.

Do you allow your horse to stand in the sun? That's a leak in his vitality. Always let him stand with his head up, hill and the brakes on. Don't wait for his shoe to come off. Have it tightened at once and save a leak in the time when you want him in a hurry.

Do you fail to discount your bills? You have no idea what a broad stream your failure in this particular makes at the end of the year. It will nearly pay your rent.

Allowing your account with the jobber to run behind is a leak on your credit that takes lots of damming to keep it deep enough to prevent its drowning you.

Some grocers always hire cheap help. Cheap help results in cheap service. Pay your help decent wages and take away the temptation of pilfering and you won't have any leak there.

Having leaky measures and faucets, keeping stuff on hand simply to draw trade. It does draw, but draws it to your neighbor.

Count your loaves of bread when the baker's man leaves them. Don't trust him to figure the amount. Weigh your meat. Packing houses are as apt to make mistakes as anybody else. See that you get the amount of ice that you pay for.

When your oil man puts in your oil, doesn't take much time to stay by the can and see it run in. I have heard of oilmen who have carried two buckets back but one of them was always empty, yet the grocer paid for two full ones. Finally take this as it is meant, not a censure, but as advice from one who "has been through the mill."

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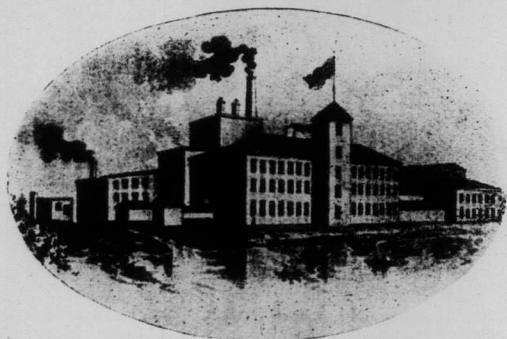
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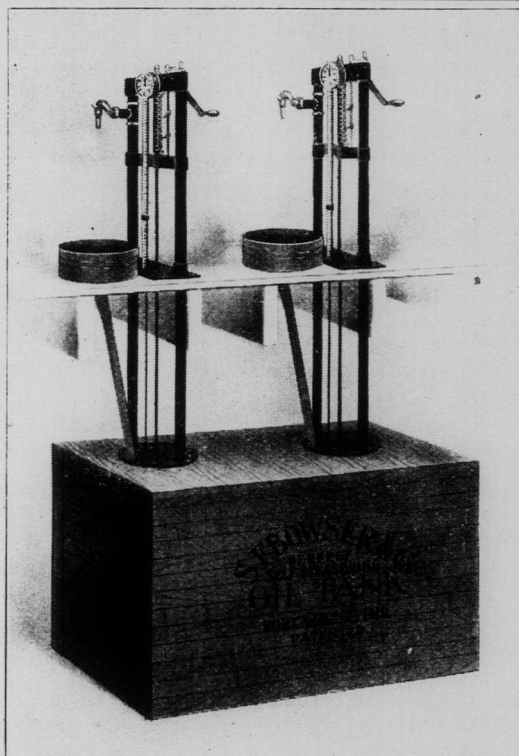
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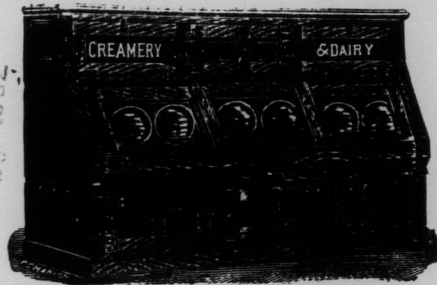
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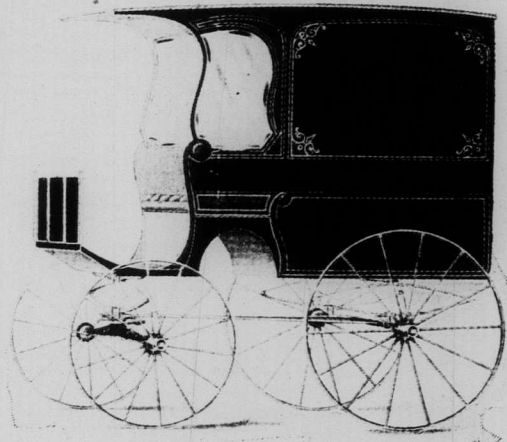
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His Methods and His End.

A GOOD definition of grocer might be "a person selling food"; that is to say, supplying such articles as the public need for eating, the necessary staples as well as the luxuries of living, which, with perhaps the exception of fresh meat and fish, are supposed to be kept on sale by the modern grocer.

There is an old saying that the way to a man's heart is through his stomach. A certain married lady of long experience once advised her younger sister in the proper treatment of a husband, to simply "feed the brute." Society must be fed, and not only so, but insists on being well fed. Nearly half of the laws on our statute books are for the regulation or protection of articles of food. The great trusts and mergers in transportation derive probably over 60 per cent. of their income from handling the goods a grocer sells. Perhaps fully two-thirds of the world's commerce consists of handling foodstuffs, and nearly all the world's prairies, valleys and hillsides that are cultivated are for its production.

On the other hand, it is stated nine tenths of our diseases are caused by improper or impure food.

The business of the grocer, then, is quite an important factor in our industrial and economic system, as well as in our social well being and health, and should be conducted on careful principles and with good judgment. The grocer is the last one in the long list engaged in handling food products before they are delivered to the kitchen of the consumer. On his capability, judgment and honesty depends, to a great extent, the physical welfare of society.

To give a few passing thoughts to his qualifications is well worth a few minutes of our time, which so many of us have gathered here in convention to learn and profit by exchange of ideas and gather knowledge by each other's experience.

As I just stated, capability, judgment and honesty are three of the necessary qualifications of a grocer. Capability is the outgrowth of practice, having learned and to some extent mastered the many details of the trade. I remember while clerking in a dry goods store, as a young man, I asked an older clerk how it was one could never get a bolt of Irish linen back again in the original folds after once opening. His answer was: "Because ye never learned." I silently re-

sented the answer at the time, but it stuck to me, and I have since seen its truth, and have tried to apply it to my chosen trade.

Judgment is founded on learning and knowing how, but is a higher qualification; it seems to be inborn with some, while to others it seems unattainable. For instance, when a boy just out of school I, with others, had an opportunity of competing for a position in a large wholesale importing house, by writing an answer to a question. A house in a rival coast city had sent a consignment of sugar to this house, and the question was: What should be done with it? Only one boy wrote an answer: "Ship it back," which secured him the position. Business judgment.

The other day a firm of Seattle brokers, one that didn't deal in smaller matters than carloads, found it necessary to dispose of a consignment of "Royal" baking powder in small 10 cent lots to retail dealers at about 20 per cent. below cost, in order, it was stated, to save storage. Some lots were bought, while to others a slim bank account came to their assistance in the place of good judgment.

But above capability and above good judgment is that last qualification—honesty, without which no grocer will or should succeed. Honest to his customers to give them full value, and honest enough with himself to make a fair profit without recourse to tricks. We laugh at the drummer's story of the deacon who asked his apprentice if the floor had been swept, if the sugar had been sanded and the vinegar watered before having family dinner in the back room where the grocer lived. But the deacon grocer of our day sells a 75 per cent. glucose syrup labelled "Pure Candy Drips," and no one is any wiser. The pure jelly contains more potato starch than either fruit or sugar—but the public want cheap goods, so the modern grocer stretches his honesty as far as the law and the manufacturer lets him. But there is a limit which no honest man will overstep.

The insane clamor of the public for bargains and cheap goods is met by the so-called cut-rate grocer, the subject of our discussion.

The cut-rate grocer is usually a man who "never learned" the grocer's trade, who couldn't tell a Santos coffee from a Salvador, or a Ceylon tea from young hyson if the label were off; nor a piece of breakfast bacon from English belly—he has gone into the business to make money, and in order to attract the public

to his store he usually advertises some one or more leading staples, well known and fully labelled, at a little below cost. The bargain hunter is attracted and not only buys but tells his neighbor—your customer—how cheap Arbuckle's coffee, for instance, is sold at Mr. Green's new grocery. They are nearly always new grocers. Your friend, the customer, doesn't go there to buy. She wouldn't leave her old place, but she tells you how very queer it is you can't sell goods as cheap as Mr. Green does, and she enumerates his prices. You try to show her that you cannot possibly sell those goods at cost, but that your new competitor probably intends making it up on some thing else, and she says: "Oh, no; why he gives one pound of sugar more for \$1 than you do—and flour, why Mrs. Jones, my next-door neighbor, bought a sack at 90c., while you have been charging me \$1 right straight along, and—" What's the use of arguing. You heave a sigh and get kind of nervous (if you are just a small concern), as you dare not get mad, for fear of losing a good customer. But if you are bigger, you don't care so much, and perhaps get a little huffy and tell her those are your prices and if she thinks she can do better she better try Green—and she doesn't. In nine cases out of ten she will stay right with you; maybe kick a little, but she likes you, and that is the reason she stays.

But others, who are not your regular customers will drop in and ask: "How do you sell Arbuckle's coffee?" "How many pounds of sugar for a dollar?" And when you tell them, they turn around and walk out—and you begin to wonder if it's epidemic and you the only high-priced store in town. Some clerk suggests that maybe we better give an extra pound of sugar on the dollar, and you frown and wait awhile. You have all been there. What makes people who are not your customers come to you if they can get the low rates at Green's? Well, I will tell you. As a rule, they don't like Green. They don't like the appearance of the goods in his store, but the price is an attraction, and the people would rather it was some other store.

Now, as to Mr. Green. He is usually a man who has tried several vocations. He has dealt in real estate, been a contractor, a speculator, done some teaming and is now trying his hand at groceries. He has had a tip from a friend where he can buy cheap, and he has a little money. He can undersell anybody; why, he can get canned goods, for instance, from 30 to 50c. per dozen cheaper than a jobber would sell you by the carload. He doesn't know that the extra vent in the can top means a "do-over," and if he knows it he doesn't care. The same with his dried fruit. If it has been steamed once or

* Address delivered at Convention of State of Washington Grocers by C. H. Hanson.

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WHAT THE

Cranston Aluminum Due Bills Cost

Something of Course, but Practically Nothing in Proportion to the Benefit Received From Their Use.

The following assortments of Trade Due Bill Checks made of aluminum or brass are recommended: The favorite shapes are **Octagon, Round, Scalloped or Square.**

\$81.00 Face Value, any shape, Cost \$10.00		\$91.00 Face Value, any shape, Cost \$12.00		\$191.00 Face Value, any shape, Cost \$15.00		\$232.00 Face Value, any shape, Cost \$20.00	
No. A.	Face Value List Price	No. B.	Face Value List Price	No. C.	Face Value List Price	No. E.	Face Value List Price
100 good for 1c. in Mdse.	\$1 00 \$2 00	100 good for 1c. in Mdse.	\$1 00 \$2 00	100 good for 1c. in Mdse.	\$1 00 \$2 00	200 good for 1c. in Mdse.	\$2 00 \$3 50
100 " 5c. "	5 00 2 00	100 " 5c. "	5 00 2 00	100 " 5c. "	5 00 2 00	200 " 5c. "	10 00 3 50
100 " 25c. "	25 00 3 00	100 " 10c. "	10 00 2 50	100 " 10c. "	10 00 2 50	200 " 10c. "	20 00 4 50
100 " 50c. "	50 00 3 50	100 " 25c. "	25 00 3 00	100 " 25c. "	25 00 3 00	200 " 25c. "	50 00 3 50
		100 " 50c. "	50 00 3 50	100 " 50c. "	50 00 3 50	200 " 50c. "	100 00 4 00
Less Assortment Dis.	\$81 00 \$10 50	Less Assortment Dis.	\$91 00 \$13 00	Less Assortment Dis.	\$191 00 \$17 00	Less Assortment Dis.	\$232 00 \$24 50
Net	\$10 00	Net	\$12 00	Net	\$15 00	Net	\$20 00

We make other shapes and assortments as required. We cannot make less than 100 of any one coin. TERMS: 2 per cent. 10 days or net 30 days. Cheques must be made payable at par in Galt; or C. O. D., all charges prepaid; or if cash in full accompanies order, we send all charges prepaid and guarantee everything O. K., or money refunded. Send for samples or order at once.

THE CRANSTON NOVELTY CO., GALT
This is a Money-Maker for Merchants.

REFRIGERATORS.



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

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

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513.

54 Noble St., TORONTO.



Downweight is a Thief

Stealing Your Profits Every Time You Use Your Scales.

The Toledo Springless, Automatic, Computing Scale, "The Scale with Brains," is the only scale in the world that positively stops the giving of DOWNWEIGHT. It is the only Automatic Computing Scale in the world without springs. No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

Toledo Computing Scale Co.

DEAN & McLEOD,
Canadian Agents, HAMILTON, ONT.

WANTED EGGS BUTTER

Highest Prices.

Prompt Returns.

THOS. PIZER

General Produce Merchant.

1432 Queen St. W.

TORONTO.

"Sarnia" OIL

LAMP

Equal to best American Oil.

GROCERS ALL SELL IT.

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

SAMUEL ROGERS, President.

McLAREN'S



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

Confectionery

Now is the time to place your orders for the Christmas trade. We make everything in the candy line, from the Finest Bon-Bons and Chocolates to the

old-fashioned Sugar Sticks and Bull's Eyes. A big line of one-pound and half-pound fancy boxes, to retail from 10c. up.

The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST., CARS PASS OUR WORKS.

KING and BATHURST STS., TORONTO.

twice to kill the sugar weevil and grubs, what's the odds? He makes larger margin with his cut-rate price than you, the honest grocer, can possibly do on straight goods. Well, yes, he hurts trade some. I suppose I am about up to my subject—that's his influence. Customers get dissatisfied, and either you will meet his prices—and fail, or you will stick to the association price—which good business judgment has dictated—and lose trade. "Oh, I don't know!" Your best trade will stay with you. They have learned to trust you and they like you. Some who leave will come back again. Those who stay with him and trade—well, I don't know what influence he will have on them. He may assist the physician, the health officer, the coroner, and the undertaker in their line of business. I know not, merely hint at it, as I have no authority for such statement. As a rule, he doesn't last long; he doesn't get rich fast, and it's but a passing wonder when his store closes or changes hands. If we were to imagine him to remain with us, it would naturally demoralize the grocery trade.

NO SMOKING.

What appears to us to be a very sensible request on the part of Wm. Metcalfe & Co., retail grocers, Berlin, Ont., is this placard, posted in a conspicuous place in their neatly-arranged and highly-creditable store:

NOTICE.

This is not a smoking car. Please leave your pipe and cigars on the gate-post. Tobacco smoke injures our goods.

It is not roughly put to the men customers, and yet it conveys the intended meaning and impresses it upon the minds of those who read perhaps in a greater degree than would the cold "no smoking" notice.

The men folk who carelessly smoke in grocery stores do not know how readily groceries absorb odors.

It is a merchant's duty to his customers to make a study of the little things that help to protect his goods.

PERSONAL MENTION.

Mr. George Hepburn, secretary E. W. Gillett Co. Limited, is taking a few weeks vacation and occupying himself in the Lindsay district duck and partridge shooting.

An important change has been made in The Hudson's Bay Co. Mr. George E. Sharp, manager of the Calgary branch, has been appointed assistant general-manager, and Mr. J. G. Edgar, for some time bookkeeper at this branch, has been appointed manager of the Calgary branch. The employees of The Hudson's Bay Co. waited upon the retiring manager at Calgary recently and presented him with an address and a beautiful fur coat. The presentation was made by Mr. T. T. Bowes, the oldest employe in the store.

FOR SALE.

FOR SALE—IN ONE OF THE LARGEST cities in Canada, a first-class grocery business. Stock all fresh and well assorted. A splendid opening for a first-class grocer. Stock, fixtures and rolling stock complete worth in the vicinity of \$2,300. As the owner is anxious to sell at once it will be sold at a snap. Full information by addressing Box 42, CANADIAN GROCER, Toronto (44)

Operating MONKLAND MILLS,
BROOMFIELD MILLS,
FERGUS ELEVATOR, and
MAPLE CREEK RANCH, ASSA., N.W.T.

CABLE ADDRESS: "MONKLAND."

James Wilson & Sons

Fergus, Ontario,
Canada

Grain Merchants and Manufacturers of Standard Granulated and Rolled Oatmeal, Rolled Oats, Corn Meal, Pot Barley, Pearl Barley, Split Peas, Pease Meal, and Chopped Feed of all kinds.

Before Purchasing Your Cider Vinegar

send for samples and prices of the pure Vinegar made by the undersigned from the celebrated Norfolk Co. apples, noted for being the best in Ontario. Also

PURE BOILED CIDER and
CHOICE EVAPORATED APPLES.

THE PORT DOVER EVAPORATING CO.
PORT DOVER, ONT.

MEAFORD ROLLER MILLS

Manufacturers of following Choice Brands of FLOUR

"Lily White," "Ideal,"
"Snow Flake," "Red Rose,"
Also Choice Pastry Flour.

Correspondence Solicited.

W. MOORE & SONS, MEAFORD,
ONTARIO, CANADA.

Anderson & Coltman, LIMITED, Canned Goods Brokers, 5 Philpot Lane, and at 64 STANLEY STREET, LIVERPOOL. London, E. C.

Taylor & Pringle Co., Limited

OWEN SOUND, ONT.

Their
**QUEEN QUALITY
PICKLES**
are swell.
Write them.

**FOR High-grade Pickles,
Mixed Pickles,
Chow Chow,
Sweet Pickles,
Catsup, etc.**

The Simister Company

LIMITED

**CHEESE MANUFACTURERS,
DEALERS, and EXPORTERS,**

Telegraphic address:
"SIMISTER,"
INGERSOLL.

Ingersoll, Ontario, Canada

British Provision Merchants and Brokers

South Africa

The undersigned is open to represent first-class Canadian Packers of Canned Goods and Grocers' Sundries for the South-African Markets. All goods sold for Cash against Bill of Lading. Twenty years' experience of the South-African Markets.

Wm. C. Rudkin,

Manufacturers' Agent,

29 Gracechurch St., LONDON, ENG.

Turpin & Sons

Established 1852.
A B C Code, 5th Edition.

*Castle Gate,
Nottingham,*

ENGLAND.

IMPORTERS OF PROVISIONS and CANNED GOODS.

ESTABLISHED 1886

Griffin & Culverwell

PRODUCE BROKERS


3 Bristol Bridge, BRISTOL, ENG.

We are in a position to accept Canadian agencies for General Produce, Provisions, Oatmeal, Peas, and Canned Goods. Correspondence and consignments invited.

Telegraphic Address: "Griffin, Bristol."

Geo. & Jno. Nickson & Co.

Limited

Liverpool, London, and
Manchester 


AGENTS FOR

Cudahy Packing Co., S. Omaha, etc.
Laing Packing Co., Montreal.
Louisville Packing Co., Louisville, Ky.

PRODUCE MERCHANTS, IMPORTERS AND BROKERS

Dowdall Brothers

BUTTER MERCHANTS
AND AGENTS

Cannon St.,  Manchester, Eng.

Correspondence and Consignments invited.
Telegraphic Address: "DOWDALL," Manchester.

Telegraphic Address: "Ronchetti, London."
A B C CODE.

G. C. Ronchetti, Limited

Provision Brokers
Butter and Eggs

26 West Smithfield, E.C.  And at Bristol

LONDON

Established
1831

George Little, Limited

General Provision
Merchants

84 Corporation Street, Manchester, Eng.

Invite Correspondence, and Consignments of...

BACON,
CHEESE,

BUTTER,
EGGS.



Established
50 years

Telegraphic Addresses: LIVERPOOL, LONDON, GLASGOW,
"Waiting," "Ajax," "Ragg."

Whiteley, Muir & Co.

15 Victoria Street,
Liverpool, . . . ENGLAND.

CONSIGNEES FOR BACON, HAMS,
LARD, AND BUTTER AND CHEESE.

Thomas Boyd & Co.

COMMISSION MERCHANTS

28 KING STREET

Liverpool, England

All descriptions of Produce received on Consignment, and advances made. Correspondence invited. References exchanged.

SANDIE & HULL

LIVERPOOL AND LONDON

GENERAL PRODUCE, PROVISION, DRIED FRUIT AND CANNED GOODS AGENTS.

Import and Export Commission Merchants.

CORRESPONDENCE INVITED and CONSIGNMENTS SOLICITED.

Offices: VICTORIA STREET, LIVERPOOL
12 IDOL LANE, LONDON.

Cable Address: "Resolute," Liverpool. Codes Used: Lieber, A. I., A B C, Fourth and Fifth Editions.

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.

THE "Ozo" Co., Limited, have just received a large quantity of Japan teas, and, in spite of the higher prices, they report good sales.

H. P. Eckardt & Co. are showing samples of very fine Eleme figs.

The Davidson & Hay, Limited, have some special offers in Young Hyson teas.

H. P. Eckardt & Co. report a good demand for Goodwillie's preserves.

The Davidson & Hay, Limited, are just in receipt of a consignment of gunpowder tea.

MacLaren's Imperial Cheese Co., Limited, expect their fall shipment of Gorgonzola cheese next week.

The Davidson & Hay, Limited, have just received a large shipment of cleaned currants.

The Davidson & Hay, Limited, have a choice shipment of evaporated apricots and peaches in 25-lb. boxes.

A. F. MacLaren's Imperial Cheese Co., Limited, are in receipt of a car of "Aunt Jemima's" pancake flour.

MacLaren's Imperial Cheese Co., Limited, have received their first fall shipment, and expect another in about 10 days.

Buyers of candied and drained peels should communicate with H. P. Eckardt & Co., who are selling them at specially low prices.

The R. & J. H. Simpson Co., Guelph, Ont., report having booked a large number of orders for new Valencia and Sultana raisins; also new figs for future delivery at reduced prices.

The "Ozo" Co., Limited, sole selling agents for The Michael Lefebvre Vinegar Works and Brosseau & Co., have had to refuse orders for pickles for fall shipment.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, Ont., have a carload of new cleaned Filiatra and Vostizza currants in cases and half-cases to arrive in a week or 10 days, which they are offering at interesting prices.

RETAIL MERCHANTS' CONCERT.

The Toronto Branch of the Retail Merchants' Association of Canada will celebrate the King's birthday by holding a concert in Massey Hall, Toronto, on the evening of November 10, at which several talented and popular entertainers will render selections.

PALMERSTON PORK PACKING CO.

The Palmerston Pork Packing Co., of Palmerston, Ont., is a new firm, which started into the packing business a little over two years ago. The house is remark-

ably well situated, being surrounded by the best hog-raising district in Canada. The firm has been exporting a large quantity of bacon to England, and has also secured a strong foothold on the Canadian market. The meat has been received with favor wherever it has been sent. The company at the present time are making arrangements to handle beef and all sorts of provisions.

CATALOGUES, BOOKLETS, ETC.**CHRISTMAS GOODS CATALOGUE.**

The new Nerlich catalogue contains many lines of interest to the dealers who handle Christmas specialties. In addition to a very large showing in fancy goods, toys and dolls, a special fancy china department has been added, where is listed a big variety of fancy cups and saucers, plate sets, bread and butter plates, cake plates, berry sets, etc.

A post card to Nerlich & Co., Toronto, will bring any dealer a copy of this catalogue.

OUR GOODS IN GREAT BRITAIN.

AN interesting letter has been received at the office of the Canadian Manufacturers' Association from J. H. Moore, who is connected with the Canadian exhibit at the Wolverhampton Art and Industrial Exhibition, in which he indicates very clearly the standing which Canadian goods already have in the Mother Country.

Mr. Moore writes in part:

"I have been very busy since May with our Exhibition, introducing our Canadian products in the Midlands. This is a very densely populated district. We have done some good work in introducing Canadian foodstuffs, hay, cheese, tinned goods, butter. A good deal of stuff is palmed off on the public here as Canadian, when it is really American. On one occasion I asked for Canadian bacon, and was offered Swift's and then Cudahy's, both United States makes, of course. Many of the dealers are ignorant, and some are dishonest, so a lot of missionary work must be done in England and also in other countries, where you will find very shrewd and sharp Yankees always hard at it, quietly working up the American products, which many are led to believe are Canadian.

"My hard work in England and Scotland has led me to the conclusion that Canada does not supply one-quarter as much as she could and should. In London I find United States firms represented by the hundreds, many with large stocks of goods, doing a very large business.

"A directory is published of Americans in London, a book of over 300 pages, nicely bound. When I return to London I am going to arrange if possible for a directory of Canadians in London."

GROCERS DISCUSS TIMELY SUBJECTS.**TORONTO RETAILERS.**

THE regular monthly meeting of the Grocers' Section of the Retail Merchants' Association of Canada was held in their board room, Medical building on Monday evening, October 27, 1902, F. C. Higgins, the chairman, presiding.

A communication was received from the Grocers' Section of the Toronto Junction Branch endorsing the proposition of having certain makes of soap placed upon the "Price Restrictive Plan."

The trade improvement committee brought in their report regarding the agreement with the Wholesale Grocers' Guild, which sets forth those places to whom the retailers have no objection to their selling direct to, but outside of those places they are not to sell at retail.

The question of having a standard for vinegar was still in the hands of the committee, and they were negotiating with the Government regarding it. A full report will be brought down at the next meeting.

Under the head of new business, some complaints were placed before the meeting, stating that certain millers were selling flour direct to the public. The matter was left to the general secretary to correspond and find out if the practice would be discontinued.

Complaints were also brought in regard to the weight of the bags of charcoal, as they range all the way from 6 to 10 lb. in a bag. This matter will also be dealt with by the general secretary.

The scheme recently adopted by a company to place advertisements on the walls and ceiling of the merchant's premises was discussed, and, upon motion, which was unanimously agreed to, a committee was appointed, consisting of Messrs. Good, Coulter, Walker and Nettleton, to consider the agreement that the company desire the merchants to sign, and bring in a report at the next meeting.

A complaint was also made of a certain fruit grower in Port Dalhousie, who has been in the habit of sending fruit to Toronto having large fruit at the top and small fruit underneath. As no notice has been taken by the grower of the letters sent to him the matter was ordered to be handed over to the fruit inspector, and the name of the grower to be made known to all the members.

A committee was then appointed to meet the Fruit Section and discuss the present system of shipping oysters in packages, and the method of selling them by measure.

A report of this will be brought in at the next meeting.

The membership committee reported a large number of new members during the month.

TO THE
RETAIL TRADE OF CANADA.
YOUR ATTENTION!

Messrs. Joseph Tetley & Co., of London, Eng., Colombo, Ceylon, and New York, the packers of the well-known "Elephant" Brand of Packet Teas, have decided to offer to the retail trade the following blends of India and Ceylon, in bulk, as follows :

MARKED

J T & CO. No. 8	Choice Pekoe Souchong,	18c.
J T & CO. No. 7	Choice Pekoe, - -	22c.
J T & CO. No. 6	Choice Pekoe, -	25c.
J T & CO. No. 5	Choice Broken Pekoe, -	27½c.
J T & CO. No. 4	Choice Orange Pekoe,	30c.
J T & CO. No. 3	Choice Orange Pekoe,	35c.
J T & CO. No. 2	Choice Orange Pekoe,	40c.
J T & CO. No. 1	Extra Choice Orange Pekoe,	50c.

Packed in 25 and 50-lb. Uniform Boxes.

It is a well-known fact that the firm of Joseph Tetley & Co. are recognized as one of the largest buyers of these teas, and with their long experience, immense purchases and most improved machinery are in a position to put you on the ground, No. 1 floor in the tea business. **Strength, Pungency and Flavor.**

ALWAYS THE SAME. THINK WHAT THAT MEANS!
 SEND A SAMPLE ORDER. TERMS AS USUAL.

SNOWDON, FORBES & CO.,
 449 St. Paul St., = MONTREAL.

HUDON, HEBERT & CIE.

IMPORTING WHOLESALE GROCERS
AND WINE MERCHANTS. . . .

MONTREAL, CANADA.



SOLE AGENTS IN CANADA FOR :

WRIGHT & GREIG, LIMITED, - GLASGOW, SCOTLAND.
SCOTCH WHISKIES.

BOUTELLEAU & CIE., - BARBEZIEUX, FRANCE.
BRANDIES.

VIOLET FRERES, - THUIR, FRANCE.
BYRRH WINE

WYNAND FOCKINK, - AMSTERDAM, HOLLAND.
FINE LIQUEURS.

TALBOT FRERES, - BORDEAUX, FRANCE.
FRENCH DELICACIES.

SOLE AGENTS IN EASTERN CANADA FOR :

H. CORBY, - BELLEVILLE, CANADA.
DISTILLER OF CANADIAN WHISKIES.

H. J. HEINZ - PITTSBURG, PA., U.S.A.
57 VARIETIES PICKLES
AND CONDIMENTS.

**SUCCESSFUL
GROCCERS**

SELL

**SUCCESSFUL
ARTICLES.**

Selling successful articles is the most powerful factor in encouraging new trade and maintaining the old. The dealer who overlooks quality in his eager search for profit cannot expect to command a good and profitable trade. It is because

Jonas' Flavoring Extracts

have proven a success from the beginning that prosperous dealers enjoy selling them. They are ready sellers—they are not shelf-stickers—they move quickly from dealer to consumer. Why? Because our aim to manufacture extracts of **unequalled strength, purity and richness**—the three most essential elements in high-class extracts—has been strictly adhered to ever since the first bottle was produced thirty-one years ago.

No better means could possibly be devised for impressing upon the minds of your customers the fact that you are a first-class grocer than by selling **JONAS' FLAVORING EXTRACTS**. The dealer who trifles with the inferior kind is certain to lose many good customers whose good-will and trade could be secured by selling Jonas' extracts. Successful grocers handle and sell **JONAS' FLAVORING EXTRACTS !!**

Manufactured by

HENRI JONAS & CO.
MONTREAL

CURRENT MARKET QUOTATIONS

October 30, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 125. Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

	Montreal.	Toronto.	St. John, Halifax.
BUTTER, CHEESE AND EGGS			
Dairy, choice, large rolls, lb.	\$0 18	\$0 15	\$0 16
" pound blocks	17	17	18
" tubs, best	15 1/2	15	16
" tubs, inferior	14	11	13
Creamery, boxes	19	19	19 1/2
" prints	20	19	20
Cheese, new, per lb.	11 1/2	11 1/2	11
Eggs, new laid, per doz.	19	17	19
CANNED GOODS			
Apples, 3's	90	1 00	1 00
" gallons	2 50	2 25	2 50
Asparagus	2 20	2 00	2 40
Beets	1 00	1 00	1 00
Blackberries, 2's	1 30	1 50	1 70
Blueberries, 2's	1 15	1 00	1 00
Beans, 2's	80	90	90
Corn, 2's	82 1/2	82 1/2	95
Cherries, red, pitted, 2's	2 25	2 30	2 30
" white	2 25	2 30	2 40
Peas, 2's	85	82 1/2	85
" sifted	95	1 05	1 15
" extra sifted	1 05	1 15	1 20
Pears, Bartlett, 2's	1 50	1 60	1 75
" 3's	1 90	2 00	2 25
Pineapple, 2's	2 00	2 40	2 50
" 3's	2 25	2 40	2 60
Peaches, 2's	1 75	1 85	1 90
" 3's	2 60	2 70	2 75
Plums, green gages, 2's	1 30	1 35	1 40
" Lombard	1 20	1 25	1 30
" Damson, blue	1 00	1 25	1 30
Pumpkins, 3's	1 00	1 00	95
" gallon	2 10	2 25	2 10
Raspberries, 2's	1 40	1 50	1 60
Strawberries, 2's	1 50	1 75	1 75
Succotash, 2's	1 00	1 25	1 15
Tomatoes, 3's	1 30	1 30	1 25
Lobster, tails	2 75	3 20	3 25
" 1-lb. flats	3 00	3 75	3 70
" 1/2-lb. flats	1 75	1 85	1 80
Mackerel	1 00	1 10	1 15
Salmon, sockeye, Fraser	1 47 1/2	1 52 1/2	1 50
" Northern	1 40	1 45	1 45
" Horseshoe	1 50	1 52 1/2	1 50
" Cohoes	1 00	1 15	1 15
Sardines, Albert, 1/2 s.	12	12 1/2	14
" 3/4 s.	20	21	20
" Sportsman, 1/2 s.	11 1/2	12	12
" 3/4 s.	19	20	20
" key opener, 1/2 s.	9	11	16
" 3/4 s.	15	18 1/2	10
" P. & C., 1/2 s.	20	22 1/2	23
" 3/4 s.	27 1/2	30	33
" Domestic, 1/2 s.	4	4 1/2	4 1/2
" 3/4 s.	7	8	9
" Mustard, 1/2 size, cases	7 50	11 00	8 50
" 50 tins, per 100	1 00	1 00	1 10
Kipper Herrings	1 00	1 85	1 55
Herring in Tomato Sauce	1 00	1 55	1 70
CANDIED PEELS			
Lemon, per lb.	10 1/2	10	12 1/2
Orange, "	11	11	13
Citron, "	15	15	18
GREEN FRUITS			
Oranges, Sorrentos, per case	3 75	4 00	
" Jamalcas, per bbl			5 00
" per case			2 50
Quinces, per basket		0 25	0 35
Lemons, Messina, per box	4 00	3 00	5 50
Bananas, Firsts, per bunch	1 00	1 25	1 75
Apples, per bbl	1 50	3 00	2 00
Tomatoes		0 40	0 40
Pears	0 40	0 30	0 50
Peaches	3 25	2 10	3 00
Jersey Sweet Potatoes, per bbl.		6 00	6 50
Cantaloupes, per crate	3 50		
Malaga grapes, per bbl.			6 50
Crabapples, per basket		0 30	
Apples, per basket	0 20	0 30	0 2 1/2
an. Grapes, per basket	0 10	0 22	0 15
Peppers, green, per basket			0 40
Peppers, ripe			0 60
Cranberries, per bbl	8 00	9 50	9 00
Butternuts, per basket			0 25
SUGAR			
Granulated St. Lawrence and Red	3 80		3 85
granulated, Acadia	3 70		3 83
Paris lump, bbls. and 100-lb. boxes	4 30	4 40	4 75
" in 50-lb. boxes	4 40	4 53	5 00
Extra Ground Icing, bbls.	4 20	4 70	
Powdered, bbls	4 0 1/2	4 45	5 50
Phoenix	3 60	3 68	
Cream	3 55	3 63	
Extra bright coffee	3 65	3 83	
Bright coffee	3 55	3 63	
Bright yellow	3 50	3 58	3 60
No. 3 yellow	3 45	3 53	
No. 2 yellow	3 35	3 43	
No. 1 yellow	3 25	3 33	3 30

HARDWARE PAINTS AND OILS

	Montreal.	Toronto.	St. John, Halifax.
Wire nails, base	\$2 55	\$2 55	\$3 20
Cut nails, base	2 35	2 45	2 85
Barbed wire, per 100-lb.	3 00	3 00	3 50
Smooth Steel Wire, base	2 80	2 61	3 75
White lead, Pure	5 87 1/2	5 00	5 25
Linseed oil, 1 to 2 bbls., raw	85	70	6 80
" " " boiler	85	73	75
Turpentine, single bbls.	67	73	77
Benzine, in bbls., per gal.		18 3/4	78

SYRUPS AND MOLASSES

	Montreal.	Toronto.	St. John, Halifax.
Syrups			
Dark	1 7/8	80	
Medium	2 1/2	85	82
Bright	2 1/2		87
Corn Syrup, barrel, per lb.	3		3
" 1/2 bbls.	3 1/2		3 1/2
" kegs	3 3/4		3 3/4
" 3 gal. pails, each	1 40		1 40
" 2 gal. "	1 10		1 10
Honey			40
" 25-lb. pails	1 05		1 00
" 38-lb. pails	1 0		1 40
Molasses			
New Orleans, medium	22	30	23
" Open kettle			40
Barbadoes	23	24	32
Porto Rico	35	38	42

CANNED MEATS

	Montreal.	Toronto.	St. John, Halifax.
Comp. corn beef, 1-lb. cans	1 55	\$1 65	\$1 55
" 2-lb. cans	2 75	3 00	2 80
" 6-lb. cans	7 90	9 60	8 75
" 14-lb. cans	16 50	23 00	19 50
Minced callops, 2-lb. can		2 75	2 60
Lunch tongue, 1-lb. can	3 00	3 90	3 00
" 2-lb. can	6 00	7 90	6 80
English brawn, 2-lb. can	2 40	2 75	2 45
Camp sausage, 1-lb. can			2 50
" 2-lb. can			4 00
Soups, assorted, 1-lb. can	1 15	1 50	1 50
" 2-lb. can	2 40	2 45	2 20
Soups and Bouil, 2-lb. can	1 75	2 50	1 80
" 6-lb. can	3 50	5 85	4 50
Sliced smoked beef, 1/2 s.	1 65	1 70	1 70
" 1 s.	2 75	3 10	2 80

FRUITS

	Montreal.	Toronto.	St. John, Halifax.
Dried			
Currants, Provincials, bbl.			5 1/2
" Filiatras, cases	5 1/2	5 1/2	6
" 1/2 cases	6	6 1/2	7
" Patras, cases	6 1/2	7	7 1/2
" 1/2 cases	6 1/2	7	8
Amalias	6 1/2	7	7 1/2
Vostizzas, cases	6 1/2	7	7 1/2
Dates, Hallowees	4 1/2	4 1/2	4 1/2
Sais	3 1/2	4 1/2	4 1/2
Figs, Elemes	1 00	11	15
Mais, per lb.	8	3 1/2	4
Tappets	3 30		4
Natural			8
Prunes, California, 30's	9		10
" 40's	8 1/2	6 1/2	10
" 50's	8 1/2	8 1/2	9 1/2
" 60's	8	7 1/2	8 1/2
" 70's	7 1/2	6 3/4	7 1/2
" 80's	6 1/2	5 1/2	7
" 90's	6	5 1/2	6 1/2
" 100's	6	5	6 1/2
Bosnia, A's		5	
" B's		7 1/2	
" C's		6 1/2	
French, 50's		6 1/2	6 1/2
" 110's		5	
Raisins, Fine off stalk	6 1/2	7 1/2	9
" Selected	7 1/2	8	9 1/2
" Selected layers	7 1/2	8 1/2	9
Sultanias	9 1/2	10	16
California, 2-crown	6	5 1/2	
" 3-crown	7 1/2	7 1/2	8 1/2
" 4-crown	7 1/2	8	9 1/2
" 1's seeded, 3-cr.	9 1/2	10 1/2	9 1/2
Empire clusters	1 50	1 60	2 10
Black baskets			2 25
Extra clusters			3 55
Debesa clusters			3 10
Royal B. clusters	3 25	3 30	5 00
Connaisseurs clusters			2 10
Excelsior clusters			4 60
Evaporated apples			7 1/2
Dried			5 1/2

PROVISIONS

	Montreal.	Toronto.	St. John, Halifax.
Dry Salted Meats			
Long clear bacon	12	11	11 1/2
Smoked meats			
Breakfast bacon	15 1/2	14 1/2	15
Rolls	12 1/2	12	12 1/2
Medium Hams	14	13 1/2	14
Large Hams	13	12 1/2	13
Shoulder hams	13	11	11 1/2
Backs	15	14 1/2	15
Meats out of pickle ic. less.			
Barrel Pork			
Canadian heavy mess	23 00	21 0	23 00
" short cut	21 50	22 00	23 50
Plate beef	12 50	18 50	15 00
Lard, tierces, per lb.	11	10 1/2	11
Tubs	11 1/2	11	11 1/2
Pails	11 1/2	11 1/2	11 1/2
Compounds	9 1/2	8 1/2	10 1/2

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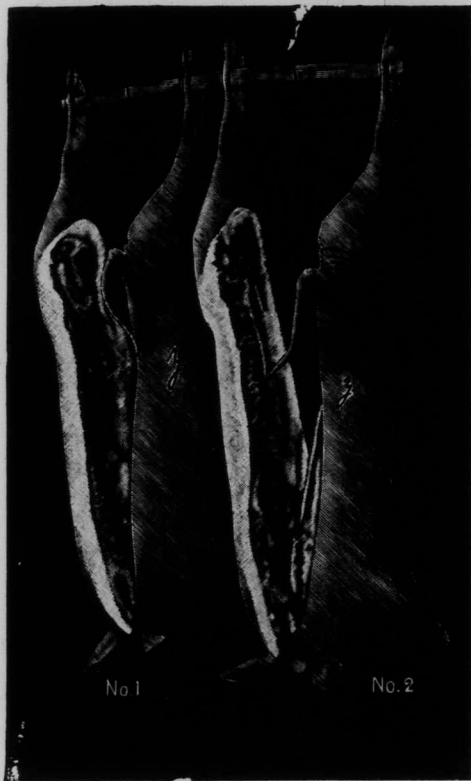
Allsp
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Palls

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Tubs



Two Yorkshire Carcasses.

In this cut it is specially interesting to note the quality of the bacon, as indicated by the general shape. In No. 1 the short thick head and heavy jaw suggest the excessive fat that can be seen over the back; this one is not a prime type of bacon hog. In No. 2 the long tapering ham and head and the light jaw indicate a type that, with proper feeding, will produce a first-class article of bacon.

Good Bacon Needed

The HERBAGEUM fed hog is peculiar in that

He always weighs more than his appearance would indicate.
He never becomes stunted or suffers from weakness in back and legs.
He is as good at five months as other hogs are at seven, and He makes the very choicest of firm, sweet, well-flavored bacon, such as the pork-packers require.
His blood is always pure, and pure blood offers the greatest known resistance to hog cholera.
It is safe and profitable to feed Herbageum every day to every animal on the farm. Lice and ticks cannot live where it is used.

WRITE

The Beaver Manufacturing Co.,

Sole Manufacturers

GALT, Canada.

	Montreal.	Toronto.	St. John, Halifax.		Montreal.	Toronto.	St. John, Halifax.
COFFEE				PETROLEUM			
Green—				Photogene			
Mocha	24	23	28	Canadian water white	14 1/2	15 1/2	17
Old Government Java	27	22	30	Sarnia water white	16	17	16
Rio	10	7	12	Sarnia prime white	18	16 1/2	17
Santos	9 1/2	9 1/2	10 1/2	American water white	18	15	15 1/2
Plantation Ceylon	29	26	30	Pratt's Astral (barrels extra)	19	17 1/2	18
Porto Rico	22	22	25	Lily White (Canadian)	18 1/2	17	17 1/2
Guatemala	22	22	25	Silver Lead (American)	14 1/2	15 1/2	
Jamaica	18	15	20	Crystal Spray (W. W. Amer.)	16	16 1/2	
Maracaibo	18	18	18	Penoline (choice fcy. brand)	18	18 1/2	
					19	1 1/2	
NUTS				Black— TEAS			
Brazil	14	15	16	Congou—Half-chests Kalsow	13	60	12
Valencia shelled almonds	29	31	35	Morning, Peking	17	40	18
Tarragona almonds	11		11 1/2	Caddies Peking, Kalsow	35	55	35
Formegetta almonds			10 1/2	Indian—Darjeelings	20	40	20
Jordan shelled almonds	42	40	43	Assam Pekoes	18	25	18
Peanuts (roasted)	8 1/2	13	9	Pekoe Souchong	35	42	35
" (green)	6 1/2	7 3/4	8	Ceylon—Broken Pekoes	20	30	20
Cocoanuts, per sack	8 25		8 75	Pekoes	17 1/2	40	17
per doz	11		60	Pekoe Souchong	42	50	42
Grenoble walnuts	10	11	13 1/2	China Greens—	22	28	22
Marbot walnuts	9	11 1/2	12	Gunpowder—Cases, extra first	42	50	42
Bordeaux walnuts	9	11	11 1/2	Half-chests, ordinary firsts	42	50	42
Sicily fiberts	9 1/2		8 1/2	Young Hyson—Cases, sifted	35	40	35
Naples fiberts	17	17 1/2	13	extra firsts	22	38	22
Pecans	18	21	23	Cases, small leaf, firsts	17	19	17
Shelled Walnuts				Half-chests, ordinary firsts	15	17	16
				Half-chests, seconds	13	14	14
				" thirds	13	14	14
				" common	16	19	18
SODA				Plingsneys—			
Bl-carb, standard, 112-lb. keg	1 65	1 80	2 00	Young Hyson, 1/2-chests, firsts	28	32	23
Sal soda, per bbl.	70	75	80	" " seconds	16	19	18
Sal Soda, per keg	95	1 00	1 00	" Half-boxes, firsts	28	32	28
				" " seconds	16	19	18
SPICES				Japans—			
Pepper, black, ground, in kegs	16	18	18	1/2-chests, finest Maypickings	38	40	38
palls, boxes	14	17	19	Choice	32	36	33
in 5-lb. cans	15	17	19	Finest	28	30	32
whole				Fine	25	27	27
Pepper, white, ground, in kegs	26	27	26	Good medium	22	24	25
palls, boxes	25	26	25	Medium	19	20	21
5-lb. cans	23	25	23	Good common	16	18	19
whole	19	25	22	Common	13	15	19
Ginger, Jamaica	12	30	14	Nagasaki, 1/2-chests, Pekoe	16	22	
Cloves, whole	25	30	25	" Oolong	14	15	
Pure mixed spice	13	18	20	" Gunpowder	16	19	
Cassia	25	24	25	" Siftings	7 1/2	11	
Cream tartar, French	28	25	30				
best	10	15	18				
Allspice							
WOODENWARE				RICE, SAGO, ETC.			
Palls No. 1, 2-hoop	1 65		1 55	Rice—Standard B.	3 00	3 10	3 1/2
" 3-hoop	1 80		1 70	Patna, per lb	4 25	4 50	4 1/2
half, and covers	1 65		1 60	Japan	4 40	4 90	5 1/2
quarter, jam and covers	1 15		1 10	Imperial Seeta	4 60	4 90	4 1/2
candy, and covers	2 50	2 90	2 40	Extra Burmah			4 1/2
Tubs No. 0	10 00	10 15	8 50	Java, extra		5 1/2	6
1	8 00	8 15	7 03	Macaroni, dom'ic, per lb., bulk	3 1/2	4 1/2	7 1/2
2	7 00	7 15	6 00	" Imp'd, 1-lb. pkg., French	8	12	9
3		6 15	5 25	" Italian	8	10	11
				Sago	3 1/2	3 1/2	3 1/2
				Tapoca			3 1/2

MADE IN CANADA.
 FROM
Manitoba Wheat.



That Cereal Breakfast Food, "Wheat Marrow," makes "a perfect breakfast" for dyspeptics, for children, and for those in robust health. It is a brain and nerve, bone and muscle builder.

It contains four-fifths of the elements necessary to sustain life. It is unlike any other Cereal Food on the market. It is truly "a perfect breakfast food."

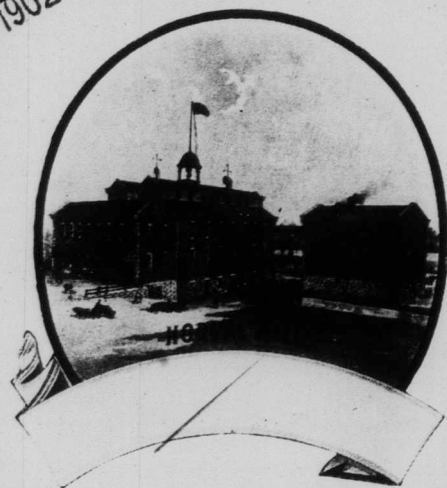
**Wheat
 Marrow**

PAYS YOU 50 PER CENT.

Put up in Boxes of 24 Cartons . . .

WM. MACK,
 Express Roller Mills. **CORNWALL.**

RETURNED
 NOV - 1 1902



ROBERT NOBLE

Norval, Ont.

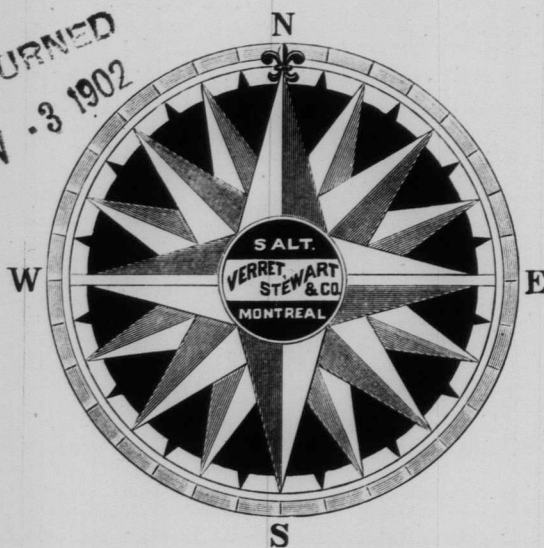
**CHOICE FAMILY AND
 BAKERS' FLOUR**

from Ontario and Manitoba Wheat.

FEED, SEEDS and GRAIN.

RETURNED
 NOV - 3 1902

Representing
 in Canada
THE SALT UNION,
 of England.



Representing
**THE
 CANADIAN SALT CO.**
 makers of
 Windsor Salt.

WE SHIP TO ALL POINTS

VERRET, STEWART & CO.

WHOLESALE DEALERS IN SALT,
MONTREAL.

Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

AGENTS:

GEU. J. CLANCY & CO.
59-61 Front St. E., TORONTO.

Canada Preserving Company,
HAMILTON.

LISTEN!

We are offering goods at the uniform Association prices.

We solicit your patronage on **the merit of our goods.**

We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**

We are ready to support this statement with samples. **Don't be side-tracked.**

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

Delhi Canning Co., Limited, -:- Delhi, Ont.

JUST ARRIVED

FROM THE CELEBRATED
FIRM OF



BERTRAND & CIE,

of LYONS, FRANCE,

Established 1823.

WHO HAVE OBTAINED HIGHEST AWARDS AT ALL EXHIBITIONS.

1,500 Boxes (25 lb. each) Macaroni and Spaghetti.

500 " Vermicelli.

50 " Assorted Alphabet and Animal Macaroni.

Your customers will surely be pleased with these goods and you will be pleased with the profit derived from selling them. For further particulars write to

HENRI JONAS & CO.,
Montreal.

OTTAWA TRADE GOSSIP.

TRADER is still good among retailers. Wholesalers are all busy delivering fall goods, which are coming in every day. New currants arrived this week. Prices in several staple lines have changed. Flour is 10c. per bbl. higher. Beans are worth \$2.35. Sugar advanced last week. Cheese is a little lower on this board. Eggs have advanced 1 to 1½c. The price of fine Filatra currants in ½-boxes is 4½c. Raisins are said to be higher, prices quoted for selected Valencias being 8 to 9c., and fine off-stalk, 7½ to 8½c. Strong bakers' flour has advanced from \$3.70 to \$3.80, and patent from \$4 to \$4.10 per bbl. Rolled oats are expected to go higher. They are selling at \$3.60 per bbl., but the price of oats is now 32 to 34c., so that an advance is looked for. Bulk pickles are being sold readily in quantities at \$2.50 per gal. Some lines of bottled goods, especially the cheaper ones, are higher. Pickles that were \$1 per doz. are now selling at \$1.25.

Butter is a good price on the local market, good lots are worth 18 to 20c. Creamery is scarce at 22c. Eggs are now selling at 18c. by the case. Cheese sold on the Ottawa Board last week for 11½c., which was a little lower than last week. There was only about 770 boxes boarded, and only 200 boxes were sold at that price. The buyers would not go higher, as they said the quality made at this season of the year did not warrant it. There will only be about three more meetings this season.

Everyone interested is talking tomatoes. The lowest price mentioned as to their value in round lots is about \$1.45, one retail merchant being known to have disposed of 100 cases at that figure. Very few have any extra quantity to sell, and it looks like as if the price will be still higher.

Corn and peas are firm at 85 to 90c. Salmon is now quoted at \$1.45 for good brands, such as was bought to arrive for \$1.20 and \$1.25.

Teddy Starling, "the only Ted," is here getting orders for winter supplies for T. A. Lytle & Co. Mr. Starling is well liked in Ottawa, so that he finds his business growing every trip.

Joseph Martel, of Hull, is selling out his property and business owing to ill health.

L. A. Carscallen, of The Wilson, Lytle, Badgerow Co., is in the city booking orders for winter.

HAS A SORT OF CONVINCING SOUND.

If there is one thing a woman will stop and admire more than any other in a newspaper it is the picture of a strong, heroic, handsome fellow, dressed in a suit of clothes that enhances the strong points in the masculine figure and face. Not only does the woman admire the picture, but ardently

longs to associate with a man dressed like the man in the picture.

Every time you make an impression upon a woman by some striking cut used in your newspaper advertisement, you may be sure her men friends are going to hear about it. And if your advertisement cuts are regularly striking and strong you will soon have a reputation among the women that will be worth all the trouble and expense the advertising entails.—Cahn-Wampold's Chat.

FISHING AT THE MAGDALENS.

Reports from the Magdalen Islands state that the fishing there has been excellent this year. Herrings and lobsters have been somewhat scarce, but the cod fishing has been of the best. About 11,000 barrels of mackerel, which are worth about \$132,000, have been taken.

FIRE IN A WINE CELLAR.

On Sunday afternoon, October 26, a fire broke out in the establishment of Lawrence A. Wilson & Co., wholesale wine merchants, 87 St. James street, Montreal, and the bottled stock was considerably damaged by fire, and some damage was also caused by water. The fire started in the flooring near the furnace, but did not get beyond the cellar, where it originated.

TRINIDAD COCOA INDUSTRY.

GORDON, GRANT & CO., Trinidad, in their last commercial review, report as follows regarding the cocoa industry of that island: "The first small deliveries of the new crop have appeared within the last few days, and supplies will now gradually increase, but shipments will be unimportant until next month. The crop prospects continue to be favorable, but the bulk of the fruit on the trees will not be ripe until December or January. The small supplies marketed during the fortnight have been eagerly competed for at \$12.75 to \$13 for ordinary to good red, and \$13.25 to \$13.50 for estates grades, with an upward tendency notwithstanding the depressing advices from consuming centres. Shipments for the fortnight amount to 1,122 bags, of which 298 bags went to the United States, and for the year ending September 30 exports amount to 169,910 bags, as compared with 137,015 bags for the corresponding period in 1901. Shipments thus show an increase of 32,895 bags as compared with last year, and about 7,000 bags ahead of any previous year. Although this record crop may to some extent be attributed to the exceptionally favorable season following the small crop of 1901, it must be borne in mind that new cultivation is constantly coming into bearing. Every year large tracts of Crown lands are being taken up for cocoa growing, and the output must necessarily increase. In the older districts, however, the general tendency is towards decreasing crops."

ADULTERATED FOODS.

THE result of the series of experiments conducted by Mr. Hersey, the analyst for the city of Montreal, in connection with the adulteration of catsups and other such articles with injurious substances for coloring and preserving purposes, has been that Hon. M. E. Bernier, Minister of Inland Revenue for the Province of Quebec, was notified on October 24 that large quantities of goods containing colorings and preservatives injurious to the health were being imported into this country. As the chief analyst of the Dominion Government is subject to Mr. Bernier's control, it is thought that the matter will thus be given a public exposure, and goods from foreign countries unfit for human consumption will be kept out of the country.

At a meeting of the Hygiene Committee of the Montreal City Council it was pointed out that the medical health officer had power to deal with such cases in the city by confiscating the articles adulterated and prosecuting the offenders. The officer was requested to write to the American Government giving the names of such brands of adulterated catsups as had been sent here. The attention of the Government of the Province of Quebec will also be called to the great quantity of adulterated foods sold in that Province contrary to the law.

Twenty-four samples of tomato catsups were examined by Mr. Hersey, 12 made in Canada and 12 in the United States. All of those of American origin were bad. Of the Canadian 12, 10 were bad, and only 2 found to be free from deleterious substances.

In those which were condemned, the analyst states that not only were dyes used for coloring purposes, but other chemicals were employed as well in order to preserve the goods. As all sorts of tomatoes, good and bad and old and young, are used in making these catsups, it is difficult to prevent them from going to the bad quickly, and the appearance of the catsup would be spoiled were it not for the dyes.

A quantity of candy was also examined. The dyes extracted from this were used to color white silk. A quarter of a yard was dyed a rose color from candy of a similar hue, while another quarter of a yard was dyed green from the dye in green candy.

Dr. Laberge, the Medical Health Officer of Montreal, stated that he would take legal action against a couple of Canadian manufacturers, in order to find out what jurisdiction the city has in such cases. He does not intend to injure Montreal manufacturers to the advantage of those in other cities, so will move cautiously.

Jones Bros., of the Maple Leaf Grocery Store, Wellington street, Stratford, have dissolved partnership and the business will be continued by R. S. Jones.

Counter Check Books

The necessity of using a carbon leaf entirely dispensed with by the use of our Automatic Counter Check Book. Write for prices and samples.

The Morton Co., Limited

Sole Manufacturers
TORONTO, CANADA.



\$ | Learn to Write | \$ Showcards

A full course of instruction by mail for **Merchants, Window Trimmers and Clerks.** This full course of Instructions and 34 plates of model Alphabets and Figures, "designed by the leading artist sign-writers," put up in book form, will be mailed post-paid to any address on receipt of **\$1.00.** If you wish to be an up-to-date card-writer it will make you one.

Write,
W. EDWARDS,
Carleton Place, Ont.

Do you wish to make money ?

If so, read this, it will interest you.

Did you ever give me a trial order ?

If not, why not ?

S. J. MAJOR

DIRECT IMPORTER OF

**Groceries, Liquors,
Tobaccos, etc.**

from the best Houses in Europe, United States, etc.
Ask for quotations which are cheerfully furnished on application, or *wire at my own expense.*
My customers may rely on their orders being promptly filled.

18, 20 and 22 York St.,
and 5 Canal St.,

Ottawa

Branch at Buckingham, Que.



Comparison is a friend of ours

even in the matter of Clothes Pins. Compare the ones you have to waste time and labor in counting out to the neat paper packages of Clothes Pins all ready for your customer to carry away—packages containing either four or six dozen—all selected, perfect Pins.

Cane's "Star" Brand Clothes Pins

are known from coast to coast as the most reliable and most durable Pins on the market—unrivalled in material and making they are the delight of the alert buyer.

**We boom business by
offering business boomers.**

UNITED FACTORIES, Limited,

Head Office : Toronto.

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

MONTREAL BRANCH : 1 and 3 DeBresolès St.

LONDON BRANCH : 71 Dundas St.



10 Carloads Paradise and Haycastle Currants

CASES AND HALF-CASES.

Just arrived. The quality of these celebrated brands is finer than ever. We have seen nothing to equal it. See our travellers' samples—get quotations. It will do your trade good to have such superior currants to offer your customers.

W. H. GILLARD & CO.,

Wholesale Grocers,

HAMILTON.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

We have pleasure in informing the Grocery Trade that we have secured the services of **Miss Snellgrove**, to demonstrate "Social" Goods, and will be pleased to make arrangements with merchants who would like us to use their stores. We intend to introduce our famous

English Breakfast "Social" Tea and "Social" Coffee

Kindly see our travellers when they call if you are interested.

Both 30 and 40c. Grades.

LUMSDEN BROS.

TORONTO and HAMILTON

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

Nothing Like It.



"IMPERIAL"

White Wine Vinegar

FOR

PICKLES, SAUCES, Etc.

Ask grocery travellers to show samples. Note the perfect clearness and delightfully smooth, even flavor. Guaranteed pure spirit vinegar—full government strength. Just the price of ordinary vinegar. Why not have the very best?



FRUIT TRADE DEPARTMENT.

WALNUT CROP OF FRANCE IN 1902.

WRITING from Havre under date of October 2, the American consul says: It is somewhat early to give exact information regarding this year's walnut crop in France, as owing to unfavorable weather conditions it has been retarded. All the advices I have received agree that on account of the inclement weather which prevailed during last spring and the first part of the summer, there will be a reduced production of walnuts, some placing the crop at 30 per cent. below that of a normal year. If the present fine weather will last it is thought that the quality of the nuts will be good.

To form an estimate of this year's walnut crop, in the following tables are given the production of table walnuts in the principal nut-growing departments of France for the past five years, the value of the crops, and the average value per 110.23 lb.

The statistics of 1897 to 1900, inclusive, are official; those for 1901, are estimated.

PRODUCTION OF TABLE WALNUTS IN FRANCE FROM 1897 TO 1901.

Department.	1897. Tons.†	1898. Tons.†	1899. Tons.†	1900. Tons.†	1901.* Tons.†
Dordogne.....	5,000	3,000	3,000	3,000	6,500
Lot.....	6,755	6,748	6,725	6,495	10,000
Correze.....	4,000	4,000	2,801	3,783	2,500
Charente.....	408	550	650	875	3,000
Isere.....	2,824	2,140	2,077	2,347	5,000

* Estimated.

† Ton of 1,000 kilograms (2,204.6 lb.)

VALUATION OF WALNUT CROP.

Department.	1897.		1898.		1899.		1900.	
	Total value.	Per 110.23 lb.	Total value.	Per 110.23 lb.	Total value.	Per 110.23 lb.	Total value.	Per 110.23 lb.
Dordogne.....	\$482,500	\$4 82½	\$405,300	\$6 75½	\$405,300	\$6 75½	\$347,400	\$5 79
Lot.....	286,817	2 12	286,450	2 12	201,685	1 93	321,403	2 51
Correze.....	308,800	3 86	262,480	3 28	162,178	2 89½	418,903	4 95
Charente.....	34,605	4 25	42,400	3 86	55,198	4 25	77,682	4 44
Isere.....	414,195	7 33	375,422	8 75	361,572	8 70	451,308	9 05

It is estimated that the Department of ... are official; those for 1901 are estimated. nuts this year.

It is also too early to give definite prices for the new crop of walnuts. I have heard of some sales being based on the following prices:

	Frances.
Cornes:	
First quality.....per 220.46 lb..	62 = \$11 97
Second quality.....do....	50 = 9 65
Marbots:	
First quality.....do....	72 = 13 90
Second quality.....do....	62 to 66 = \$11 97 to 12 74

The above prices are f.o.b. Bordeaux.

	Frances.
Chabertes.....per 220.46 lb..	70 = \$13 51
Mayettes.....do....	80 = 15 44
Parisien.....do....	80 = 15 44
Franquette.....do....	80 = 15 44

The above are prices for the nuts delivered at the orchards.

The Journal Commercial et Maritime, of Marseilles, of September 26 last, gave the following quotations per 100 kilograms (220.46 lb) f.o.b. Marseilles: Grenoble commercial, 92 to 95 francs (\$17.76 to \$18.31); cornes, 70 francs (\$13.51); and marbots, 80 francs (\$15.44).

The rate of freight on walnuts from Havre to New York by the steamers of the Compagnie Generale Transatlantique (French Line) is 20 francs (\$3.86) per cubic meter; by the American Line via Southampton, 30 francs (\$5.79) plus 10 per cent. per 600 kilograms (1,322.76 lb); by the Barber Line, 25 francs (\$1.82½) per 1,000 kilograms (2,204.6 lb).

THE USEFUL APPLE.

A FRUIT, which no matter how many we use, yet we never grow tired of, is the apple. For ages this product has been valuable to man as a food and is to-day preferred by many before the orange, the banana, the

sweet sister, the orange, it adapts itself to more variations than the latter, which is more in the nature of a beverage than solid food material.

The apple is firmer than most fruits owing to the greater proportion of cellulose and to this and to the presence of malic acid they owe their laxative properties, properties shared also by cider or apple wine. They are rich in pectin and thus, with few exceptions, form jelly. The ratio of sugar to acid varies in different varieties; that in the sweetest kind of dessert apple may be as high as 22.1, while in cooking apples it is never higher than 8.1.

Few other fruits will flourish so far north as the apple, although it is a fruit of semi-tropical nature. It has the additional advantage of keeping in excellent condition the year round and can be transported and stored for months without loss of flavor.

The dessert apples hold first rank and include quite a number of well-known varieties; the pipkin, which was a frequent and particular luxury at Royal tables in Shakespeare's time and to which he often refers, is perhaps the best example of the dessert apple. The name being derived from the fact that this fruit was raised from the pips of seeds. The dessert apple must be fragrant, delicate in flavor, tender, juicy, and very digestible; for eating uncooked they must also be perfectly ripe, and the very thinnest paring removed, as the more nutritious as well as the aromatic portion of the apples lies near the surface. There is, for this reason, a very noticeable difference in flavor between apples baked or stewed in their skins and those previously pared. While uncooked apples, when well ripened, are a most valuable addition to the diet at any season, they had better precede the meal than follow it, and are, in fact, better eaten alone or with only good wheat or white bread. They must always be thoroughly masticated, especially when eaten by children. In many instances it is advisable to scrape the apple, using a silver knife, and spread the pulp on buttered entire wheat or white bread; then children, or those who do not sufficiently masticate their food, cannot swallow the apple in great lumps, which are sure to cause unpleasant results, and the apple is blamed.

Cooking apples are more acid and less digestible and should never be given raw to children. Cooking, however, often develops in them a flavor finer than the dessert apple possesses. Many apples which would not be the least palatable eaten raw develop a peculiar richness and piquancy cooked in their skins. The thrifty cook gladly welcomes the apple harvest, which provides a delightful addition to her winter store of foods.

LIGHT WEIGHTS AND FALSE MEASURES.

By H. J. HOLMES.

AN enormous number of London shopkeepers apparently yearn to accumulate wealth quickly by swindling their customers.

This statement receives ample substantiation from last year's report of the Public Control Department of the London County Council. From it we learn that the total number of unjust weight and measure appliances seized during the 12 months reached the imposing figures of 63,959!

The amount of hard cash of which the public was robbed by such means can only be conjectured, but must have been a small fortune.

The L. C. C. employs a staff of officials whose duty it is to run to earth the perpetrators of this cruel system of fraud—cruel because its victims are mostly of the poorer class, who must feel acutely the loss of even the smallest sum.

As is well known, all weights, measures, and weighing instruments should, before being used in trade, bear the official stamp which records their honesty. Nearly 3,000,000 appliances of the sort were duly marked in the London district last year. But it is one thing that they are correct when they leave the L.C.C. official residence; quite another matter whether they will be allowed to remain so!

It requires the persistent efforts of 91 inspectors to limit the possibilities of the various appliances being tampered with, as the large number of seizures testify. And it must not be concluded that all the shopkeeping rogues are brought to book; some succeed in evading Nemesis for years. If eventually caught, their only punishment for the first two offences is being mulcted in a comparatively small fine which, considering all things, they can well afford.

The doges of the dishonest shopkeepers to evade detection are seemingly without limit. Swindling is a paying game, and those who practise such a lucrative profession can afford to devote much time to the study of the art of not being found out.

There is an instructive collection of swindling relics in the possession of Mr. Webb, the chief of the Newington Weights and Measures district office.

The collection of seized appliances includes a specimen of one of the most barefaced devices ever discovered, even in daring London. It is a machine once used for weighing tea. To the customers' side of the scales a string was attached, running down a hollow socket and through a hole in the counter, a weight being fastened to the end of the string.

The weight could be supplemented by a pull of the shopman's fingers when considered necessary! A big point about this contrivance was that the string could be detached at a moment's notice on the advent of the L.C.C. inspector.

Mr. Webb's collection also includes several pairs of scales possessing very valuable idiosyncrasies—for the trader. Some have the happy knack of insuring that a purchaser only receives thirteen or fourteen ounces for every pound-weight paid for! The weights used may be genuine enough, but the scales are so constructed that when, say, a one-pound weight is placed in a certain position near the side of the pan, the scale containing the goods descends several ounces short.

A customer could thus be swindled from one ounce to four ounces in every pound, according to the distance from the centre of the pan that the shopman's conscience allowed him to place his weight.

How regretful must have been the parting between a certain marine-storekeeper and the useful dial scale which favored him either in buying or in selling. The registering hand was so fitted as to move backward or forward by a touch of the finger. In buying goods, the ingenious proprietor naturally kept the dial register low; in selling he merely, with a casual and unobserved touch of his forefingers upon the back of the dial, pushed the hand on a few points.

As for fraudulent weights, Mr. Webb's collection forms an admirable object lesson of the lengths to which a thorough, enterprising shopkeeper will go.

There are scores of weights, for the most part bearing the official stamp of honesty, but each one in itself yielding ample proof that it has done its part in the art of swindling the public. From the quarter of a pound right up to the half hundredweight we are able to see how fraudulent even an officially stamped weight may become in the hands of unscrupulous traders.

Holes are drilled or cut in the metal, and filled with cork, wood, paper, or other light material. Sometimes a thin coating of lead hides the "faker's" work, but in other cases the cork or wood filling was undisguised when the weights were seized.

As for measures, there are many examples of how these are tampered with in order to defraud the public. False bottoms, dinged sides, drooping spouts, and worn-down tops are constantly used as the means of giving short measure. Costers are habitual offenders in this connection. The economical housewife who

makes her purchases from itinerant hawkers does not always save money by a transaction.

The L.C.C. detective is often to be found hot on the trail of the dishonest coal-hawker, at whose hands the poor people who buy fuel in small quantities suffer much. It is a good thing to find this class of offence growing less. Not that the average coal-hawker is becoming more honest, but he has learnt to dread the sudden appearance of the little black van which bears a relentless inspector with his undeniable standard scales, empowered to test the weight of every barrel of coal on the hawker's cart.

It is generally conceded that, so far as its powers go, the L.C.C. leaves no stone unturned in this branch of its multitudinous duties to save the public from the shopkeeping and hawking swindler; and that the Council's efforts in this direction are ably backed up by one of the most carefully organized bodies of men in the United Kingdom.—Royal Magazine.

THE SHORT BEAN CROP.

Under date of October 27, Samuel Glenn & Son, Chatham, Ont., write: "The Canadian Grocer" as follows regarding the selection of beans: "The acreage planted was smaller than for some years, the heavy rainfall of July reduced this about 30 per cent., and just as harvest was well under way we had three weeks of almost incessant rains. A large portion of the crop lay in the fields until almost unfit for shipping purposes. Of these we have had some samples which will waste fully half, some not quite so bad, but the larger portion still worse. Probably 25 per cent. of the crop was harvested after these rains and will, we think, waste fully one-quarter, so you will see the new crop will be very short. We think 20 per cent. of the 1901 crop was carried over. Of these a large quantity have changed hands during the past three weeks at \$1.70 to \$1.85, but most of farmers are holding for more money. Taking balance carried over from 1901, and marketable beans of this year's growth, we do not think we have 50 per cent. of a full crop. The situation is strong, and we look for higher prices as the season advances."

ANY OLD DISCOUNT.

A large New York department store had an advertisement offering three percent ages of discount. First they said they would save you from fifteen to fifty per cent. Further on—"We'll save you from twenty to forty per cent." At the end they said: "A third less than elsewhere is a fair average on which to base your calculations."—Chat.

**“Send me another case of
RED ROSE TEA, if it is as
good as it was before.”**

**“RED ROSE is the best tea
I ever had. I hope you will
keep it up to the standard.”**

DOZENS of times I have received letters, and also had customers speak to me personally in the way I have written the paragraphs above.

Why do they write or talk this way?

Why do they think that there is any danger of the quality not being kept up to the standard?

There must be some reason, and I think the old saying, “A burnt child dreads the fire,” answers the questions fully.

All these dealers have handled other teas—they must have got BURNT in some way, and naturally fear they may suffer the same way with RED ROSE TEA. Well, perhaps they will, but another saying “Don’t cross a stream until you come to it” will fit in very well here.

What has put RED ROSE TEA where it is to-day? Just the fact that it is “GOOD TEA,” the VERY BEST GOOD TEA that you or anyone else can buy.

“It will stay right there.”

T. H. ESTABROOKS

Tea Importer and Blender,

ST. JOHN, TORONTO, WINNIPEG.

LAPORTE, MARTIN & CIE.

Wholesale Grocers

and Importers of

Teas, Wines and Liquors

SELLING AGENTS FOR

Ph. Richard	-	-	Cognac	-	-	Brandies
Mitchell Bros. Co.	-	-	Glasgow	-	-	Scotch Whiskeys
Mitchell & Co., Limited	-	-	Belfast	-	-	Irish Whiskey
Sir Thomas J. Lipton	-	-	London	-	-	Ceylon Teas
Vve. Amiot	-	-	Saumur	-	-	Sparkling Wines
Blandy Bros.	-	-	Madeira	-	-	Wines
Cardinal & Co.	-	-	Reims	-	-	Champagnes

Shipping Facilities Unsurpassed.

Mail Orders Carefully Filled.

66 to 78 ST. PETER
STREET

MONTREAL, CANADA.



Cur

Quotations
etc., are sub
agents, who
accuracy. If
of a change
decline, it
reports, as a
facturers re

BA
Book's Fri
size 1, in 3
10, in 4
2, in 6
12, in 6
3, in 4
pound tins,
12oz. tins,
1lb. tins,
Diamond
1lb. tins, 2
1lb. tins, 1
1lb. tins, 1
IMPR
Cases,
1 doz.
3 "
1 "
2 and 3
2 and 3
1/2 doz.
1 doz.
1/2 and 1
M



JESSE
size, 5 d
size, 4 d
3
3

Take Your Share.

There is no sense in letting business go by. If you stock James' "Dome" lead it will sell itself, but you can't expect to sell it if you don't carry it in stock. Sales this year double last year's. Why? Because the goods are right.

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

Try my Gum

IT IS PEPSIN
Good, Sweet and Pure

AND IS MANUFACTURED BY



T. D. Bradshaw & Co., Toronto, Chewing Gum and Wax Paper Mfrs.

COFFEE.	
JAMES TURNER & CO. per lb.	
Mocca	0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2
E. D. MARCEAU, Montreal. per lb.	
"Old Crow" Java	0 25
Mocha	0 25
"Condor" Java	0 30
Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. Fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's Coffee, 1-lb. tins	0 31
"2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	



CONDENSED MILK.	
Borden's Condensed Milk Co.	
"Eagle" Brand	\$1 85
"Gold Seal" Brand	1 30
"Peerless" Brand Evaporated Cream	1 20
CLOTHES PINS.	
UNITED FACTORIES LIMITED.	
Clothes Pins (full count), 5 gross in case, per case	0 57
4 doz. packages 12 to a case	0 12
6 doz. packages (12 to a case)	0 52
COUPON BOOKS—ALLISON'S.	
For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal	
\$1, \$2, \$3, \$5, \$10 and \$20 books.	
Un-covered and numbered	
12-oz. glass jars, per doz	\$0 95
1-lb. glass jars 2 doz. in case, per doz	1 50
2 1/2-lb. tin pail, 2 doz. in crate, per lb.	0 09
5-lb. tin pails, 8 pails in crate, per lb.	0 06
7-lb. wood pails, 6 "	0 05

Allison's Coupon Pass Book	
1 00 books	3 cents each
2 00 books	3 cents each
3 00 books	3 cents each
5 00 books	4 cents each
10 00 books	5 1/2 cents each
15 00 books	6 1/2 cents each
20 00 books	7 1/2 cents each
25 00 books	8 cents each
50 00 books	12 cents each
EXTRACTS.	
HENRI JONAS & Co. Per gross.	
8 oz. London Extracts	\$6 00
2 oz. (no corkscrews)	5 50
2 oz. "	9 00
2 oz. Spruce essence	8 00
2 oz. "	9 00
2 oz. Anchor extracts	12 00
4 oz. "	21 00
1 oz. "	36 00
1 lb. "	70 00
1 oz. Flat	9 00
2 oz. Flat bottle extracts	18 00
2 oz. Square	21 00
4 oz. " (corked)	36 00
8 oz. "	72 00
8 oz. " glass stop extracts	3 50
8 oz. "	7 00
2 1/2 oz. Round quintessence extracts	2 00
4 oz. Jockey decanters	3 50
FOOD.	
Robinson's Patent Barley 1/2 lb. tins	1 25
" " " 1 lb. tins	2 25
" " " Groats, 1/2 lb. tins	1 25
" " " " 1 lb. tins	2 25

GINGER ALE & SODA WATER	
Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water	\$1 40
JAMS AND JELLIES.	
SOUTHWELL'S GOODS. per doz.	
Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Clear Jelly Marmalade	2 00
Strawberry W. F. Jam	2 00
Raspberry "	2 00
Apricot "	1 75
Black Currant "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	3 75
Jams—T. I. PTON & CO.	
12-oz. glass jars, per doz	\$0 95
1-lb. glass jars 2 doz. in case, per doz	1 50
2 1/2-lb. tin pail, 2 doz. in crate, per lb.	0 09
5-lb. tin pails, 8 pails in crate, per lb.	0 06
7-lb. wood pails, 6 "	0 05

14-lb. wood pails, per lb	0 06
30-lb " " " " "	0 06
Jellies—	
1-lb. glass jars, per doz	\$1 50
7-lb. wood pails, per lb.	0 09
14-lb. " " "	0 09
30-lb. " " "	0 09
LICORICE.	
YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb	\$0 40
"fancy boxes (36 or 50 sticks) per box	1 50
"Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can.	2 00
"Acme" Pellets, fancy boxes 40 per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars.	1 75
" " 30 5 lb. cans	1 50
"Purity" Licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce Large cent sticks, 100 in bx	
LIQUORS.	
COGNAC IN CASES.	
Ph. Richard.	
S.O. Quarts, 2's	\$22 50
F.C.	15 00
F.C. 1-15 bottles, 180's	2 00
V.S.O.P.	12 00
V.S.O.P. pils, 2's	13 00
V.S.O.P. 1/2 pils, 48's	14 00
V.S.O.P. 1-3 bottles, 180's	20 00
V.S.O. quarts, 12's	10 00
V.S.O. 1-15 bottles, 180's	18 00
V.O. quarts, 12's	8 50
V.O. pils, 24's	9 50
V.O. 1-15 bottles, 180's	14 00
V.O. 1/2-pils, 48's	10 50
V.O. decanters, 12's	0 5
V.O. " pils, 20's	13 00
V.O. flasks, Imp. pils, with thumb r	9 75
V.O. " Reputed "	24 10 50
V.O. " no "	24's 9 50
Chas. Couturier.	
Quarts, 12's	7 00
1/2 bottles, 24's	8 00
3/4 " 48's	9 00
1-15 bottles, 180's	13 50
Flasks, 24's	8 00
3/4 Flasks, 48's	9 00
Flasks Imperial pint., Copale, 16's	8 00
F. Marion & Cie.	
Quarts, 12's	6 00
1/2 bottles, 24's	7 00
3/4 " 48's	8 00
Flasks, reputed 24's	7 00
Flasks, 1/2-pils, 48's	8 00
1-15 bottles, 180's	12 50
Flasks, Imp. pils with thumbers, 16's	8 00

Cognac In Wood.	
Ph. Richard.	
Gals. Oct's	Oct's Bils. Hlds.
Couturier	\$4 00 \$3 85 \$3 85 \$4 80
Marion	3 75 3 60 3 50 3 40
Ph Richard	
V.S.O.P.	5 50 5 35 5 25 5 00
Richard	
V.O. proof. 4 55	4 10 4 00 3 90 3 80
Richard 5 up.	
proof V. O.	4 00 3 80 3 70 3 50 3 40
Richard Fine	
champagne 6 00	5 90
Gin—Pollen & Zoon, in Cases.	
Red, 15's	\$10 00
Green, 12's	5 00
Pony, 12's	2 00
Gin Pollen & Zoon, in Wood.	
Gals. Oct's, Oct's, Bils. Hlds.	
Gin, P. & Z.	\$3 15 \$3 05 \$3 05 \$3 00 \$2 95
Mitchell Bros. Limited Scotch.	
1 case, 5 cases	
Heather Dew, ordinary qts.	\$ 7 00 \$ 6 75
Heather Dew, stone jars,	
Imperial, 12's	12 50 12 25
Heather Dew, oval flasks,	
quart, 12's	11 25 11 00
Special Reserve, oval, pts. 24's	11 75 11 50
12's, ordinary qts.	9 00 8 75
Special Reserve, 1/2 bottles,	
pils, 24's	10 00 9 75
Extra Special Liqueur, Hagon,	
12's	9 50 9 25
Extra Special Liqueur, ordi-	
nary bottles, 12's	9 50 9 25
Heather Dew, flasks, 48's	12 00 11 75
" " 1/2 flasks, 60's	9 00 8 75
Mullmore, Imperial oval quart	
flasks, 12's	10 00 9 75
Mullmore, flsks, Imperial	
pils, 24's	10 50 10 25
Mullmore, flasks, ordinary	
pils, 24's	7 75 7 50
Mullmore, 1/2 flasks, ordinary,	
48's	9 00 8 75
Mullmore, ordinary quarts, 12's	6 50 6 25
Mullmore ordinary pils 24's	7 50 7 25
Scotch Whisky in Wood.	
Gals. Oct's. Oct's. Bils.	
Special	9gals. 17gals. 40gals.
Reserve	\$4 50 \$4 25 \$4 15 \$3 80
Heather Dew	
"A"	4 00 3 85 5 3 45

RECKITT'S Blue and Black Lead (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

Extra Special Liqueur... Scotch...
Mitchell...
Blended...
Special...
London...
Pale Sweet...
Manzanilla...
Morosa...
Good Fruity...
Invalid...
Madere...
No...
Malaga...
Gooderham...
Hiram...
J. P. Wiser...
J. E. Seagr...
H. Cor...
Rye...
G...
Lye...
Pony...
Gin...
Gals...
Gin...
Mitchell...
Heather...
Imperial...
Tumbler...
Mugs...
Pint...
Quart...
E...
London...
1-lb. tin...
1-lb. tin...
1-lb. tin...
1-lb. jar...
1-lb. jar...
NI...
w.

Extra Special
Liquor 5 00 4 90 4 80 4 75
Whiskey in Cases.
Mitchell Bros., Limit d—Irish

10-oz. flasks, 48's 12 00
5-oz. flasks, 60's 9 00
Irish Whiskey in Wood.
Gal. 1/2-Oct. Oct. Bbl.
Mitchell, "Special" \$4 50 \$4 40 \$4 55 \$4 10
"Old" " " 4 00 3 90 3 75 3 65
" " " 3 50 3 40 3 30 3 25
" " " 3 00 2 80 2 70 2 75

Champagne Wine in Cases.
Duc de Pierland, quarts, 12's \$14 00
" " " " pints, 24's 12 50
Cardinal, quarts, 12's 13 50
" " " " pints, 24's 16 00
Vve. Amiot Carte d'Or, quarts, 12's 17 00
" " " " pints, 24's 17 00
" " " " d'Argent, quarts, 12's 8 50
" " " " pints, 24's 11 50

Blandy Bros Wine.
Blandy's Mad-ira Wine, in cases.
Very Superior, quarts, 12's 8 50
Special Selected, quarts, 12's 10 00
London Particular, quarts, 12's 13 00

Blandy's Malaga, in cases.
Pale Sweet Blue Label, quarts, 12's 7 50
" " " " White Label, quarts, 12's 10 00

Blandy's Sherry, in cases.
Manzanilla, quarts, 12's 8 50
Morosa, quarts, 12's 11 00

Blandy's Port Wine, in cases.
Good Fruity, quarts, 12's 7 50
Invalid Special, quarts, 12's 12 00

Blandy Bros. Wine in Wood.
Gal. Octave.
Madera, No. 1/2 \$3 50 \$3 00
" " No. 3/4 4 50 4 00
Malaga Pale Sweet 3 00 2 75

Canadian Whities. In barrels.
per gal.
Gooderham & Worts, 65 O.P. \$ 4 50
Hiram Walker & Sons 4 50
J. P. Wisner & Son 4 49
J. E. Seagram 4 49
H. Corby 4 49
Gooderham & Worts, 50 O.P. 4 10
Hiram Walker & Sons 4 10
J. P. Wisner & Son 4 09
J. E. Seagram 4 09
H. Corby 2 90
Bye, G. G. Ierham & Worts 2 90
Hiram Walker & Sons 2 90
J. P. Wisner & Son 2 19
J. E. Seagram 2 19
H. Corby 2 19
Imperial, Walker & Sons 2 90
Canadian Club, Walker & Sons 3 60

Less than one bbl. per gallon.
65 O. P. \$4 55
50 O. P. 4 15
Rye 2 25

LYE (CONCENTRATED).
GILLET'S PERFUMED.
Per case.
1 case of 4 doz \$3 60
3 cases 3 50
..... 3 40

MINCE MEAT.
Wether's Condensed, per gross net \$12 00
per case of doz. net. 3 00

MUSTARD.
COLMAN'S OR KEEEN'S.
D. S.F., 1/4 lb. tins, per doz. \$1 40
" " 1/2 lb. tins, " " " " 2 50
" " 1 lb. tins, " " " " 5 00
Durham 4 lb. jar, per jar 0 75
" " 1 lb. " " " " 0 25
" " 1/2 lb. tins, per doz. 0 85
" " 1/4 lb. tins, " " " " 1 45

HENRI JONAS & Co. Per gross
Pony size \$7 50
Imperial, medium 9 00
Imperial, large 12 00
Lumber's 12 00

Per gross
Wugs 13 20
Pint jars 18 00
Quart jars 4 00

E. D. MARCEAU, Montreal.
"Condor," 12-lb. boxes—
1/2-lb. tins per lb. 0 35
1-lb. tins " " 0 33
1-lb. tins " " 0 32 1/2
4-lb. jars per jar 1 20
1-lb. jars " " 0 35

"Old Crow," 12-lb. boxes—
1/2-lb. tins per lb. 0 25
1-lb. tins " " 0 23
1-lb. tins " " 0 22 1/2
4-lb. jars per jar 0 70
1-lb. jars " " 0 25

OLIVE OIL
per case
Barton & Guestier's quarts \$8 00
" " " " pints 9 00

ORANGE MARMALADE.
T. UPTON & CO.
1-lb. glass. 2 doz. case, per doz. \$1 00
7-lb. pails and 5 lb. tins 0 06
14 and 30-lb. pails 0 06

PICKLES.
STEPHENS'.
A. P. Tippet & Co., Agents.
Pa ent stoppers (pints) per doz. 2 30
Cork'd (pintes), 1 90

SODA.—COW BRAND.
Dwight's
Case of 1 lb. con- taining 60 pkg. per box, \$3.00
Case of 1/2 lb. (con- taining 120 pkgs. per box, \$3.00
Case of lbs. and 1/2 lbs. (containing 30 1 lbs. and 60 1/2 lb. packages) per box, \$3.00.
Case of 50. pkgs (containing 96 pkgs) per box, \$3.00.

EMPIRE BRAND.
Brunner, Mond & Co.
Case 120 1/2-lb. pkts. (60 lb.) per case \$2 70.
Case 96 10-oz. pkts. (60 lb.) per case \$2 81.

"MAGIC" BRAND. per case
No. 1, cases, 60 1-lb. packages 2 75
" " " 120 1/2-lb. packages 2 75
" " " 30 1-lb. packages 2 75
" " " 60 1/2-lb. packages 2 75

SOAP
A. P. TIPPET & CO., AGENTS
Maypole Soap, colors per gr., \$10.20, black per gr., \$15.30, white per gr., \$10.20.
Oriole Soap, per gross, \$10.20.

Gloriola Soap, per gross 12 00
Straw Hat Polish, per gross 10 20

STARCH.
EDWARDSBURG STARCH CO., LTD.
Laundry Starches—
No. 1 White or Blue, 4-lb carton 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 08
Silver Gloss, 6-lb. tin canisters 0 08
Edwards's Silver Gloss, 1-lb. pkg. 0 08
Kegs Silver Gloss, large crystal 0 07
Benson's Satin, 1-lb. cartons 0 08 1/2
No. 1 White, bbls. and kegs 0 05 3/4
Benson's Enamel, per box, \$1 50 to 3 00

Culinary Starch—
Benson & Co.'s Prep. Corn 0 07 1/4
Canada Pure Corn 0 05 3/4

Rice Starch—
Edwardsburg No. 1 white, 1-lb. car 0 10
Edwardsburg No. 1 White or Blue, 4-lb. lumps 0 08 1/2

BEES STARCH.
Cases, 64 pkgs. 48's \$5 00
4 Cases, 32 pkgs. 24's 2 50
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40 lbs. \$0 05 1/2
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. 0 06
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lbs. 0 06 1/2
4-lb. " " " " " " " " " " 0 06 1/2
Barrels, 200 lbs. 0 05 3/4
Kegs, 100 lbs. 0 05 3/4

Lily White Glass—
1-lb. fancy cartons cases 30 lbs. 0 08
6-lb. toy trunks, 8 in case 0 08
6-lb. enameled tin canisters, 8 in case 0 08
Kegs, ex. crystals, 100 lbs 0 67

Brantford Gloss—
1-lb. fancy boxes, cases 36 lbs. 0 08 1/2
Canadian Electric Starch—
Boxes of 40 fancy pkgs, per case 3 00
Celluloid Starch—
Boxes of 45 cartons, per case 3 10
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lbs. 0 05 1/4
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lbs. 0 07 1/4
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lbs. 0 07 1/4

STOVE POLISH.
ENAMELINE
LIQUID ENAMELINE

No. 4—3 dozen in case, per gross 4 80
6—3 dozen in case, 8 40

Per gross
Rising Sun 6-oz. cakes, 1/2 gross boxes 8 00
Rising Sun, 3-oz. cakes, gross boxes 5 50
Sun Paste 10c. size, 1/4 gross boxes 10 10
Sun Paste, 5c. size, 1/4 gross boxes 5 00

Per gross
No. 1, cases 50 lb. (50 1/2-lb. pkgs.) \$ 5 50
(25 1-lb. pkgs.) 2 50
No. 1, cases 50 lb. in 5-lb. tins 3 50
No. 2, cases 50 lb. (25 1-lb. pkgs.) 2 50
No. 2, cases 50 lb. in 5-lb. tins 1 90
No. 3, cases 50 lb. (25 1-lb. pkgs.) 2 25
No. 3, cases 50 lb. in 5-lb. tins 2 25
Green Ceylon, No. 1 (50 1/2-lb. pkgs.) 3 50
Green Ceylon, No. 1 (25 1-lb. pkgs.) 3 40
Green Ceylon, No. 2 (50 1/2-lb. pkgs.) 2 50
Green Ceylon, No. 2 (25 1-lb. pkgs.) 2 30

LIPTON'S TEA (in packages).
Price per lb
No. 1, cases 50 lb. (50 1/2-lb. pkgs.) \$ 5 50
(25 1-lb. pkgs.) 2 50
No. 1, cases 50 lb. in 5-lb. tins 3 50
No. 2, cases 50 lb. (25 1-lb. pkgs.) 2 50
No. 2, cases 50 lb. in 5-lb. tins 1 90
No. 3, cases 50 lb. (25 1-lb. pkgs.) 2 25
No. 3, cases 50 lb. in 5-lb. tins 2 25
Green Ceylon, No. 1 (50 1/2-lb. pkgs.) 3 50
Green Ceylon, No. 1 (25 1-lb. pkgs.) 3 40
Green Ceylon, No. 2 (50 1/2-lb. pkgs.) 2 50
Green Ceylon, No. 2 (25 1-lb. pkgs.) 2 30

TOBACCO
THE EMPIRE TOBACCO CO., LIMITED.
Smoking—Empire, 3's, 5's and 10's 0 39
Royal Oak, 2 x 3, 50 acc, 88 0 52
Something Good, 7's 0 45
Ch. wing—Boys, 5's and 10's 0 36
Currency, 13 1/2 oz. bars, spaced 9's 0 39
Currency, 6's and 10's 0 39
Old Fox, narrow 10's 0 39
Snowshoe, 1-lb. bars, spaced 6's 0 43
Pay Roll, 6's 0 44

VINEGARS.
E. D. MARCEAU, Montreal.
per gal
EMD, pure distilled, highest quality 0 30
Condor, pure distilled 0 25
Old Crow 0 20
Special prices to buyers of large quantities

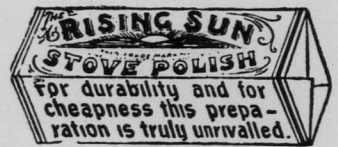
MICHEL LEFEBRE
Bull Dog, quadruple strength, registered 0 55
Lion "L" brand, registered 0 35
Imperial, triple strength, registered 0 33
Cote D'Or, extra super, registered 0 30
" " household vinegar, registered 0 28
Crystal Pickling, extra 0 28
" " ordinary 0 23
White Wine, XXX 0 25
" " XX 0 10
" " X 0 17
Cider, XXX 0 27
" " XX 0 22
" " X 0 17
Pure English Malt, triple strength 0 45
" " " double strength 0 35
" " " single strength 0 25
Distilled white malt vinegar 0 50

JOHN HOPE & CO., MONTREAL.
Sir Robert Burnett & Co.'s English
Malt Vinegar 0 10

WOODENWARE
UNITED FACTORIES, LIMITED.
Washboards, Leader Globe 1 50
" " Improve Globe 1 00
" " Standard Globe 1 80
" " Solid Back Globe 1 35
" " Jubilee (perforated) 1 15
" " Crown 1 35
Per doz
No. 1 2-hoop pails 1 55
" " " " " " " " " " 1 70
" " " " " " " " " " 8 50
" " " " " " " " " " 7 00
" " " " " " " " " " 6 00
" " " " " " " " " " 5 25

YEAST.
Royal yeast, 3 doz. 5c. pkgs. in case 4 00
Gillett's Cream yeast, 3 doz 1 00
Jersey Cream yeast cake, 3 doz 1 00
Victoria " " " 3 doz 1 00
" " " " 3 doz 1 80

By Appointment to
H.M. the KING
of the British Empire.
Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.
W. G. NIXEY, 12 Soho Square, LONDON, ENG.
Canadian Representative: MR. H. T. BAKER.



INDEX TO ADVERTISEMENTS.

A		F		Q	
	PAGE		PAGE		PAGE
Acme Can Co.	5	Fabien, C. P.	135	Payne, J. Bruce	7
Allan Seed Co., John H.	13	Fairbank & Co., N. K.	96	Paterson & Sons, R.	1
Allison Coupon Co.	4	Farmers' Co-Operative Packing Co.	97	Perkins, Ince & Co.	1
American Coffee Co.	133	Fearman & Co., F. W.	95	Perth Roller Mills	1
American Tobacco Co., The	119	Fowler's Canadian Co.	97	Pickford & Black	1
Anderson & Colman	138	Fraser, J. D.	12	Pizer, Thos.	12
Ash, H. J.	119	Frontenac Cereal Co.	7	Port Dover Evaporating Co.	13
Auer Light Co.	5, 12			Pritchard-Andrews Co., Limited	20
				Pure Gold Mfg. Co.	13
B		G		R	
Babbitt, B. T.	84	Gibb & Co., A.	133	Raimes & Co.	14
Baker, A. H.	13	Gillard & Co.	14, 23	Ransford R. & J.	1
Baker & Co., Walter	12	Gillard & Co., W. H.	154	Reckitt's Blue	10
Balfour & Co.	84	Gillett Co., Limited, E. W.	29	Roberts Advertising Agency, The	1
Barnard & Holland Co.	43	Gilmour & Co.	17	Robinson & Co., O. E.	2
Batty & Co.	2	Gilmour & Co.	45	Rochester Lamp Co.	1
Beaver Mfg. Co.	149	Gleaner Co.	17	Ronchetti, G. C.	13
Bee Starch Co.	105	Glenn & Son, Samuel	61	Rose & Laflamme	9, 10
Bell Telephone Co. of Canada	69	Globe Mfg. Co., The	20	Rowat & Co.	105
Belleville Canning Co.	22	Gowans, Kent & Co.	77	Rudkin, W. C.	13
Bennett, J. S.	12	Greig Mfg. Co.	57	Rutherford, Marshall & Co.	13
Berlin Brush Co.	11	Grimble & Co.	125	Ryan Co., The Wm	13
Blue Ribbon Tea Co.	99	Griffin & Culverwell	139		
Borden's Condensed Milk Co.	1	Grocers' Wholesale Co., Limited	116	S	
Bovril, Limited	97			St. Charles Condensing Co.	1
Rowser & Co., S. F.	133	H		St. Lawrence Starch Co.	11
Boyd, Thos.	139	H and H Soap	119	St. Lawrence Sugar Refining Co.	3
Bradshaw & Co., I. D.	160	Hamilton Cotton Co.	21	Salada Tea Co.	13
Bradstreet Company, The	135	Harris & Co., W.	119	Sandie & Hull	10, 13
Brantford Starch Co.	133	Hatton & Co., D.	141	Schepp Co., I.	14
Brener Bros.	73	Heron & Co., R.	79	Scott, Ashton & Co.	12
Brighton Canning Co.	10	Hill, Evans & Co.	3	Sells' Commercial Intelligence	1
Brunner, Mond & Co.	47	Horton-Cato Mfg. Co., The	41	Shirk & Snider	91
		Howe, McIntyre & Co.	134, 141	Silver Dust Mfg. Co.	31
C		Hudson, Hebert & Cie	146	Simister Co., The	138
Cameron & Gordon	119	Husband Bros. & Co.	127	Simpson Co., R. & J. H.	125
Campbell's Sons, R.	20	I		Smith & Carmichael	127
Canada Biscuit Co.	137	Imperial Canning Co.	135	Smyth & Co., J. F.	124
Canada Paper Co.	69	Imperial Maple Syrup Co.	91	Snowdon, Forbes & Co.	105, 115
Canadian Salt Co.	35	Imperial Vinegar & Pickling Co.	154	Standard Oyster Co.	135
Canada Preserving Co.	150	J		Steele, M. B.	116
Canada Sugar Refining Co.	24	James Co., F. T.	133	Stringer & Co., J. B.	111
Canadian Maple Syrup Co.	133	Japan Central Tea Traders' Association	3	Stuart & Co., Peter	91
Capstan Mfg. Co.	45	Jonas & Co., Henri	147, 150	Southwell & Co., J. F.	9
Card, M. P.	83	K		Sutcliffe & Bingham	57
Carr & Co.	61	Keen's Mustard	259	Sydenham Glass Co.	60
Carter-Crume Co.	111	Kinney & Co., Thos.	106		
Castle, F. J.	113	Klotz, E. W.	75	T	
Central Business College	135	L		Tarbox Bros.	21
Ceylon Tea Association	16	Lambe & Co., W. G. A.	159	Taylor & Co., John	61
Chaput, Fils & Cie, L.	128, 129	Laporte, Martin & Cie	121, 158	Taylor, Scott & Co.	6
Chase & Sanborn	109	Leamington Coffee Co.	43	Taylor & Pringle	138
Christie, Brown & Co.	131	Lea & Perrin	51	Thomson & Son, Walter	59
Clark, Wm.	Outside back cover	Linde British Refrigeration Co.	115	Thompson & Co., G. H.	135
Clatworthy & Co.	96	Little, Geo.	139	Tillson Co.	50
Clemes Bros.	119	Lucas, Steele & Bristol	55	Tippet & Co., A. P.	97
Coles Mfg. Co.	13	Lumsden Bros.	154	Todd & Sons, J. H.	95
Colman, J. & J.	5	Luxfer Prism Co., Limited	73	Todhunter, Mitchell & Co.	79
Computing Scale Co., The	109	Lytle & Co., T. A.	18	Toronto Pottery Co.	79
Confederation Life Association	4	M		Toronto Salt Works	110
Cook's Friend Baking Powder	137	MacKay, John	21	Truro Condensed Milk and Canning Co.	53
Copp, Clark Co., Limited	37	MacLaren Imperial Cheese Co.	106, 107	Tuckett Cigar Co., Limited	71
Cowan Co., The	135	McIntosh, Jas.	119	Turner & Co., Jas.	35
Cox's Gelatine	17	McIntosh & Son, P.	Inside front cover	Turpin & Sons	139
Cranston, J. K.	137	McLean Produce Co., J. A.	93	U	
Crooks & Co., Robert	113	McWilliam & Everist	127	Union Petroleum Co.	89
Crosse & Blackwell	14	Mack, Wm.	150	United Factories	153
Crothers, W. J.	41	Magor & Co., Frank	9, 61	V	
Cudahy Packing Co.	69	Magor & Co., John	17	Verrett, Stewart & Co.	150
Cumming Mfg. Co., P. R.	123	Major, S. J.	153	W	
		Martell Co., The	9	Walker Egg and Produce Co.	131
		Marceau, E. D.	100, 101	Walker & Son, Hugh	31
		Mathewson & Co., J. A.	39	Wallaceburg Sugar Co., Limited	93
		Milne Bros.	61	Warren Bros. & Co.	141
		Moore Co., J. D.	61	Watson Manfg. Co., Limited, John	22
		Moore & Sons, Wm	1, 8	Weese & Co.	133
		Morse Bros.	104	Wetley, J. H.	9, 114
		Morton Co.	153	Western Assurance Co.	12
		Mott & Co., John P.	12	White & Co.	127
		N		Whitley, Muir & Co.	139
		Nasmith Co., Limited, The	123	Whittemore Bros. & Co.	11
		Nerlich & Co.	57	Whyte Packing and Preserving Co.	31
		Nichol & Co., W. J.	69	Wiaron Beet Sugar Mfg. Co., Limited, The	111
		Nicholson, E.	119	Wilford Bros.	13
		Nickson, G. & J.	139	Willard & Co.	110
		Nixey, W. G.	161	Wills, Alex.	135
		Noble, Robert	150	Wilson & Son, C.	8
		North Star Refrigerator Co.	134	Wilson & Son, James	138
		O		Winn & Holland	47
		Oakey & Sons, John	69	Wood & Co., Thos.	81
		Oakville Basket Co.	7, 17	Woods & Co., Walter	17
		Ozo Co.	120	Wortman & Ward Mfg. Co., Limited, The	42
		P		Y	
		Palmerston Pork Packing Co.	95	Young Co., C. G.	133
		Park, Blackwell & Co.	4	Young & Smyllie	13

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is called to our **SPECIAL** lines of goods. Our long experience in this business enables us to at all times assure the trade of the very best goods obtainable in the market. Our prices (when quality is considered), are unapproachable for values.

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—A heavy part of our business, and constantly growing. Exceptional values in Baking Powder, Cream Tartar, Borax and Bi-Carb Soda, and all kinds of Spices, whole and ground.

TEAS

—Japan, Congou, Indian, Ceylon, Oolongs, Pingsuey, Gunpowder, China Green (wholesale only).

DRIED AND EVAPORATED FRUITS

Valencia Raisins, Seedless Raisins, Currants, Figs, etc. (wholesale only).

CORKS AND CAPSULES

Machine and hand cut, all sizes cut to order. Brewers' supplies.

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We also act as Commission Agents for Consignees. Correspondence Solicited.

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MONTREAL.

CLARK'S Canned MEATS



The Standard
MANUFACTURED By *of Excellence*
W. CLARK, MONTREAL