PAGES

MISSING

CHRISTIE'S BISCUITS

have stood the test of over half a century, and are acknowledged to be the standard of purity and excellence.

CHRISTIE, BROWN & CO'S WORKS, SITUATED AT TORONTO, CANADA.

A Few Specialties:

ZEPHYR CREAM SODAS,
RECEPTION WAFERS,
WATER ICE WAFERS,
IMPERIAL WAFERS,
ASSORTED SANDWICH,
HIGH TEA,
SOCIAL TEA,
MARIE.

PLUM PUDDINGS in 1 and 2-lb. tins with key attached.

Christie, Brown & Co., Limited

TORONTO, CANADA.

The "OZO" Limited

Our goods always satisfy and are **TRADE-WINNERS.**

Look down the line.

TEAS

We have been engaged in the buying and selling of teas long enough to acquire a thorough knowledge of this business. We make a specialty of studying **quality** and **prices.** It will be to your interest to wait for our representative, or write for samples and prices.

COFFEES

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.

VINEGARS

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.

PICKLES

"Delicious" goods are being manufactured at the factories of **Michel Lefebvre,** and we are their selling agents. Procurable from your wholesaler.

JAMS, JELLIES

We make a specialty of putting up the finest and purest Jams and Jellies, in every variety of flavor, in glass and pails. Write for prices.

Ask your Jobber for our brands, OR write us direct.

THE "OZO" CO., Limited,

MONTREAL.

Sole Selling Agents for
Michel Lefebvre Vinegar Works.

60 Solid Carloads

... of ...

Rowat's Pickles

Sold in Canada this Year !

SNOWDON, FORBES & CO., AGENTS,

449 ST. PAUL ST., MONTREAL, P. Q.

The demand for unsweetened milk is rapidly growing, and wherever consumers know that they can get condensed milk without sugar, they are using it instead of fresh milk and fresh cream in many instances.

Jersey Cream

is a superior article and has the biggest sale in Canada.

The Truro Condensed Milk & Canning Co, - Truro, N.S.

THE WORLD'S STANDARD

Whittemore's Polishes

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE"

The only black dressing for Ladies' and Children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Always put up in 6-oz. bottles (not in 4-oz. or less as is often the case). Its use saves time, labor and brushes,

Shines Without Brushing

Always ready to use.

Retail Price, 25c.

"ELITE" Combination

The only first-class article for Ladies' and Gents' "**Box Calf**," "**Vici Kid**" and all Black Shoes. The ONLY polish endorsed by the manufacturers of "Box Calf" Leather. Contains oil and positively nourishes and preserves leather, and makes it wear longer. Blacks and polishes.

Retail Price, 25c.

"OILYCREAM" Polish

For all kinds of black shoes. A polishing cloth and a cloth for applying the cream in every carton. Each tube contains enough for about 100 shines and the polish is so durable that one or two applications a week is sufficient. This cream is a perfect leather food and makes shoes wear longer.

Can carry it in your trunk, bag or pocket. Never leaks or spills. A complete shoe polishing outfit for 25c.

"SUPERB" Patent Leather Paste

For giving all kinds of patent or shiny leather shoes a quick, brilliant and waterproof lustre without injury to the leather. When you want the saddle and blinds of your harness, also your buggy dashers, to look as bright as when new, use our Patent Leather Paste, and remember that the polish is waterproof. **Retail Price, 10c.**

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, brown or yellow colored boots and shoes.

It will also clean and restore old russet reins, riding saddles, bicycle saddles, and all articles made from brown or russet leather to their original color and finish.

Retail Price, 25c.

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing.

The "Boston" being waterproof in rain or snow, it is largely used to KEEP THE FEET DRY, thus preventing colds and rheumatism. Men and boys who dislike to wear rubbers should use "Boston," as it sheds water like a rubber, and will not rub off and ruin their trousers. It is a favorite with all the first-class liverymen, as it will not rub off and soil the hands. Will make an old harness look like new. For carriage tops it is unequalled. Keep your rubber boots and shoes looking like new by the use of "Boston." Apply with sponge attached to cork.

Retail Price, 25c.

WHITTEMORE BROS. & CO., Sole Makers, BOSTON, MASS., U. S. A.

TROUBLE IN COLD WEATHER.

There is often considerable trouble and annoyance caused the merchant in cold weather when his Yellow Sugars freeze up in the barrels. The best way of saving this annoyance is to handle

ST. LAWRENCE YELLOWS.

They are free, well made, and, one season with another, are acknowledged by all merchants to be the best Yellows on the market.

The St. Lawrence Sugar Refining Co., Limited,

MONTREAL.

Pickles and Relishes

Of an Absolutely Unsurpassed Quality.

All the different goods bearing the **Sterling Brand** are alike in one respect: They are the highest grade. This has been so, steadily, for years, so that this brand means something more than a trademark. It means a guarantee of excellence.

The most fastidious customer has no terrors for the grocer who offers him "Sterling Brand" goods.

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.

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 Wine.

—Unfermented Phosphate Wines

—Cake and Icing Colorings.

CANADIAN MADE

They Equal the World's Best.

In the manufacture of these goods care is taken that not a single bottle or quantity will leave our factory that is not absolutely up to the high standard that we maintain.

The T. A. LYTLE COMPANY, Limited

MANUFACTURERS OF
HIGH-GRADE PICKLES AND RELISHES

124-128 Richmond Street, West, TORONTO.

Our Leaders are the most saleable goods in their line. Note them:

Pollen & Zoon—**Holland Gin** (in fancy white glass decanters, at very attractive prices).
This is a splendid article for a cold.

Mitchell Bros., Ltd.—(**The most popular Scotch Whiskies**).
Extra Special Liqueur, Red Seal—the very finest on sale.
Special Reserve—fine old Scotch.
Mullmore Scotch—the best value at remarkably low price.
(All of these brands in different styles of bottles and flasks.)

Ph. Richard—**Cognac**—following grades:
Fleur de Cognac—V.S.O.P.—V.S.O. and V.O.
3-Star White Brandy—very best flavored.

Chas. Couturier—**Cognac**—a popular-price line and excellent value.

F. Marion & Cie.—**Cognac**—a good, cheap Brandy in different styles and sizes of bottles and flasks.

Liqueurs—
POLLEN & ZOON—(very choice; once tried, always used).
We have: Kummel, Persico, Vanilla Cream, Anisette, Vanilla, Creme de Menthe, Parfait d' Amour.

Blandy Bros. & Co.—The largest wine house in Madeira.
LONDON PARTICULAR—(the most popular Madeira on the market).
SPECIALLY SELECTED.
VERY SUPERIOR.
(The above in bottles and casks.)
MALAGA WINE—Dry and Sweet.
SHERRY—Amoroso.
" —Manzanilla.
VERY OLD PORT—Invalids' Special (a fine tonic).

TEAS—We are **Sole Agents** for **Lipton's Teas.**

NOTE—These teas are now put up in fancy tins, doubly sealed, specially packed for Canadian trade. Write for particulars.

SPECIAL OFFER!

Until December 1st, we will, with every **10-case order,** assorted, of our leaders noted in this ad., give **FREE**

One Electric Hand Lamp, "Ever Ready,"

VALUE, $5.00.

The most practical, useful and handiest electric lamp on the market. Every merchant should have one.

LAPORTE, MARTIN & CIE.

Wholesale Grocers, Wine and Spirit Merchants,

MONTREAL, P.Q.

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. Hoppe, Schiedam, Distiller of the celebrated "Night Cap" Gin. The best ever handled by hotelkeepers All size packages.

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 wine 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.

James L. Kinman & Co., Limited, Glasgow, "Big Ben," finest blend of Scotch Whisky,

Whiskies. Purveyors to the Royal Navy. One of the most reliable and oldest houses. Established in 1819.

James L. Kinman & Co., Limited, Glasgow, "Big Ben," finest blend of Scotch Whisky, as supplied to the House of Commons.

Dandicolle & Gaudin, Limited, Bordeaux, and London, Eng., Packers and shippers of high-class table delicacies: Mushrooms, Peas, Haricots, Asparagus, Artichokes, Pates de foie gras, in tins and glass, Cherries, Vinegar, Wines and Liquors.

Greenbank Works, The United Alkali Co., Limited, St. Helen's, Eng., Manufacturers of the well-known "Greenbank" and "Red Heart" Lye, Caustic Potash, and Chloride of Lime, best disinfectant.

The Williams Bros. Co., Detroit, U.S.A., Packers of Fine Pickles, Jams, Catsup, Sauce, Preserves, Mustard and "Waldorf" Baked Beans in Tomato Sauce.

Brusson jeune, Villemure, Haute-Garonne, France, Manufacturer of the finest and best French Alimentary Pastes, made with best hard wheat "Taganrog." Daily capacity, 44,000 lbs.

"Ubero" Famous Coffees, roasted and ground, loose and 1-lb. and 5-lb. pkgs. and pound tins.

Sole proprietors of the celebrated, well-known brands, "Beaver," "Owl Chop" Japan Teas. Ceylon Teas, Packages. Distributors of the "Bee" Brand Black Teas.

We strongly recommend you all these Brands, which are superior to many others, although prices are less. Our stock is large and well assorted. Our prices are the lowest. We are Sellers.

WE HAVE THE LARGEST AND BEST ASSORTED STOCK OF GROCERIES IN CANADA.

L. CHAPUT, FILS & CIE,

Wholesale Grocers.
Importers Teas, Wines and Liquors.

= **Montreal**

THE CROWN MANU

TORONTO,

MANUFACTURERS OF

Ketchups, Sauces

and other condiments.

Flavoring Extracts

of highest possible concentration.

Unfermented Wines

concentrated and normal.

Table Jellies

in powdered form, etc.

CORRESPONDENCE SOLICITED.

THE CROWN MANU

TORONTO,

FACTURING CO., Limited.

CANADA.

All prepared primarily with a view to absolute integrity of quality, secondly, with a view to special adaptability for export and transportation to far distant points. All export goods carefully prepared as to keeping attributes in (or for) the country in which they are intended to be consumed.

Exhibit of The Crown Manufacturing Co. at the Dominion Exhibition.

British and Colonial references furnished if desired.

FACTURING CO., Limited.

CANADA.

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," "Empire" and "Red Tape." Also "Diamond Crystal" Salt, in bulk, bags and shakers, Dold's Soups, "Shinon," "Bargain" and "Cakewalk" Molasses, Etc.

Try our "Buttercup" Vinegar.

Have full lines of Holiday Goods—Figs, Prunes, Peels, Pastry, Spice, Herbs, Roquefort Cheese, Preserved Ginger, Dates, Etc.

LUCAS, STEELE & BRISTOL

Hamilton, Ont.

Correspondence Solicited.

Maple Syrup and Sugar

PUT UP BY

THE BROME COUNTY MAPLE PRODUCT CO.

SUTTON, - QUEBEC,

is guaranteed to contain nothing but pure syrup and sugar, no artificial coloring or flavoring. Made in the bush. Satisfaction or your money back. In barrels, half-barrels, 5-gallon cans and smaller tins. Write for prices.

— WHOLESALE AGENTS —

J. A. Mathewson & Co., - - Montreal, Que.
Smith & Carmichael, - - - Toronto, Ont.
Provost & Allard, - - - Ottawa, Ont.
Fenwick, Hendry & Co., - - Kingston, Ont.
Brome County Maple Product Co., Sutton, Que., Can.

HASZARD'S "BRAHMIN" TEA

takes no second place to any **25c.**

Pure Indian Tea sold in Canada.
It is now well-known and widely used in

MONTREAL,	QUEBEC,
TORONTO,	ST. JOHN, N.B.,
OTTAWA,	MONCTON, N.B.,
WINNIPEG,	HALIFAX, N.S.,
WINDSOR, N.S.,	TRURO, N.S.

besides many other towns and cities in Canada and the United States.

A trial convinces.
Free Samples on application.

Horace Haszard

Agent for Canada and United States,
CHARLOTTETOWN, P.E.I.

When you want Salt
For any purpose
Write
Verret, Stewart & Co.
Montreal.

Christmas Candy.

Our representatives are now on their rounds with samples for the Christmas trade. Don't leave your order till the last moment. Let us have it now and it will be filled just when you want it.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application **Trade Orders Solicited**

SELLING AGENTS

City Dairy Co., Limited, Toronto **E. L. Clarke, Montreal** **D. Rattray & Son, Quebec**
Jos. E. Huxley, Winnipeg **The Baker, Leeson Co., Vancouver**

Goodwillie's Sun-Kissed Fruits.

Packed in **Glass Jars** only, retaining all the **FRESHNESS** and **FLAVOR** of the Fruits.

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

The Season is on
for
all the good things

TO EAT,

in which Peel is used.

Batger's Machine Cut Mixed

Peel in ½-lb. and 1-lb. drums is sure to be required. Are you ready for the demand ?

ROSE & LAFLAMME,
Agents,
MONTREAL.

S. H. & A. S. EWING

COFFEES SPICES

Established 1845

Quality, Merit and **Uniformity** are the watchwords on which our reputation is built and maintained. If you want **High-grade Coffees** and **Spices,** you cannot get better than **"S. H. & A. S. Ewing's."** Goods you can sell and recommend with the assurance that they are the best that study, skill and an experience dating over half a century, can produce. **See** that you get **S. H. & A. S. Ewing's** genuine goods, manufactured by the old reliable firm, not inferior imitations.

S. H. & A. S. EWING'S
DELICIOUS

MOCHA AND JAVA COFFEE

1 and 2-lb. Tins.

Cup Quality is the distinguishing feature of our **Coffees,** that is why the delicious aromatic flavor of **S. H. & A. S Ewing's Mocha** and **Java** in 1 and 2-lb. tins proves such an excellent seller to people who recognize and appreciate good Coffee. If you are not handling it place an order for a case or so, NOW.

"VIENNA BAKING POWDER"

C. M. Putney

Trade Mark.

"Vienna" stands out pre-eminent in these days of many inferior and some good baking powders, as a Uniformly Good and thoroughly Reliable powder.

S. H. & A. S. EWING

The Montreal Coffee and Spice Steam Mills,

55 Cote Street, MONTREAL.

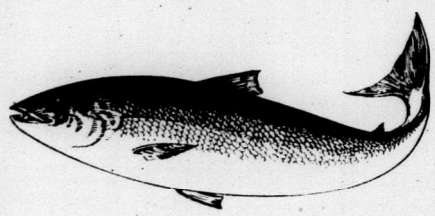
WHOLESALERS ARE NOW OFFERING
FOR FORWARD DELIVERY

New Pack
"Horse Shoe" Salmon.

For quarter century "Horse Shoe" Brand Salmon has led the Canadian market.

All leading grocers throughout the Dominion sell it.

SOCKEYE **SALMON**



"Sovereign" and "Lynx"
Brands
ARE THE CHOICEST IN THE MARKET.
EVERY TIN GUARANTEED.
TO BE HAD OF ALL GROCERS.

Crosse & Blackwell, Limited

PICKLES, SAUCES, JAMS AND PRESERVED PROVISIONS

SPECIAL WHOLESALE AGENTS
LEA & PERRINS SAUCE

At Manufacturers' Prices and Discounts

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

—OFFICES IN CANADA—

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. 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

AFLOAT - ON RAIL - LANDING

New Crop Dried Fruits.

500 Half Cases.....	Fine Filiatra Uncleaned Currants.
1,500 Half Cases.....	Greek Cleaned "Olympus" Brand Bulk Currants.
1,000 Half Cases.....	Greek Cleaned "Olympus" Brand Carton Currants.
1,000 Half Cases.....	American Cleaned Amalia Currants, "Wedding Cake" Brand, bulk and cartons.
10,000 Boxes.....	Valencia Raisins, Fine Off Stalk, Selected, Layers.
2,500 Boxes, 50 lbs....	Malaga "Three Crown" Loose Muscatel Raisins.
2,000 Boxes, 22 lbs....	Malaga Table Raisins, Assorted Grades.
1.500 ¼ Boxes, 5½ lbs.,	Malaga Table Raisins, Assorted Grades.
2 000 Boxes.....	Cleaned Sultana Raisins, Bulk and Cartons.
8,000 Boxes, 25 lbs. and 50 lbs....	'Pheasant" Brand Oregon Prunes, Assorted Sizes.
1,000 Boxes, 25 lbs....	Malaga Choice Seeded Raisins, 16-oz. Cartons.
500 Boxes.....	California Seeded Raisins, "Gazelle" Brand, 36/16-oz. Cartons.
870 Boxes.....	California Seeded Raisins, "Carnation Pink" Brand, 45/12-oz. Cartons.
1,100 Boxes, 25 lbs....	"White Ribbon" Brand California Evaporated Choice Fruits, Apricots, Peaches, Pears, Silver Prunes.
500 Boxes.....	Hallowi Dates.
75 Cases, 224 lbs....	English Candied Peels, "Cyclone" Brand, 7-lb. boxes.
100 Cases.....	Smyrna Eleme Table Figs, Assorted Grades.
250 Bags.....	Tarragona Almonds.
100 Bales.....	Sicily Filberts.
110 Bales.....	Pure Mayette Grenoble Walnuts, for Xmas trade.
200 Cases, 55 lbs....	Extra Bordeaux Shelled Walnuts, for Xmas trade.
900 Boxes, 28 lbs....	Valencia Shelled Almonds.

HUDON, HEBERT & CIE.

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

The most liberally managed firm in Canada.

YEAST.

You can experiment with most anything in the grocery line, but not with **Yeast Cakes,** especially those which are the production of Experimenters. **YOU** cannot want any better Yeast than we manufacture, for your customers **don't,** and no better can be made than our **2** celebrated brands, ROYAL YEAST and CREAM YEAST.

You cannot expect the inferior goods (so-called Yeasts which are only cheap imitations of our well-known goods) to yield you a better profit, for, considering the extra trouble you will have and the dissatisfaction to your customers, it will surely be a losing transaction for you.
Why do any experimenting ?

Such Yeast as these would-be competitors have been offering the trade in Canada during the past 10 to 12 years cannot in any way compare with our goods. In fact, Yeast made **20** years ago by us was better than they are producing to-day. We have made big strides in advance in the Yeast business.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

THE

WATERLOO BROOM and BRUSH CO.

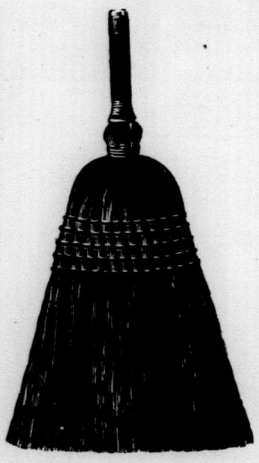
LIMITED.

Waterloo, Ont.

Formerly known as **The Berlin Brush Co.**

MANUFACTURERS OF

Fine Whisks, Brooms AND Brushes

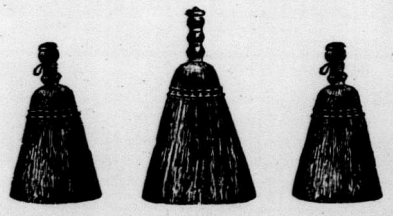


OWING to our greatly increased business of late we have found it necessary to go into much more commodious quarters, and have erected a new building with over 10,000 square feet of floor space, and are now in a position to handle your orders with speed and accuracy.

We want your trade and if your name is not on our travellers' 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.



GREIG'S "WHITE SWAN"

FLAKED WHEAT
RICE
BARLEY
PEAS

GRAHAM FLOUR
WHOLE WHEAT FLOUR
GLUTEN FLOUR
SELF-RISING BUCKWHEAT FLOUR
ROLLED OATS

IN PACKAGES OR BULK

One sale of our **"WHITE SWAN"** specialties invariably means more.

For concentrated excellence these goods are not surpassed anywhere. They each and all represent the

TOP NOTCH—The acme of perfection.

Here are a few lines of seasonable interest :

GREIG'S "WHITE SWAN" BAKING POWDER.

FLAVORING EXTRACTS—45 flavors.

COFFEES.

SPICES—in packages, tins, boxes, pails or barrels.

GROCERS' SPECIALTIES.

ALL PURE AND GOOD.

THE **ROBERT GREIG CO.** LIMITED

Our complete catalogue cheerfully sent for the asking.

TORONTO.

WANT THE BEST?

A POST CARD WILL BRING IT, OR PHONE US, MAIN 789, AT OUR EXPENSE.

GOLDEN EAGLE COFFEE

THE HIGHEST GRADE OF COFFEE OBTAINABLE.

MANHATTAN COFFEE

NEW YORK STANDARD OF EXCELLENCE.

GOLDEN EAGLE, 28c.
MANHATTAN, 26c.
Packed in 25 and 50 lb.
LITHOGRAPHED TINS FREE.

BRANCH OFFICES:
LONDON, ENG.
NEW YORK, U.S.A.

AMERICAN COFFEE & SPICE CO.

109 Front St. East,
TORONTO.

Silver Dust

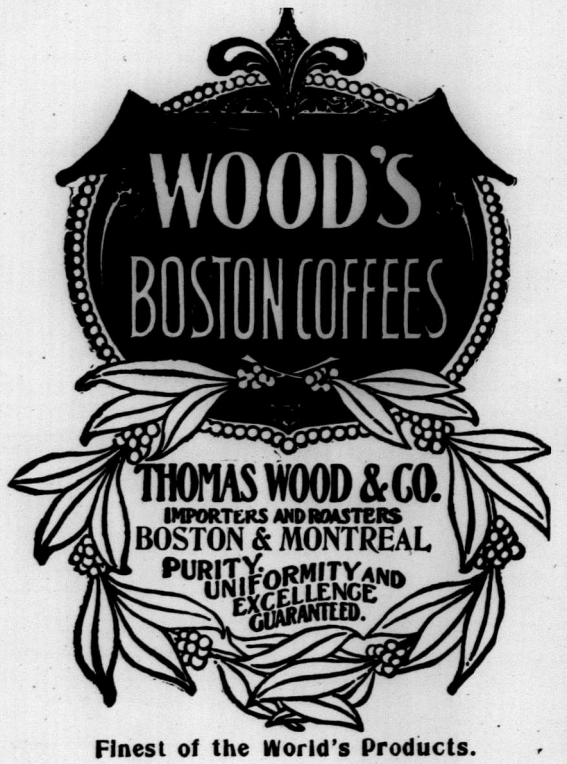
SOAP POWDER

In 5c. 10c. 25c. packages

Gives most profit to the dealer, quantity and satisfaction to the consumer.

CLEANS ANYTHING AND EVERYTHING

SILVER DUST MFG. CO.
HAMILTON, ONT.



Finest of the World's Products.

Long acquaintance in producing countries; extreme care in selections; most approved methods of preparation; these are some of the reasons why

Wood's Coffees

have shown such a generous gain in the affections of the people.

Credit belongs, too, to the discriminating dealers who recognize the superior worth in these coffees and have given them a hearty push. Their growing coffee profits tell the story.

THOMAS WOOD & CO.,

Importers and Roasters of Coffees, - - - 428 St. Paul St., MONTREAL.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

CANADA is termed a country of magnificent distances. No one can realize what this means until he has made the journey over that part of the country lying west of the Great Lakes, and even then he cannot comprehend all that is included within these magnificent distances. That, at any rate, is the confession I have to make after a journey of 6,500 miles across prairies, mountains, lakes, bays and gulfs with the members of the Canadian Manufacturers' Association in their recent transcontinental tour.

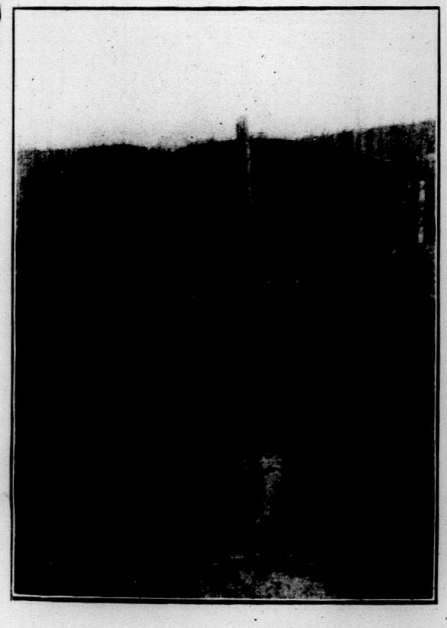
Our Train on the Prairie.

Great indeed as the distance was that we travelled during the 23½ days of our itinerary, that part of the country which we saw was relatively smaller than the thin black line on the map which denotes the course of the transcontinental railway. But even the relatively small part of the Great West through which we passed is at least beyond my ability to comprehend and hence to adequately describe. What the eye sees for the first time in making the journey from the head of the Great Lakes to the shores of the Pacific simply staggers one. To merely record impressions is the best one can do. To gain anything like a conception, one must go over the ground himself and then, like a hungry man whose appetite has not been satisfied at a feast, he yearns for more. In other words, he desires to repeat the journey. This is my experience, and I know I am not alone in this respect. The accompanying table shows our itinerary.

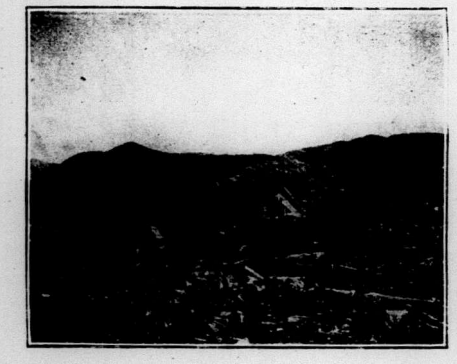
Itinerary of the Manufacturers.

Going Trip	Miles.
Toronto to North Bay	227
North Bay to Winnipeg	1,060
Winnipeg to Portage la Prairie	56
Portage la Prairie to Brandon	77
Brandon to Calgary	707
Calgary to Edmonton	192
Edmonton to Calgary	192
Calgary to Banff	82
Banff to Field	51
Field to Glacier	86
Glacier to Revelstoke	44
Revelstoke to North Bend	250
North Bend to Vancouver	129
Vancouver to Victoria	84
Total	3,237

Returning Trip	Miles.
Victoria to Vancouver	84
Vancouver to North Bend	129
North Bend to Revelstoke	250
Revelstoke to Arrowhead	23
Arrowhead to Nakusp	35
Nakusp to West Robson	89
West Robson to Rossland	32
Rossland to Castlegar Jct	30
Castlegar Jct. to Nelson	27
Nelson to Kootenay Landing	55
Kootenay Landing to Fernie	147
Fernie to Dunmore Jct	247
Dunmore Jct. to Regina	298
Regina to Brandon	224
Brandon to Souris	24
Souris to Deloraine	54
Deloraine to Morris	160
Morris to Winnipeg	42
Winnipeg to Fort Francis	207
Fort Francis to Port Arthur	232
Port Arthur to Toronto	856
Total	3,245



"The Great Divide," the Boundary Line between N.W.T. and B.C., and the Little Stream, part of which flows toward the Pacific and part towards the Atlantic.



Excursionists Viewing the Ruins at Frank.

Two things very much impressed me. The one was the work of nature; the was exemplified in the vastness and agricultural possibilities of the rolling prair- other was the work of man. The former ies, the majesty and glory of the mountains, the beauty of the valleys, and the greatness of the latent industrial power of the lakes and rivers and streams in Manitoba and British Columbia. The work of

Wild Geese, not caught by Messrs. Floyd Harris and Henry Wright.

man was exemplified in the Canadian Pacific Railway, and in this connection I have a confession to make. Like many others I have drifted into the ranks of those who were of the opinion that the Canadian Pacific Railway had been too generously treated by the Government of the country when it undertook the construction and operation of the transcontinental road. But the Canada of to-day is not the Canada of twenty years ago. Then our faith in the possibilities of the country was but as a grain of mustard seed with that which, based upon the material development of the last few years, exists to-day. It needed, therefore, a great deal more bravery, and consequently a great deal more material en-

At Field—Excursionists Crowding on the Cow-catcher.

couragement, to undertake the construction of a railway through to the Pacific coast, than it does to-day. Bearing this

in mind, one must necessarily modify his opinions and acknowledge that the task of the builders of the Canadian Pacific Rail-

At North Bend—Three of our Party.

way was so great and demanding such faith in the possibilities of the country that the freight and passenger rates become less immoderate and the delays in the transportation more excusable. This may not be the popular view; but it is the right view. There are hundreds of miles through which the railway runs from which practically not a cent of revenue can be earned. This will not always be so; but at present we cannot get away from the fact that it is so. And then there are the mountains that the trains climb and the intricate valleys that have to be traversed. No pen can ever describe them or brush paint them. The best of efforts are but poor attempts. Looking from the car window down into swift flowing rivers and gaping canyons, awful in their beauty, or craning the neck to rest the eye on the glory of the snow-capped mountains, as we curve in and out through intricate valleys which appear to be without possible exit, one is awe struck and bewildered at the magnificence and majesty of all he sees, and wonders what manner of men those were who had the faith and courage to build a railway where physical difficulties so abounded.

* * *

I can scarcely conceive of anything that

A Snap Shot at McLeod—Seven Jolly Excursionists.

would be more conducive to national self-reliance and national sentiment than such a trip across the continent as that enjoyed by the members of The Canadian Manufacturers' Association. The avowed object of the excursion was educational. In other words the paramount object was to learn more about the Great West. As fully 80 per cent. of the excursionists had never made the journey before, it is quite evident that they had a great deal to learn. And they have learned a great deal. But like the man who has acquired knowledge, they have discovered that, as far as the Canadian Great West is concerned they have a great deal more to learn. Although they travelled nearly 7,000 miles, and under the most favorable circumstances, being accommodated with a special train and accorded exceptional privileges for visiting different points of interest, they now realize that the great extent of the territory which they saw is but a very small part of the whole. It is this that tends to develop our national sentiment.

Secretary Bell and his Baby, supported by Mr. D. Waterous.

Burke says that "education is the chief defence of nations." A journey across the Dominion from ocean to ocean is certainly an education that will strengthen the national sentiment of whoever makes it. For years my faith in the future of the Dominion of Canada has been strong. But the faith I had before my recent trans-continental journey and that which I now possess are of two different types. The one was born of what I had heard, the other of what I have seen as well as heard. One sometimes hears citizens of the United States refer to their own country as "God's Country." After travelling across our own Great West one concludes that "God's Country" is to be found within the borders of the Dominion. In the eastern part of the Dominion nature has set apart a land rich in agriculture and vast in manufacturing possibilities. From Winnipeg to

A Snap Shot from Garland's Store at Portage la Prairie.

the Rockies, a distance of about a thousand miles, and from the boundary line to the south for a thousand or more miles to the north, is an area whose possibilities for the production of cereals and the raising of cattle are equalled by no country in the world. Stretching through the Rockies for 500 miles is a land whose richness is by no means confined to the unsurpassed beauty of the mountains or the minerals buried within them. Between the mountain ranges are fertile valleys, in many of which apples, pears, plums and other small fruits of excellent quality are produced, and roots, oats and corn of giant proportions grown, to say nothing of the excellent cattle that browse in the valleys and on the hillsides. The rivers that rush pell mell between the mountains and flow swiftly along valleys and at the bottom of deep canyons contain in themselves resources for the development of industrial power not equalled by any other province in the Dominion. This may be scarcely credited by some, but it is a fact that impressed itself upon me as we sped alongside or crossed and recrossed such magnificent and swift-flowing rivers as the Columbia, the Beaver, the Fraser,

A Snap Shot at President Drummond and Party on the Breezy Prairie

the Thompson, the Kootenay and the Bow.

(To be Continued).

CANADA'S NECESSITIES IN TRADE AFFAIRS

BY MR. J. D. ALLAN.

THE primary duty of all governments is to further the interests of the trade and commerce they control. This is only possible to any extent where countries have a department of commerce that is more than a bureau for the registration of statistics, one that must be in touch with the necessities of purchasing countries, and able to direct to possible markets producers who are desirous of opening up new avenues for the disposal of their wares. Its head should be one trained in commerce, with a thorough knowledge of the trend of the trade of the world and the adaptability of the productions of the country to the foreign markets.

KEENNESS OF COMPETITION.

Never in the history of commerce has competition been so keen, never before have manufacturers given such keen attention to the cost of production, seeking out every new device that science has discovered, or genius invented, that will assist in lowering the cost of the finished product and making it adaptable to the needs of some (to them) unknown part of the consuming world.

COMMERCE AND WARFARE.

It has been said the wars of the future are to be commercial. If the true meaning of this be, because of the keenness of competition between countries for trade, how important it is that philosophers, however gifted, or politicians, however sympathetic, be not allowed to control the business destinies of our country, but that the one department, so vital to the increase of our trade and the development of our resources, shall have as its head a man of business experience and business ideas, able to direct the business interests of the country; in short, a man of wide experience and genuine enthusiasm in commercial affairs.

THE DEPARTMENT OF TRADE AND COMMERCE.

What Britain needs to-day more than anything else is a Minister of Commerce, and what Canada needs is the realization that her Department of Trade and Commerce, to be of any material aid to the country, requires complete reorganization. Business methods change, but not so with the necessities of changing to meet them is apparently the view of this department in the Canadian Government. Has any commercial interest ever discovered of what value it has been or what aid it has rendered in the extension of the country's commerce? Has any serious effort been made to follow any suggestions in the reports of any of the commissioners sent to various countries at different times? Under both political parties the result has been the same, and business interests have suffered in consequence.

WAKE UP, CANADIANS.

It cannot be denied Canada has increased her volume of trade since 1896, and no one can but rejoice at this, but we must not forget that certain exceptional circumstances have contributed to this result, and the commerce of the world increased 2½ times in 30 years. And is it not a weakness of some of our people to be continually exhibiting the comparative positions of our trade in former years with that of to-day as evidence of our increasing cleverness? Instead of looking for the commodities which should be profitably disposed of in other markets, that are now being wasted at home, we are boasting of the success we have met with in a few special lines in agricultural produce, in some of which, owing to increased competition and (I regret to say) the questionable quality exported, we have probably reached our limit. Notably this is the case with our butter, of which we supply Britain with 5 per cent. of her consumption, while Siberia, which has only been engaged in dairying for 10 years, already supplies her with 25 per cent. of her wants.

THE DEAD MEAT TRADE.

In the dead meat trade of Britain, so large and profitable to Australia, New Zealand, the Argentine Republic and Russia, Canada has no share because of the want of proper facilities for slaughtering the animals and utilizing the by-products, which means the absolute waste of 35 per cent. of the value of the animal. Surely this is a matter for the Minister of Agriculture of Ontario to investigate and propose a remedy in the interests of this province, and a potent means for the Premier to adopt in his oft-expressed intention to "Build up Ontario."

OUR FOREIGN FRUIT TRADE.

In the abundance of fruit we have and the little we realize from it compared to what might be profitably made from it, Germany could teach us valuable lessons in her volume of trade in fruit pulp, 3,000,000 pounds of which is annually made from fruit entirely wasted here.

THE UTILIZATION OF WASTE PRODUCTS.

We are making large expenditures for immigrants we desire to attract, and with this no one will find fault if judiciously expended, but the expenditure of money in the investigation of anything likely to be valuable to those already here does not receive the same attention. As an instance, in this country, where dairying is so important an interest, enormous quantities of skimmed milk are utilized only for feeding calves or pigs. In Sweden the skim milk is made into a powder by the "Ekenberg" process, so called after the inventor, the value of which last year represented a total of $10,720,000, or more than the value of their annual export of butter, which is slightly under $10,000,000. The nutritive value of 2 lbs. of milk powder is equal to that of 2 lbs. of boneless meat, or about three times as great as the white of an egg. With the value of the skim milk placed at 3c. per gallon it is said the powder can be sold at 8½c. per lb.; 2 1-5 lbs. of milk powder dissolved in water will produce 22 lbs. of milk. Milk powder, it is said, is suitable for any culinary purpose. These statistics I received in Stockholm, and have every reason to believe them reliable.

EGG EXPORTING METHODS.

In the export of eggs we still follow methods far less profitable than some other countries, notably Russia, and as a consequence net returns are much less satisfactory. One could continue instances in which our claim to business shrewdness is not sustained, and loss accrues to our producers because some special knowledge is lacking in departments of Government that should be in touch with them. There is a commercial value, the total of which would surprise our people, in what is now absolutely wasted in every line of our agricultural and kindred interests for want of some needed direction.

PROGRESS OF THE WEST.

The Minister of Customs, in his speech at the Convention Banquet of the Manufacturers' Association in September, stated that agricultural implements made in Canada are to be found in twenty-five different countries of the world. This is a most encouraging announcement, but it is feared there has been no such distribution of any other manufactured product. In the settlement of our great West our chief anxiety seems to be to get in immigrants, and forgetting that production and distribution must go hand in hand, we are not paying sufficient attention to the securing of markets for the increased output resulting.

ORIENTAL TRADE.

In the discussion of our railway projects we only refer to the possibility of an east-

bound traffic. Do we forget our position as a midway station in the route of the world's commerce? Have we ever considered the possibility of oriental trade where undoubtedly exist the greatest undeveloped opportunities for trade? We already have steam communication with Japan and China, but the development of trade has not been vigorously pushed. Think of the position, directly facing us across the Pacific from Singapore and Bangkok to Vladivostok. There is a coast line of 4,000 miles and a population of over five hundred millions to be supplied. The character of their requirements, it may be urged, is below that of any other people, but is it not a fact that they are slowly adopting western ideas? In the articles of food, where ten years ago not a pound of flour was imported into China, last year from the Pacific coast ports of the United States, about ten million dollars was the value of this commodity sent there. And as an evidence of the growth of the United States trade with China, in 1880 the value of their exports to China was $1,101,383, and in 1902 they had grown to $24,722,906.

VALUE OF CHINA'S TRADE.

The foreign trade of China now amounts to less than $1.00 per head. With the opening up of the interior, and improvement of conditions, this will soon increase to $5.00, which, with a population of four hundred millions, will represent $2,000,000,000.

POSSIBILITIES OF TRADE WITH JAPAN.

In 1870 Japan was an unknown factor in trade. To-day she has a foreign trade of $6.00 per head, or $360,000,000. Korea has a foreign trade of $20,000,000; Siam of $40,000,000. The foreign trade of the United States Pacific coast in 1892 was $92,566,000, and in 1902, $142,958,000.

AN INTERESTING FIELD FOR TRADE.

We have a feeling of pride in contemplating the increased foreign trade of Canada, but is it not a fact that an infinitesimally small amount of this can be credited to China? And yet China presents to-day the most important and most interesting field for trade, not yet extensively exploited. And being directly opposite our Pacific Coast, China affords a wonderful commercial opportunity, worthy of our best efforts.

In conversing with a Chinese merchant at Nijni Novgorod, I learned that when the Yangtse river was first opened, two steamers were sufficient for the trade. That is only twenty-five years ago. To-day a finer and larger class of steamers than now navigate the Mississippi is necessary to carry the freight, which in value amounts to seventy-five million dollars annually. China has at present about five hundred miles of railway. What will be the effect on commerce when railways penetrate every portion of the interior?

WHAT RUSSIA IS DOING.

An instance of the expected value of Chinese trade on the part of Russia is shown in her remitting the duty on all tea imported over the Trans-Siberian Railway; in the establishment at Vladivostok of a college at an annual cost of $55,000, with fifteen teachers, and attended by about eighty students; of another at Moscow, at an expense of $30,000, with nine teachers and seventy students, in which the languages and customs of the Chinese and Eastern Asiatic peoples are tanght. The German Government also has a similar institution at Berlin for the same purpose, showing what a keen eye to the future these nations possess, and yet I venture to say, if any one were to apply to any government department in Canada for definite information on subjects relating to possible Asiatic commerce, it could not be supplied.

CHINA IS AWAKENING.

That China is awaking to the necessity of letting the world know of her resources is proven by her having for the first time in her history appropriated from the Imperial Treasury $300,000 for the expense of exhibiting at the St. Louis Exposition, and with other Asiatic countries has applied for one-third of the space in the "Varied Industries" department. This has probably been decided upon because of the satisfactory increase of United States trade with her, as shown by the increase of imports from 2 9-10 per cent. in 1890 to 9 3-10 per cent. in 1902. The United States occupied, in 1902, fourth place among the countries from which China drew her imports, while in 1870 she was at the bottom of the list, and while the United States Bureau of Statistics reports a reduction of $106,000,000 in total exports for 1902, it is very significant that their exports to China increased $14,000,000 over 1901.

CANADA'S PROXIMITY TO THE ORIENT.

Does not our proximity favor our entering as a competitor for the trade of a country in which these figures prove our neighbors found so little resistance? The result of our successful prosecution of this trade would be a reviving influence in the condition of British Columbia, which would react beneficially upon the whole country, and indeed it might be within the range of possibility to employ some of her magnificent mountains in furnishing water power for the generation of electricity for the motors of factories yet to be erected for supplying demands from trans-Pacific consumers. Is there any other possibility that will so powerfully stimulate Pacific Coast development and create a permanent and increasing demand for the too slowly developing natural resources of that portion of our land?

CANADA'S NEED.

The need of Canada to-day is to quietly and judiciously consider what are the forces of competition arrayed against her, and in what way can she successfully meet this competition. Business to-day is a science. No great success can be achieved unless the merchant be possessed of large ideas, with ability to direct and organize, and the object in view in presenting these rambling thoughts has been solely to arouse the commercial community to assert itself.

LACK OF BUSINESS MEN IN GOVERNMENTAL AFFAIRS.

Time and again have we seen our country despoiled of portions of her territory, because, as I believe, of the absence of practical business men's advice and assistance in determining the issues. Had business men been consulted, Alaska would not have been allowed to become United States territory for the paltry sum of $7,000,000, and we would have been spared our present humiliation in our latest sacrifice. If Britain is losing her pre-eminence in trade, it can be attributed to the absence of the commercial element in the counsels of the country to a greater degree than will perhaps be conceded.

We boast of our great country, and it is indeed a noble heritage, but let us not forget that mere bulk is no advantage. Greatness consists, not in breadth, but in the skill and resource with which the varied interests of our country are directed. The development of our resources, aided by scientific invention, will outrun the dreams of the wildest enthusiast. In advance of this, let us, as far-seeing merchants, conscious of the responsibility resting upon us, prepare for the distribution of these varied products to distant peoples, inspired by the thought that while bringing profitable returns to our own people, we are satisfying the wants of some fellow-being, and assisting in solving the problem of economic distribution, so that every human being on the surface of the earth may have his legitimate needs satisfied.

ELECTRICAL NOVELTIES.

There is a growing demand for the various electrical novelties which are now being placed on this market. This is not a fad or fancy which will soon be satisfied or will go out of fashion, but is based on a practical utility of most of the articles offered, and the sale of these goods is only just commencing.

The American-Electrical Novelty & Mfg. Co. are constantly introducing new specialties at a price that makes them easy sellers for the trade. These goods are attractive for the holiday trade and as the company guarantee all their products to the trade there should be little risk in making these a feature of the Christmas stock.

Canadian Exporters Read This

There is a big demand for all kinds of Produce **in the Old Country. I have a splendid connection** among the largest buyers and can get **best prices.** If you sell through me **your export trade will increase.** Write me and see.

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Canned Goods
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HAVE WE SHOWN SUCH AN

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ENTERPRISING EXPERIENCED ENGLISHMEN MAKE THE GOODS— MEN WHO UNDERSTAND **CANADIAN CONDITIONS.**

WRITE US FOR WHAT YOU WANT. PROMPT SHIPMENTS.

CHINA, TOO, For CHRISTMAS!

Barnard & Holland Co
MONTREAL.

Simplified Bookkeeping—Accounts on Call.

By J. S. McGUIRL, Local Manager Briggs Ledger System Co., Toronto.

DURING the past twenty years the demand has steadily increased for an office system that would do away with the tedious work of rendering accounts every month.

Opening Ledger

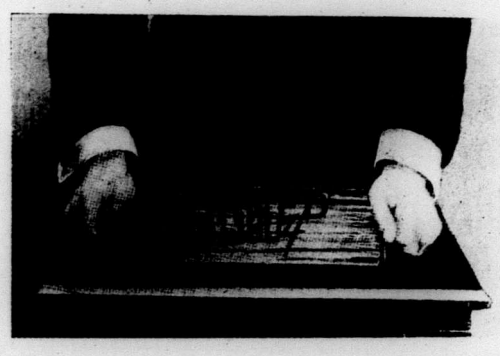
This demand was at first satisfied by what was known as the "Boston Petty Ledger," consisting of a set of indexes with perforated bill heads, a paste-board cover and tied with a shoe string.

This was sold by Mr. F. W. Briggs, the inventor, and each year improvements were made so that now it is sold with a neat case, a steel arch and duplicate sheets by means of which you can keep a copy of every account and render your bills in a few minutes each month.

The bill heads have a stub at the top on which you keep a record of the day book pages, salesman's number, amount of sales, dates of sales, accounts opened and closed.

It is a ledger, journal, index, bill head and merchandise account combined under one perpetual binding that can be opened and closed in ten seconds.

It is now manufactured by The Briggs Ledger System Co., Limited, 75 York St., Toronto, in four sizes, made to suit any class of trade and should interest any merchant who values his time in his business. The accompanying cuts show the ledger, how it is opened and closed, the bindings, etc., which are so simple that any one can operate with ease.



Closing Ledger.

THE GOSPEL OF WORK.

If the concern where you are employed is all wrong, and the Old Man a curmudgeon, remarks The Spice Mill, it may be well for you to go to the Old Man and confidentially, quietly and kindly tell him that he is a curmudgeon. Explain to him that his policy is absurd and preposterous. Then show him how to reform his ways, and you might offer to take charge of the concern and cleanse it of all its secret faults.

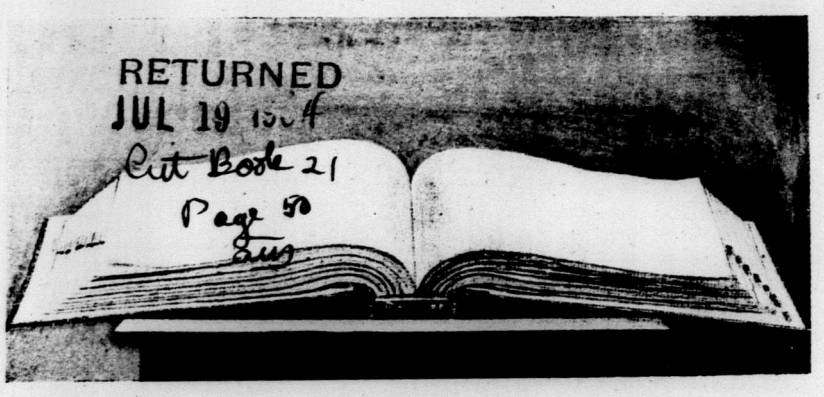
Do this, or if for any reason you should prefer not, then take your choice of these: Get out, or get in line. You have got to do one or the other—now make your choice.

If you work for a man, in Heaven's name, work for him.

If he pays you wages that supply you your bread and butter, work for him—speak well of him, think well of him, stand by him and stand by the institution he represents.

I think if I worked for a man I would work for him.

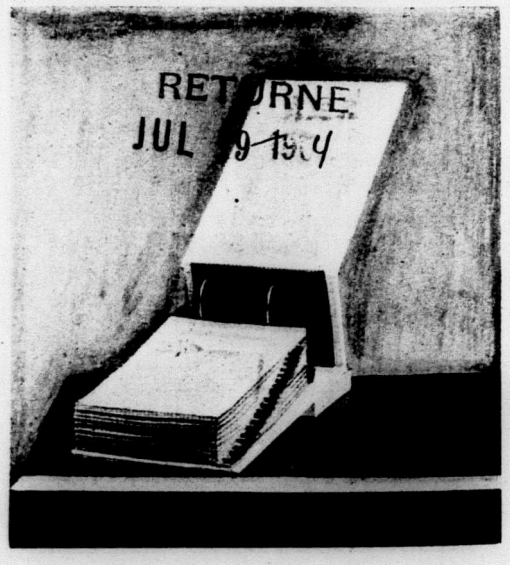
I would not work for him a part of the time, and then the rest of the time work against him. I would give an undivided service or none. If put to the pinch, an ounce of loyalty is worth a pound of cleverness. If you must vilify, condemn and eternally disparage, why, resign your position, and when you are outside, damn to your heart's content. But, I pray you, so long as you are a part of an institution, do not condemn it. Not that you will injure the institution — not that — but when you disparage the concern of which you are a part, you disparage yourself.



Ledger when open.

The export of codfish from St. Pierre this season has been 47 per cent. less than that of last year.

Showing Binding Pins.



Petty Ledger for Small Accounts.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

THE general public wonders why the session at Ottawa is so abnormally long, and various explanations are given by the members. "Obstruction on the part of the Opposition," say the Government supporters. "Necessary discussion of Government measures ill-advised and badly drafted," retorts His Majesty's loyal Opposition. "Too much talk," says the observant fellow, who freely speaks his mind.

The fact is that the country is growing rapidly, that that means a large increase of public business, that this business necessarily takes time to transact, but the critic who alleges that there is a deal of unnecessary debate is well within the mark.

The average member (in fact we might even say every member) is naturally anxious to retain the good opinion of the majority of his constituents. He argues that if they do not quite often see his name figuring in the papers they will imagine that he is either lazy or a pronounced "back-bencher." Hence it is that the talk is as often directed to the people at home as to the members of the House, and the same arguments are advanced and attacked again and again with wearisome iteration.

A long session, such as this, will have a bad effect on the personnel of Parliament, and if such a lengthy sitting becomes the rule instead of the exception, there will be a poor look-out indeed for the standard of parliamentary representation. We want at Ottawa the best men in the country. We want leading men from every walk of life, for every interest, sooner or later, is affected by the laws made here, and the leaders in professional and industrial life will refuse to seek election if their time is to be taken from their various pursuits for more than half of each year. Already the danger is in sight. Already some of the best men here are declaring that they cannot seek reelection; and, while we are sure from the experience of other years that many a threat of retirement is made which will be overcome by the pressure and enthusiasm in the Party Convention; nevertheless a percentage of men we can ill afford to spare will be lost as a result of this needlessly protracted session.

Strangers visiting the gallery sometimes wonder why the House is so thin. If they put in a month here listening continuously to the speech-making they would consider the members models of endurance to be in the House even as much as they are. To say that there is but a grain of wheat in a barrel of chaff would be putting the case a little too strongly; but to say that the barrel is half wheat and half chaff would be altogether overestimating the wheat crop.

These being the facts—and they are indisputable—it is not to be wondered at if the members thoroughly enjoy a funny speech when someone is merciful enough to deliver it.

Now, there is no man in the House more capable of such a performance than Mr. Rufus Pope, member for Stanstead. Mr. Pope is a man of extremely good ability, and whenever he speaks, which is not too often, he is listened to by the whole House, for he has the saving grace of humor. He chose the occasion of the presentation of the agricultural estimates for the delivery of one of his characteristic utterances, and the whole thing was so good that we must reproduce it for the benefit of our readers. The various Departments frequently publish pamphlets prepared by their experts along scientific lines, and from these no doubt much valuable information is obtainable. Occasionally, however, they arouse the mirth of practical men. Now, Mr. Pope is nothing if not practical, and he is a farmer with a wide experience; hence it is not to be wondered at that he found food for much fun in the publication of a learned treatise on how to wring a chicken's neck. We would but detract from the performance if we did other than quote verbatim. After a little preliminary banter with the Minister of Agriculture, with whom Mr. Pope is always ready to break a spear, he said:—"But I observe here a long description of wringing the chickens' necks. Great heavens, Sir, I have wrung the necks of chickens and some other things ever since I was ten years old. This is what the article says: 'Kill chickens by dislocating the neck; that is, simply wring the neck with the left hand.' Don't take the right hand, if you do the job will not be properly done. 'With the left hand hold the chicken's legs and wings in a firm grasp.' If you are left-handed you cannot do the job. No left-handed man need apply. 'Place the first finger of the right hand'—Mind, not the second finger. If you have lost the first finger you are not in it. 'Place the first finger of the right hand on the right side of the neck, and the remaining fingers on the left side. Grasp the head in the hollow of the hand, with the fork of the fingers behind the head where it joins the neck, the back of the chicken being upward; hold the legs against the left hip.' If you should put them against the right hip the whole thing is bust; the killing of this chicken would be a failure; the meat would not be worth sending to market. It would be completely spoiled. 'Hold the legs against the left hip and the head near the thigh or knee.' It does not give you a choice. Mr. Chairman, this is interesting to you as a physician, to know the proper way to kill a chicken. 'Bend the head backward as far as possible, and at the same time stretch the neck, and when it is dislocated, immediately pull the head.' If you don't the chicken will wake up. You must not give it a second. It says 'immediately;' the instructions are specific. The word should be underlined. 'Immediately pull the head to you 1½ inches from the neck.' If you pull it more than 1½ inches the whole job is incomplete. 'Hold the wings firmly'—This is an important matter: that you must hold the wings of chickens at all times with a firm grasp. 'Hold the wings firmly after killing.' Even after the chicken is dead you must not let go; it is dangerous to let go of the wings—'and allow the chicken's head to hang down so that the blood can run down in the neck. The head is attached to the body simply by the skin of the neck.' That is, you stretch it 1½ inches, hang on to the wings after the chicken is dead, and let its head drop down. What a cruel act, Mr. Chairman, towards this beautiful bird, who but a few moments before was crowing around the barn-yard, so proud of himself that you might almost think he was the Minister of Agriculture. There he is with his head hanging down after you have twisted it off. I think, Mr. Chairman, that there are farmers in this country who might possibly be able to wring a chicken's neck without those elaborate instructions contained in this pamphlet, which is issued by the Minister of Agriculture." The Minister of Agriculture here assured Mr. Pope in a bantering way that he would have a new edition published with his annotations, to

Tartan BRAND

Canned Vegetables *Soaps* *Peels*
Canned Fruits *Spices* *Currants*
Canned Salmon *Baking Powder*
Coffees *Package Teas* *Extracts*

If you want to handle the best goods you must have the "TARTAN BRAND." Write us for full particulars if our travellers do not call on you.

Fully guaranteed by

BALFOUR & CO., Hamilton

which Mr. Pope replied in the same good-natured strain, saying, "If you issue a new edition, just say wring the chicken's neck in the old-fashioned way, and let it go at that. The farmers will catch on, for it is very simple."

* * *

It is getting to be a frequent occurrence for members to read to the House newspaper reports and comments, for the purpose of asking questions with regard to them, or of denying some allegation therein contained.

An old member, a man who has served 20 years in the House, assured the writer that the practice was being very much abused as compared with former days. In those good old times, he asserted, a man would have been hooted down for attempting to take up the time of the House with such trivialities. This is all very well, but in many cases a member has no other way of making a really effectual denial of some story circulating in the press. Where honorable gentlemen seem to err is in speaking at too great length. They do not confine themselves to an emphatic and concise denial, but argue the question. Thus, one member, properly aggrieved at a newspaper report that he wished to exclude the people from the corridors, took well on to half an hour to clear himself of the charge. Recently another honorable member read from the press a report that Lord Alvinston had privately announced to a friend that he would give judgment against the Canadian Government in connection with the Alaskan Boundary case. We give this as an example of the proper use of the practice, for Mr. Bell, the member referred to, confined himself to a straight question, asking the Government if they had any advices on the subject. The matter was one of large importance, and yet no time was lost in connection with it.

* * *

Sir William Mulock has made still another very satisfactory announcement with regard to the financial affairs of his Department. Having taken it over with an annual deficit of more than $750,000, he has given the country penny postage, has greatly increased postal facilities, and this year actually shows a splendid surplus of nearly $400,000. This is indeed a satisfactory showing, and the Postmaster-General is entitled to much credit, though of course the large increase in the general trade and commerce of the country has helped him very materially.

It is strange, too, how cheaply the work of this Department is done throughout the country. What is the glamor that surrounds a Government contract? And yet there must be such a thing, for men undertake Government work in connection with post offices and mail carrying for prices that they would turn down with a sneer if proposed by a private individual for the same onerous work. In many cases mail routes are taken for a yearly sum that does not much more than pay the cost of the hay, oats and blacksmithing required by the horse employed to make the trips. In hundreds of cases a post-office is kept open for the princely sum of $12 a year. Just fancy keeping a room for the use of the general public and someone to run to their beck and call for $1 a month. Of course in many little country places a small stock of store goods is put in, and the post-office used rather as an advertisement to draw customers than for what it brings in itself. There are, however, still many cases in which the dollar a month is taken for the work itself, and with no other object in view than the earning of this sum. A case came up this session which is curious evidence of the value set upon money by people in some localities. A post-office had been vacated by the post-master, and an applicant wrote as follows to his member: "Dear Sir, I will take the office at $15 a year; Mr. B. only got $12 for the job, but I'll be hanged if I'll do it for any such money." The member had to turn down this ingenuous appeal. No exception could be made by the Department, he was told, which paid on a fixed scale, according to the amount of work done in each office, and, of course, this large increase of 25 per cent. was out of the question.

Now Sir William proposes to apply some of his surplus to the increase of the salaries of those who are paid such low amounts as we have been quoting. This will be undoubtedly popular throughout the country, and even those who are not among the "fee-fed" officials who have been fattening at the public crib on the rich diet we have mentioned, will not begrudge a little more pap to the men and women who hand out the daily mail to them for 365 days in the year.

KEEP A-MOVING.

There are hundreds of articles that lie on the grocer's shelf and are never touched unless asked for, remarks The American Grocer. This means that one or more articles can be pushed to the front and made a specialty throughout every week in the year, thereby making the store attractive and causing people to talk about it and come to it. Keep a-moving, is a good plan for the retail grocer. Just try the experiment with plum pudding, materials for Thanksgiving delicacies. Pile out the walnuts, filberts, pecans, see how much faster they will sell than when placed out of sight. It may prove in your case to be something new.

A BIG LOAF.

Among the novelties to be exhibited at the Louisiana Purchase Exhibition in 1904 is a mammoth loaf of bread about 600 times the size of an ordinary 5c. loaf. A Mississippian from Moss Point will be the creator. A special oven will be built to bake the giant loaf, and Mr. Moss claims that the loaf will be as perfectly baked and as edible as the smaller variety. But the gentleman from Moss Point hasn't tried it yet.

OTTAWA AS A GROCERY CENTRE.

THE city of Ottawa, situated as it is on the highway between Montreal and the West, is assuming a position as a distributing centre, particularly in groceries, among the cities of Canada that is to be reckoned with. The volume of trade emanating from the Capital City is considerable, and it is noticeable of late that the energy and push and modern ideas developed by the leading grocery houses of that city are attracting the attention of the merchants not only in the so called Ottawa Valley, but throughout Manitoba and the Northwest Territories. Travellers representing Ottawa wholesale grocers are now to be met with, not only in Eastern Ontario, Western and South-Western Quebec, and the Gatineau District, but also as far north as the head of Lake Temiskaming and west to the Pacific, and during the past six months even Western Ontario has been invaded by representatives of Ottawa houses.

It is not the intention of THE GROCER to note specially the energy of any particular establishment, as all of them have awakened to the fact that business heretofore considered as belonging to Montreal and Toronto or Winnipeg is open to them and great efforts are being put forth to secure a share of the trade. This is as it should be, and there is no reason why the merchants of Ottawa, some of whom are as energetic as any to be met with in Canada or elsewhere, should not secure a good share of the business of Canada.

A representative of THE GROCER visiting the trade of Ottawa monthly is impressed very much by the spirit of enterprise manifested by the wholesale grocers in that city, and their establishments are in every way modern and well stocked, with as fine sample rooms as are to be seen; indeed the volume of business runs into very large figures.

It certainly is a fact that Ottawa ranks high as a distributing point for groceries and food products, and that, in the future, as the country to the Northwest is being opened up its trade will considerably increase.

FRENCH VINTAGE PROSPECTS.

MDAURAT, the president of the National League of Wine Growers and Consumers, which represents the Amalgamated Syndicates of French Vineyards, gave out some very interesting information in a recent interview.

"Well, you see, we are nervous people, we wine-growers," he observed in reply to a question. "It rains in the morning and we throw up our hands in despair, and exclaim that the crop is done for. The sun comes out in the afternoon, and we are all smiles and hopefulness again. The fact is that trustworthy prediction is absolutely impossible as yet. To give you an idea of the uncertainty of prophecies about vintage prospects I will quote to you the following fact of what is called agricultural chemistry. As a general rule every grape contains three pips. In some exceptional years the number is reduced to one. Well, when that happens each grape produces at least twice as much wine, for obvious reasons, as it was expected to do. How is one under these circumstances to phophesy what the crop will be before it has been gathered. Certainly, there have been bad frosts this year. But from my own obrervations I can affirm that it is impossible to say that the prospects have, so far, been appreciably affected by the early frosts. To give you another instance of the untrustworthiness of prophecy. Ten bunches of grapes gathered one day may produce, say, two litres of wine. Ten other bunches, which were identical at the same period, may, because they are plucked two days later under different weather conditions, yield four litres. Putting things at the worst appearances are at present perhaps rather more against than for a fine vintage. But there is a host of circumstances to be taken into consideration.

"To begin with, the number of new vines planted everywhere in the wine countries every year, since 1900 particularly, is enormous. Then the adverse weather which we have had this year has not been general at all in the wine countries; it has consisted of local disturbances, storms, cyclones, etc. Thus, while one side of a vine-clad hill will have been affected, the other will have been untouched. Three weeks ago letters from the Pyrenees, to give an instance of one district only, said that this year's crop was ruined. Well, an official inquiry was immediately made by the Minister of Agriculture, and the result just to hand is the positive statement that the crop will be quite as good as ever. In short, nobody knows what a vineyard is going to produce before the vintage, not even the owner. For example, you may gather your grapes to-day in dry weather. I wait three or four days, for some reason or other. It rains in the interval. The result is my crop produres 40 per cent. more wine than yours. The present weather, as a matter of fact, is not bad at all for the vineyards. It would be bad if it were to last until the vintage season—that is to say, another fifteen or twenty days in the south, the Herault, or the Pyrenees, or another ten or fifteen days in the Gironde. But at present it is excellent. There is no greater mistake than to imagine that as a general rule dryness and heat are required for a good yield of the vineyards. Medium temperature and a sufficiency of dampness are what is required. Of course, as I said, it must not rain during the vintage, but the instance I gave you showed that rain just before the vintage is a very good thing. As a matter of fact, the weather in the Gironde has just taken a decided turn for the better, since last Friday, to be precise. In a word, all things in wine-growing are relative. The essential thing is to pluck at exactly the right moment. Even a wet vintage will not affect the quantity of wine, but the quality will be reduced. For some fine white wines—Sauterne and Barsac, for instance—a dry vintage is, on the other hand, an absolute necessity. For these wines only 'rotten' grapes are picked. Each grape when in proper condition is gathered, and often a week will elapse before a given bunch is entirely stripped. For Medoc wines, on the contrary, the crop is all gathered at once."

"In fact, it is absurd to affirm that 1903 will be a bad year?" I suggested.

"Only a man who knows nothing about it could affirm such a thing. No one can tell yet how 1903 will compare with 1902, 1900, and 1899, which were all three good years, last year especially, 1901 being not so good."

"Is it a fact that the wine crop was too good in 1900?"

"I will answer at once that, as regards the Gironde, the greatest wine-growing country, the crop can never be in excess of the demand. If Bordeaux ever sends out too much wine, it is merely because Bordeaux buys too much wine from other countries, the Herault and the south, for instance, which it calls Bordeaux, but which is not Bordeaux. I should like to give you just a couple of figures. In 1900 the Gironde produced 3,090,485 hectolitres of red and white wine, the latter representing about one-fifth of the total quantity. Well, do you know how much so-called Bordeaux wine was sent from Bordeaux? The Excise statistics give 9,000,000 hectolitres as the figure. Two-thirds of that so-called Bordeaux was southern wine, which Bordeaux dealers bought for their own reasons. They will tell you that many Bordeaux wines require mixing with southern wines. That is absurd. The worst Gironde wine in the market is twice as good as any other similar French wine, excepting the Bourgogne brands. Any Gironde wine so bad that an admixture of southern wine would improve it is thrown away by the grower. This is just to point out to you that the Gironde never could produce too much wine. England could easily consume the maximum total production of the Gironde. England buys over 3,000,000 hectolitres a year of so-called Bordeaux; only most of it is not Bordeaux—more's the pity. Why, nine-tenths of Parisians have given up buying Bordeaux, just because Bordeaux merchants will not sell real Bordeaux. To return to England, our best customer, it is indeed a pity that the Bordeaux dealers will not ship to England the real produce of the Gironde growers. To think that you can have a fair real Medoc for 100f. per barrique of 220 or 225 litres on the grower's estate! But that's nothing. Why, genuine Chateau Leoville is to be had for 175f. per barrique, and so-called Bordeaux are sold to you in London at 1,500f. the barrique. Again, real St. Estephe is offered by the growers at 340f., for four barriques."

IT IS WATCHED.

"Orders for Chinese Starch are coming in very freely from all parts of Canada" said Mr. O. Lefebvre, proprietor of Ocean Mills, to the writer, on Saturday. "'The Grocer' seems to go everywhere, and its columns are closely watched by the trade. Look here! you remember my asking you to publish at foot of my ad. names of my agents and jobbing houses where Chinese Starch is sold. Well, through oversight I omitted the name of a very good house in the west. I don't think 'The Grocer' was out three days before I got this letter." Here Mr. Lefebvre handed the writer a letter from his customer up west in which he complains of not having his firm's name among the list of jobbers selling Chinese Starch and asking to have this attended to next issue—as he found Chinese Starch a good line, etc. Mr. Lefebvre is of the opinion that "The Grocer" goes everywhere and is read by the trade with interest and profit.

The jobbing trade of Canada will find splendid values in Setna's Chutney and Guava Jelly by communicating with W. P. Downey, importer, Montreal. These goods are imported direct from India and supplied to His Majesty the King and the Rajahs of India.

Satisfaction–Profit

Both are assured by handling
pure and reliable

CEYLON TEA

BLACK and GREEN.

THE best Teas of Ceylon are the best teas of the world. Carefully grown and prepared by a process which insures perfect purity and retains all the strength and flavor of the succulent leaves and buds.

Make any comparison you wish, apply any test you choose — Ceylon Tea will always give the utmost satisfaction.

TEAS, GROCERIES, PROVISIONS, WINES and LIQUORS.

The Largest Stock. = The Greatest Variety.

OUR POLICY:

LOW PRICES.

QUICK TURN OVER.

BIG BUSINESS.

A few trial orders will convince you of...

OUR RELIABILITY.

Best Equipment. Competent Staff.

Perfect Organization.

HUDON, HEBERT & CIE.,

Importing Wholesale Grocers and Wine Merchants,

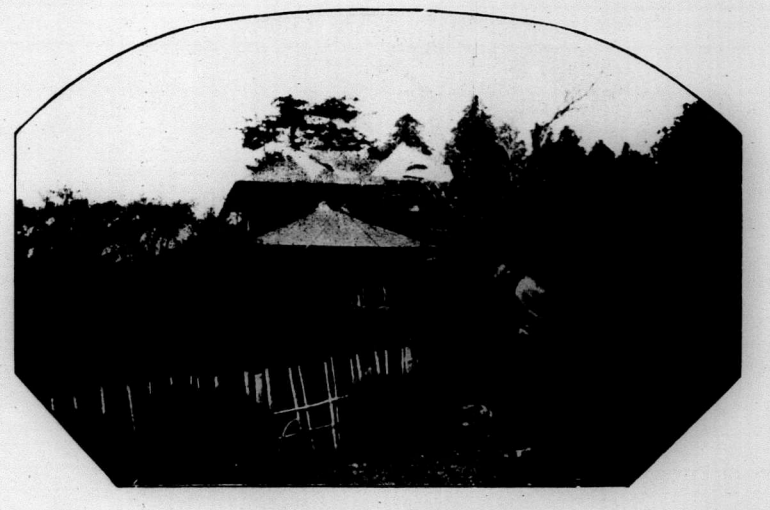
MONTREAL.

The Most Liberally Managed Firm in Canada.

JAPAN TEA

Sell it?

Nothing better in the world!!!



A Japanese Tea-House Garden.

THE McINTOSH MILLS

In Canada is a household expression.

You hear of **The McIntosh Mills** on the **Street**—they are a landmark of Toronto. Supply men of all classes tell with pride that they have had something or other to do with the equipment of The McIntosh Mills. All unite in paying tribute.

THE FAME

OF

THE McINTOSH MILLS

is from ocean to ocean and beyond, carried everywhere by the Mills' products whose superlative excellence has established them firmly in popular favor. Wheat, Oats and Corn are transformed into delightful foods. Chief among them stands

SWISS FOOD

made from Wheat, the choicest wheat, highly hygienic, enticing to the palate, the staple breakfast food of millions in all parts of the British Empire. For sale by all good grocers.

P. McINTOSH & SON

TORONTO.

FLOUR AND CEREAL FOODS

What Foods Should a Grocer Carry?

"HOW do you decide whether to stock new brands of breakfast foods?" asked "The Grocer" of a wide-awake grocer the other day.

"It depends on circumstances," he answered. "This, like almost everything about the grocery business, cannot be decided according to any hard and fast rule. There is but one rule in the matter, which, I think, every grocer should observe, and that is, simply do not stock the goods unless you feel confident they will sell."

"How are you to decide that?"

"Now you have reached the stiff proposition. The steps taken to make breakfast foods popular, to advertise them, are so varied and in many cases so original, that there seems to be no telling when a demand for some new food product may spring up. I wait till I am asked for it before I stock it."

"Always?"

"Well, no; sometimes by reading the advertisements of foods myself I become convinced of their real worth. Then I do not hesitate to risk the small amount of money necessary to place a trial order. On the other hand, it is not always safe to stock goods just because they are asked for. Some time ago I was asked every day or so if I had "——— Food" in stock. The enquiries were made at different times of the day and so well done that two weeks had elapsed before my clerk and myself by comparing notes, found out that all the requests were made by three persons, an elderly and a younger man, and a young lady. Then I went around to see some of the other grocers in my district and found that all of them had been approached by the same trio, who were, in all probability, engaged by the promoters of the new food. Two of the grocers had, in fact, put the goods in stock."

"I suppose you turned the laugh on them?"

"Well, I was inclined to but I am now glad I did not, for the food has since found a fair sale and we now stock it ourselves. Yet it is not wise to be led into such purchases by strangers."

"Do you carry every line you find a demand for?"

"Sure, I am not here to conduct a domestic science school. I am here to sell the people what they want. There are, of course, many who ask my opinion and I have taken good care to have about each food an opinion that I think worth giving. Some of the foods now on the market are not worth the space given them by many people—are not, in short, worth eating. If a customer asks me I tell them what I think. If they do not ask me I have no gratuitous advice for them."

"Do you display the goods you consider inferior?"

"Yes, I would not stock them if I were ashamed to have them seen. I suppose I give greater prominence to the more popular and the better kinds of foods, but I let the public see and know that I carry them all."

"Orange Meat Food."

The Frontenac Cereal Co. is a new concern which has begun the manufacture of breakfast foods, etc., in Kingston. They have now all their machinery in position and expect to be in full operation in about a week or ten days. Although their machinery is not yet completed it is so far in position as to enable them to manufacture a little of their "Orange Meat Food," and from the samples thus obtained, their travellers have already placed quite a number of orders.

"Orange Meat Food" is a wheat preparation and, as turned out from the factory, is ready for serving at the table. At the start the factory will have the capacity of 500 cases a day, and by May 1 it is expected that the daily output will be 2,000 cases. Besides the "Orange Meat Food," The Frontenac Cereal Co. make flour and cornmeal, their capacity being 350 barrels of the former and 300 barrels of the latter daily.

The president of the company is F. A. Wegner, of The Standard Pure Food Co., of Detroit. Mr. Wegner, has, however, taken up his residence in Kingston. Mr. M. Mooers is the secretary-treasurer and Mr. H. E. Pryor, 43 Scott street, Toronto, is manager of the selling department. Associated with the company as mechanical manager of the factory is Mr. J. D. Bordeau, who is credited with being the originator of package foods at Battle Creek, Michigan.

In Business Thirty Years.

A representative of "The Grocer" called on Walter Thomson & Son, at Mitchell, recently. It is 35 years since Mr. Thomson first started in the milling and grain business and there has never been a legal business day since that he has not been open for trade. The firm have mills in Mitchell, London and Seaforth, with elevators at Mitchell and Dublin, and with manufacturing oatmeal, split peas and pot barley, they are busy people. They report the export trade good, but prices too low. Scarcity of cars and delay at the seaboard moreover greatly impedes business. They have had local grain sold for over two weeks and no cars to move it. The quality of the grain in the Mitchell section is good.

United States Oats Light.

Oats in the United States do not seem to have filled well this year. The Agricultural Department at Washington ranks them for quality at 79.9 as against 86.7 in 1902 and 83.7 in 1901. Moreover, The Great Western Cereal Company, one of the largest cereal firms in the United States, finds great difficulty in getting oats that weigh more than 26 to 28 lbs. to the bushel.

Canadian oats on the other hand are a first-class sample.

Canada Could Retaliate.

A prominent official of the Grand Trunk, in London, Eng., has expressed his astonishment at Mr. Ritchie's ignorance regarding Canada, in his imagining that Canada relied for the export of her grain upon access to the United States ports, and at his talking about the Americans threatening to penalize Canadian wheat. Canada could retaliate in a way that America would feel, as nearly 10,000,000 more bushels of American grain pass through Canada than Canadian wheat through United States territory.

An attempt at penalizing is a game at which two could play, but one involving such inconveniences that neither party is likely to take the first step.

A Pair of Cereal Windows.

The cereal section of a grocery store has grown to such dimensions that few windows are seen without some reference to this paying branch. At this season a special effort is being made to push the various lines and makes of breakfast foods and the result is that various windows are seen of more or less merit.

The illustration shows a pair of windows used by Mr. R. H. Stewart, 362 Gerrard street east, Toronto, which attracted many eyes and made an advertisement for the firm and goods. The left hand window was filled with a Swiss Food display, and the other contained flour in various sized bags, together with several small sheaves of wheat and some small piles of biscuits. On a card hung in the centre of this window were these words :

R. H. STEWART'S
FLOUR SHOW

1st. We show the grain grown by the farmer.

2nd. The flour made from the grain by the miller.

3rd. The biscuit made from the flour by the housewife.

This flour manufactured by John Campbell, St. Thomas, capacity 800 barrels a day.

Flours that have purity, taste and uniformity.

Flours that will please you in price.

A Pair of Cereal Windows.

World's Wheat Crop 67,000,000 Bushels Short.

A RECOGNIZED authority on the world's wheat crop—Le Bulletin des Halles, Bourses et Marches—has just published its detailed estimate which indicates a shortage of 24,560,000 hectolitres or over 67,000,000 bushels.

For forty years this journal has made annual estimates of this kind, independently of official reporting on the one hand and of industrial or commercial associations on the other. As its estimate comes out somewhat late and makes use of all other sources of information, while the journal has its own completely organized service among its correspondents and subscribers, the results obtained may be considered conservative and fairly trustworthy, most of all in France, and also where the Continent of Europe is concerned.

France.—The actual yield of the present year is put at 126,256,400 hectolitres. This is the heaviest yield ever known in France, except for the years 1874, 1898 and 1899. From the experience of last year the Bulletin deems it probable that France will have to import before the next harvest some 3,000,000 hectrolitres of wheat, of which more than 2,000,000 will be supplied by Algiers and Tunis. This leaves less than 3,000,000 bushels to be supplied from non-French sources.

Europe.—Taking Europe in general the year's yield of wheat is estimated at 40,900,000 hectolitres less than last year, which would require an importation of something like 156,400,000, of which 73,300,600 might be supplied by inter-European importation, leaving 83,100,000 hectolitres to be received from the other quarters of the globe. The net exportation probable from America, North and South, is taken at 81,100,000, not all of which of course will come to Europe (5,000,000 being also deducted beforehand for the needs of Brazil).

The European deficit of the year in comparison with 1902 comes mainly from Russia, Roumania, Hungary and Germany. The Russian crop is notably less by 16,000,000 hectolitres ; but the quality is excellent and there is still room for an exportation of 35,000,000 hectolitres (more than 96,000,000 imperial bushels). The Hungarian crop is deficient by 7,500,000 hectolitres, and the quality is only fair to good ; the probable exportation is 15,000,000 hectolitres (more than 41,000,000 imperial bushels). The exportation of Roumania is likely to be as much, its deficiency being 2,500,000 hectolitres.

Africa.—The total African production is about 1,000,000 hectolitres greater than that of Austria in Europe, and is estimated at 17,000,000 for this year, a deficit of 1,000,000. Of this 11,400,000 belong to French possessions (Algiers and Tunis) and go to French uses. Of the remainder Egypt alone will have a small quantity to

This is Canada's Cereal Year.

THERE were some years when we couldn't get enough oats, up to our standard, to look after our home trade and meet our orders for export. There were other years when we could get the grain, but the capacity of our mills was not equal to the demand. But this year we have the oats right up to our standard and an enlarged and improved mill that is ready to meet all demands.

Tillson's pan-dried Oats

"The oats that named a town,"

are the oats of Canada's cereal year. Our foreign order department was never in such good shape for quick shipment.

All inquiries receive promptest attention.

The Tillson Co., LIMITED. Tillsonburg, Canada

Millers of Flour, Oatmeal and Split Peas. Capacity, 1,200 bbls. daily.

export—300,000—while Cape Colony will need to import 2,000,000 hectolitres.

Asia.—Here there is an excess probable of 5,500,000 hectolitres, almost entirely due to the good crop of India, which it is estimated may be able to export 8,000,000 hectolitres. The yield of China and Japan is not estimated, but their probable importation is calculated at 5,000,000 hectolitres—a little less than 14,000,000 imperial bushels.

Australia.—Here there is an excess of over 7,000,000 hectolitres, with a probable exportation of 3,000,000.

America.—The total deficit, North and South, from last year is estimated at more than 15,000,000 hectolitres (41,000,000 imperial bushels). The probable exportation is put at 56,000,000 hectolitres (156,000,000 imperial bushels) for the United States; 7,000,000 hectolitres for Canada, and 22,000,000 hectolitres for the Argentine Republic, the Argentine deficit being 4,000,000 and 1,300,000 from Chili—making a total of 81,100,000 hectolitres net exportation from all America to the rest of the globe.

In the foregoing estimates account has been taken of flour as wheat. For example, the exportation of flour from Austria-Hungary has hitherto been important, although now greatly diminished by competition from the United States. Russia has made efforts to imitate the American mills in this, but so far without much success. The Argentine Republic has made a successful beginning by exporting flour into Brazil. In England, in 1902, more than one-fifth of the total consumption of wheat was supplied by imports of flour.

Account has also been taken of the varying times of year when the harvest is due according to the different countries: January, for Australia and Chili; February, Egypt and India; April, Persia and Asia Minor; May, China and Japan, Algiers; June, Pacific States, Spain, Italy, Hungary, Roumania, Southern Russia; July, France, United States, Central Europe; August, Canada; September, Scotland, Sweden, Northern Russia; November, South Africa, Peru; December, Argentina and some parts of Australia. All these harvests, so far as possible, have been brought for the estimates to Aug. 1.

The general conclusion is that, in spite of the inferiority of this year's crop to that of last, it will be easy to supply all demands for imports by exports ready to hand.

Ogilvie Milling Co.

At the annual meeting of The Ogilvie Milling Co. held in Montreal, Mr. Charles Hosmer in the chair, the announcement was made that the past year had been the most prosperous in the history of the company. The following officers and directors were elected for the ensuing year: President, C. R. Hosmer; vice-president and managing director, F. W. Thompson; directors, Hon. Geo. A. Drummond, H. Montagu Allan, E. S. Clouston; secretary, Shirley Ogilvie; treasurer, S. A. McMurtry; auditor, George Creak.

Steel Trust in Grain Carrying Trade.

MR. JAMES H. WESTON, a prominent trunk line official, who is thoroughly familiar with the lake and grain carrying trade, is reported to have said in conversation with a press representative: "Owing to conditions in the iron market this season many more ore vessels on the lakes will engage in the grain carrying business this year than last. This will be a strong factor in keeping lake rates to Buffalo down to their present low basis, and will afford holders of grain an opportunity to move their grain nearer the seaboard so as to be in a better position to take advantage of the European demand."

Mr. Weston's remarks were prompted by advices from Montreal, which stated among other things that the reaction in the iron market in the United States was affecting Canadian lake shipping to a marked degree; that, so far, a very large portion of the wheat from the Canadian Northwest had been carried by vessels which the United States Steel Corporation has in its lake fleet.

"These ore carriers are much larger than the ordinary grain carriers of the lakes," added Mr. Weston, "and since they can accommodate such large cargoes of grain they can afford to offer very low rates. I do not believe that ore carriers have already gone into the grain business as extensively as the Montreal advices indicate; many of these boats are under contract to carry ore until November 10. However, it is likely, as I have said, that many more of these vessels will enter into the grain trade than last season, for much of the ore which ordinarily would have been shipped will now be held over until next May. The lake grain rate from Chicago to Buffalo is about 2 or 2¼c. and from Duluth 2½c. a bushel. When grain moves in larger volume these rates would probably go up, were it not for the competition of the large carriers. Not a few of the latter will undoubtedly bring cargoes of grain down to Buffalo, and if in good condition, will hold the grain in storage until the Spring or until the owner takes advantage of the favorable market."

Western Wheat Grades High.

IN speaking of the quality of grain grown in Manitoba this year, Mr. Dowd, of The Dowd Milling Co., Limited, Quyon, Que., said to The Winnipeg Telegram that though the grade generally is lower than last year, the grain itself is fully equal for milling purposes.

"Last year," said Mr. Dowd, "the wheat ripened and was harvested under ideal circumstances. A large proportion of it was threshed immediately from the stook, and went on the market as No. 1 hard. It did not have time to temper properly and in consequence had to be tempered before grinding. This year the grain has been tempered before threshing and while it grades chiefly No. 1 and No. 2 northern, the milling qualities have been n no wise injured."

Good Threshing Yields.

All advices from Manitoba and the Northwest regarding the threshing yields are encouraging, indeed, much above expectations. Mr. James Hartney, Manitoba immigration agent at Toronto, has been advised that in the southwestern portion of the province, where the severe snowstorm was experienced on September 12, the yield has been exceptionally good. The average yield which the farmers expected was 18 bushels to the acre, and actual results showed a yield of from 25 to 30 bushels.

English Wheat Crop.

Though different opinions are held, yet the general judgment of those best versed in English wheat, The Northwestern Miller is advised, is to the effect that this year's crop will be little, if any, improvement on its predecessor. It is thought that not more than 5,000,000 qrs. of English wheat will this year be available for milling, and of this a certain proportion will surely prove damaged by the rough weather to which it has been exposed. The best that can be said is that owing to the low temperature which has generally prevailed, the proportion of sprouted wheat will be comparatively small. But samples that come to market are mostly weather stained, and here 31s. has to be paid for a fine sample of red wheat. In the country 29s. 6d. to 30s. is about the price, but the tendency of values is to advance, which would show that good samples are at least as scarce as they were this time last year.

ESTABLISHED 1828.

CABLE ADDRESS: "Danger," Sackville.

M. WOOD & SONS

Wholesale Grocers

Importers and Dealers in—

FLOUR and FEED, BRITISH, WEST INDIA and FOREIGN GOODS.

Exporters of—

LUMBER, HAY and FARM PRODUCE.

SACKVILLE, N.B.

We Buy Canadian Products Direct

Canned and Bottled Goods, Salt and Smoked Meats, Butter, Cheese, Eggs, Flour, Potatoes, Vegetables, and all lines of Groceries and Provisions. Also Hay, Grain, etc.

We do not handle any goods on commission, but will be pleased to receive price lists, etc.

W. T. JAMES & CO.

Hamilton, Bermuda.

THE LAKE HURON & MANITOBA MILLING CO., LIMITED

GODERICH, CANADA.

Manufacturers of Strictly—

High Grade Hard Wheat Flour.

MANITOBA HARD WHEAT used exclusively.

Most Modern and up-to-date Mill in the Dominion.

Though only one year in business our product enjoys an unrivalled reputation throughout Ontario, Quebec and the Maritime Provinces, and commands the highest prices in Great Britain, the continent of Europe, and South Africa.

Our Dry Grinding insures safety in Tropical Climates.

We pack in Wood, Jute or Cotton.

Bran and Shorts machine-packed in jute bags, 100-lbs. each.

Correspondence solicited.

Where "Force" is Made.

IT is less than three years since the public were invited to eat "Force" and first began to notice the clever cartoons and rhymes which recounted and depicted the woes of poor Jim Dumps, and told of the sovereign specific, "Force," which dissipated the woes and won for their erstwhile victim the later patronymic of Sunny Jim. Now we are told that more than 2,000,000 people this morning "ate breakfast with Sunny Jim in 11 different languages."

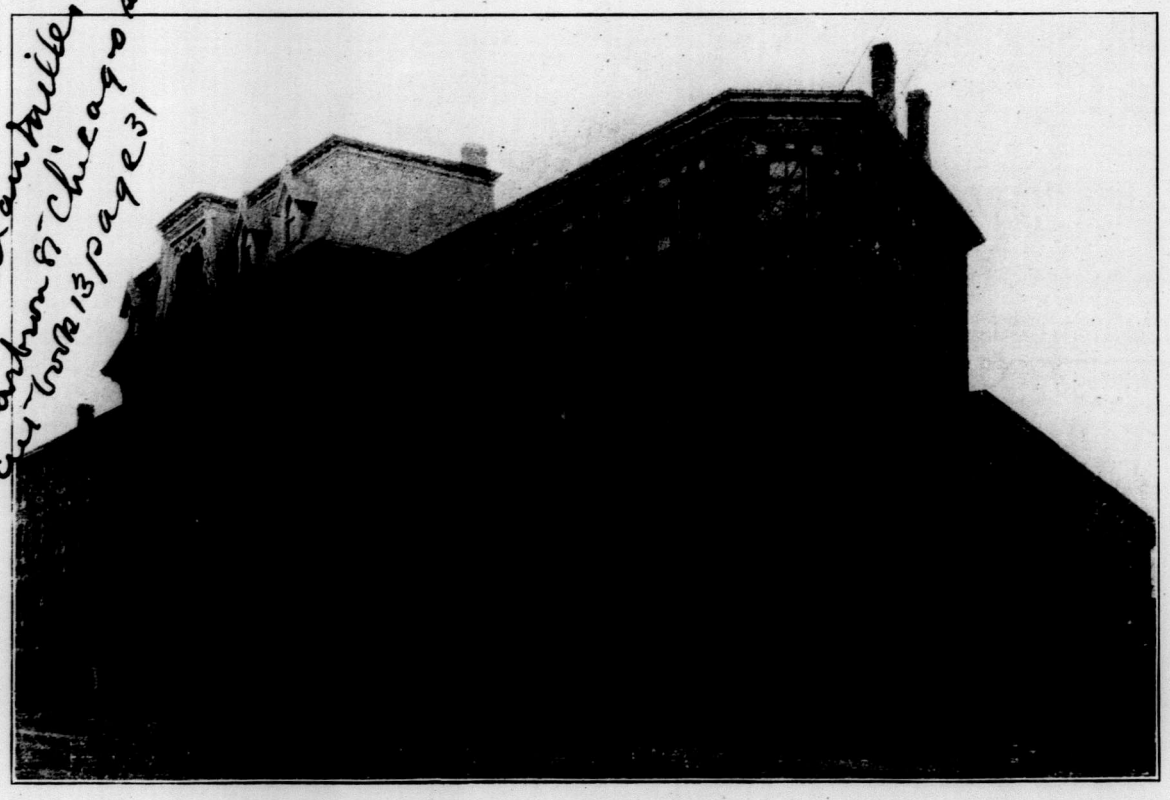
The vogue attained by "Force" is a striking example of what may be accomplished by indomitable energy and a liberal and intelligent use of printer's ink.

After amusing, interesting and making friends of the public for three years in rhyme and caricature, Sunny Jim has lately forsworn the cap and bells and blossomed forth as the philosopher of "Force" with all his old sunniness.

"Force," as is well known, is made from wheat, and Sunny Jim has given us permission to visit his mills and see the various processes in the manufacture of this flaky breakfast food.

The mills are five in number—two in Buffalo, one in Chicago, and one in Hamilton, Ont.—where "Force" for the Canadian market is manufactured under the watchful eye of Manager Albert J. Jahraus. Their combined capacity is nearly 10,000 cases a day, or, 360,000 packages. One doesn't get far in the large Hamilton mills, a cut of which appears herewith, before concluding that Sunny Jim must be of Dutch descent, for everything is as clean and burnished as in the kitchens of Holland. He is so particular, indeed, that he won't let any one touch his product at any stage of its progress from wheat to "Force." As one sees the hundreds of bright-faced and neatly dressed girls working deftly in various parts of the mills, this ultra cleanliness seems just a bit fastidious, but Sunny Jim is convinced that it isn't. He says that he can't guarantee the absolute cleanliness of "Force" if it is touched by a single human hand, and adds that if the time ever comes when he can't guarantee "Force," he'll stop making it. One of his favorite Force thoughts is that doubtless every one will get their peck of dirt, but that they won't get any of it from him. The first note, therefore, that is struck in the mills of Sunny Jim, is cleanliness, and it is the last one as well.

Just as soon as the wheat is unloaded every kernel gets its little yellow face scoured. The first process is of winnowing and cleaning. Every particle of dirt and chaff is removed, and the plump kernels look as clean as burnished bronze. The wheat is then put in big soaking vats of wort—a very thin extract of barley malt—for four hours, there absorbing that flavor which has won so many friends for "Force." This soaking not only adds flavor, but a rare quality, which Sunny Jim calls "sunniness"—a quality which, it is said, gives wholesome ease in the processes of digestion, and leads to good health and good temper. After the soaking the wheat is cooked for four or five hours in immense round steam cookers, that look something like the great tun in Heidelberg Castle. A thermometer of a size that Gulliver might have seen among the Brobdignags, is on each cooker, so the heat can be regulated with the utmost exactness. From the cooker the wheat goes to driers, where hot and cold air remove the moisture, and then it is given a salt bath, for the sake of a good savor. The important process of flaking comes next. Rollers grind the wheat into shreds, and these in turn into thin disks. After a drying process over hot rollers the disks pass through a fiery furnace. They follow the winding way of a screw and are enveloped, like Shadrach, Meshach and Abednego of old, with flame all the way through. This toasting process gives the color and crispness on which Sunny Jim insists before he is willing to bestow the name of "Force." The heat is regulated with such absolute precision that the product from the toasting furnaces is of wonderful uniformity in quality. As the flakes



The Hamilton Mills of The "Force" Food Co.

Because:

MADE IN CANADA: PETERBOROUGH, ONT.

The Quaker quality of grain is only to be found in Quaker packages.

Quaker OATS

is better than common oats--- even before the grain starts from the mill.

In 2-pound Packages only.

That's Why--

SAVE CERETA COUPONS.

Five Cases of 36 two - pound packages delivered freight paid to any station in Ontario, Quebec and the Maritime Provinces,— $3 per case.

Order of your Jobber.

come merrily from the fiery test which caps the processes of manufacture, they drop into big funnel-shape chutes, which carry them to the packing floor below. Here the deft fingers of a large staff of girls put the "Force" into packages, a pound in each, paste on the labels and, with the quietness of soldiers in a manual of arms, click them, four at a time, into the cases. Although the cases hold 36 packages, they multiply in the buzzing activity of the mills with amazing speed.

Such is the life history of "Force" from the wheat in the car to the finished breakfast food in the cardboard cartoon ready for shipment to any point of the compass.

For the manufacture of "Force" a wheat is chosen that is rich in gluten. Wheat, says Sunny Jim, who now does all the talking for "Force," is the perfect food the staff of life and has been such since Tubal Cain made the first plow-share and Jacob's son Reuben gathered mandrakes in "a field of wheat." In all the centuries no year has passed when the earth has not yielded wheat to keep man's life. No other grain has been so universally raised and used. Further, he contends that the plump little kernel of wheat has just the elements needed to replace the tissues destroyed in the toil and stress of existence, these elements being not only the same as the elements in man's body, but almost in the same proportion. Wheat, therefore, is the food for men as a breakfast cereal for the same reasons that it is the best food for a flour, and "Force," made from all that's nourishing in the wheat, has these elements in the exact proportions required to build up the body in the best way.

Albert N. Reay is in charge of the selling end of The "Force" Food Co.'s business in Canada, and all who know him will witness that he is a faithful observer of the injunction to "Be Sunny."

Lake Superior Commerce.

Lake Superior commerce for September was materially under the preceding month, and fell behind September, 1902. It amounted to 4,265,000 tons of freight, against 4,674,000 tons last year. This year to October 1 there have been 26,893,000 tons of freight passed into and out of this lake, against 26,313,000 last year, even though last year's period was two weeks longer than this, and though iron ore, the chief item of freight, is 800,000 tons less than in 1902. For September and the season to date the grain and flour movement has been as follows, with comparisons :

	Wheat, bush.	Flour, bbls.	Coarse grain, bush.	Bush, all.
Sept., 1903.....	3,172,963	686,312	2,063,798	8,325,165
Sept., 1902.....	7,976,177	1,172,621	2,402,431	15,555,402
Season 1903....	30,421,265	5,313,983	13,792,255	68,124,443
Season 1902....	40,444,267	5,888 456	6,616,911	73,559,230

The lateness of the season accounts, in part, for the small wheat movement for September, 1903. It is not now probable that the total movement of freight to and from Lake Superior for 1903 will exceed that of the preceding year.

Railroads vs Underwriters.

AS a result of the change in the system of insuring grain in the Western elevators, noted in a recent number of THE GROCER, a fight is on between the C. P. R. and C. N. R. on one hand and the Canadian Underwriters' Association on the other.

Formerly the railroad companies had nothing to do with insuring grain. They charged the regular storage rate of 1-2c. per bushel for the first fifteen days and 1-2c. for each subsequent thirty days or fraction thereof, and the grain men carried their own insurance. Now the companies have taken over the insurance, storage, etc., and charge ¾c. for the first fifteen days and ¾c. for each subsequent thirty days.

The underwriters resent this move as an invasion of their legitmate field and have struck back with the following resolution which is immediately operative :

"Be it resolved that where policies are issued to railway companies or transportation companies on grain in terminal elevators, double the ordinary rates shall be obtained or the railway companies given the alternative of paying the insurance companies the additional charge imposed this year to cover insurance, viz., one quarter of a cent per bushel for the first fifteen days or fraction thereof and one quarter of a cent per bushel for each succeeding thirty days or fraction thereof."

The grain men are expectantly watching for the next move by the railroads. It has been suggested that the companies will take their own risks on the grain in the new steel tank terminal elevators which are regarded as fireproof.

United States Crop Statistics.

The monthly report of the chief of the Bureau of Statistics of the Department of Agriculture, Washington, shows the condition of corn in the United States on October 1 to have been 80.8, as compared with 80.1 one month ago, 79.6 on October 1, 1902, 52.1 at the corresponding date in 1901, and a 10 years' average of 77.7.

The preliminary estimate of the average yield per acre of spring wheat is 14.4 bushels. The average quality of spring wheat is 85.5, compared with 87.7 one year ago. The preliminary returns indicate an oat crop of about 787,000,000 bushels, or an average of 28.4 bushels per acre, compared with 34.5 bushels one year ago, 25.1 in 1901, and a 10 year average of 27.8. The average for quality is 79.9, against 86.7 in 1902, and 83.7 in 1901.

The preliminary estimate of the yield per acre of barley is 26.4 bushels, against 29.0 a year ago, 24.7 in 1901, and a 10 year average of 23.8. The average for quality is 85.4. against 87.3 last year and 89.2 in 1901.

The preliminary estimate of yield per acre of rye is 15.4 bushels, against 17.0 last year, 15.1 in 1901, and a ten year average of 14.8. The average for quality is 88.4, against 91.8 last year and 89.4 in 1901.

The average condition of buckwheat on October 1 was 83.0, as compared with 91.9 one month ago, 80.5 on October 1, 1902, 90.5 at the corresponding date in 1901, and a ten year average of 79.7.

The average condition of flax on October 1 was 74.0, as compared with 80.5 one month ago.

The average condition of potatoes on October 1 was 74.6 against 84.3 one month ago.

The average condition of rice on October 1 was 90.6, as compared with 93.6 one month ago.

Valley City Mills.

The home of the **Pride of the Valley Flour,**
Manitoba Blended.

KERR MILLING CO., DUNDAS

DAVID SCOTT & CO.

CANNED GOODS BROKERS.

Invite Consignments and Correspondence.
Exceptional Experience and Unique Connections.

10 NORTH JOHN STREET.

1878 **Liverpool, Eng.** 1903

THE

Canada Flour Mills Co.

LIMITED,

CHATHAM, ONTARIO,

Cable Address "CHATKENT" **CANADA.**

Exporters of the Finest Winter Blended and Hard Wheat Flours.

CORRESPONDENCE SOLICITED.

Capacity Flour Mills, 1,000 bbls. per day
" Cornmeal " 600 " "

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 JUN .3 1904 New-Book p 6 page

TRY

WALTER THOMSON & SON FOR

Maple Leaf Rolled Oats

and all grades of Oatmeal.

Correspondence Solicited.

MILLS AT

Mitchell, London and Seaforth

ALSO . . .

Flake Wheat
Split Peas
Pot Barley
AND
Cornmeal
NONE BETTER

QUANCE BROS.

MILLERS,

DELHI, ONTARIO, CAN.

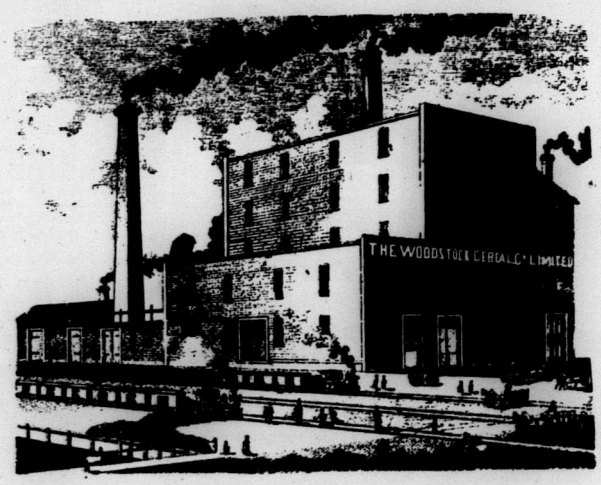
Our BRANDS of Wheat Flour are as follows:

"Moss Rose"
"Maydew"
"Ladies' Favorite"
"Cook's Friend"

CHOICE ROLLER PROCESS

BUCKWHEAT FLOUR and RYE FLOUR.

WRITE FOR PRICES.



The Woodstock Cereal Co.

Limited

Exporters to Great Britain, Holland, Denmark, South Africa, West Indies and Australia, of

Crown Brand Rolled Oats, Oatmeal, Split Peas, Pot Barley and Feed.

Correspondence Solicited.

Cable address: ROSSLAND. Codes: A. B. C. and RIVERSIDE.

WOODSTOCK, ONTARIO, CANADA.

BULK CEREALS.

The grocer who is "wise" pushes bulk cereals. There is a good deal more money in the selling of them, and the customer gets big value—far more for her money than when she buys package goods. Don't you see that a cardboard box can't make a particle of difference in the contents? Somebody has to pay for the package and the advertising. The grocer pays, for one — smaller profits. Think it over. It's worth while.

PEERLESS BRAND

Rolled Oats, Rolled Wheat, Cornmeal, Buckwheat, Family Flour.

The Wm. McCann Milling Company,

192 King St. East, TORONTO.

CANADA'S NEW FOOD

GOOD

Morning — Noon — Night

The Frontenac Cereal Co., Limited

Kingston, Canada.

Cereal Notes.

It is said that the erection of a new biscuit factory is contemplated at Waterloo, Ontario.

Stocks of wheat at Odessa are reported at 11,520,000 bush, against 2,809,000 on September 1 and 5,200,000 on October 1, 1902.

A. N. Reay, the Canadian representative of The "Force" Food Co., reports that general business in the Maritime Provinces is of the most satisfactory nature.

Mr. J. J. Golden, chief of provincial immigration, Winnipeg, estimates the average yield of Manitoba wheat for the south and east to be from 18 to 19 bushels per acre.

This Swiss Food Co. have been doing considerable very attractive advertising of late, and a handsome poster, recently issued by them, is commanding a good deal of attention.

There is some talk of The Ralston Health Food Co., New York, erecting a factory in Canada, and one of the leading food concerns in Minneapolis is understood to be contemplating a move in the same direction.

The National Biscuit Co., said to be one of the largest manufacturing corporations in America, has decided to open a branch distributing house in Canada. Winnipeg will be the site of the new branch, and a local man will be placed in charge.

The menu cards presented to their guests by The Natural Food Co. at their recent luncheon in Toronto give a very good illustration of their handsome factory at Niagara Falls, N.Y., and are very creditable specimens of lithographic art.

The output of The McCann Milling Co., Toronto, shows a great increase this season. Their shipments of bulk cereals of the "Peerless" brand were a surprise to a representative of THE CANADIAN GROCER who paid a recent visit to their King street mill.

The master bakers of Toronto are perfecting an organization having in view, it is said, an increase in the price or a decrease in the size of the loaf of bread. The retail grocers are keeping a careful eye on the bakers, and will take decisive action, if necessary, to protect their interests.

A few days ago Alfred Cooper completed the 25th year of his service with Christie, Brown & Co., Limited, during which period he was never late. In recognition of such faithful service and to mark the occasion, the firm presented Mr. Cooper with a very handsome gold watch and chain.

Christmas is not far away and wide awake grocers have been preparing for holiday trade for some time, making arrangements for new goods. Then with frost comes a demand for pancake material. Francis H. Leggett & Co. make special announcement on another page of goods specially adapted for the Fall and holiday trade. That house has an enviable reputation for high-class service.

VISIT TO A MACARONI FACTORY.

MACARONI is to most people a thing of mystery. There is something about the long, yellowish-white pipe-stems with the Italian name which whets one's curiosity. From what is it made? What is the process of manufacture? How are the holes got in the little cylinders? These are but a few of the questionings which suggest themselves when the subject of macaroni is broached. So when the representative of "The Grocer" was despatched to go through a macaroni factory, he was by no means loath.

After all, the mechanical process is simple—when you know how. Three very substantial, but by no means intricate, machines convert the flour and water—for such are the constituents of macaroni—into the cylindrical tubes or fanciful shapes in which we get the finished article.

But, simple as it seems, great technical skill is required, or the product will "go bad," as they say, and the labor will have been in vain, to say nothing of the wasted material. In the first place the right kind of flour—one rich in gluten—must be secured, and it should be milled in a particular way. Arriving at the factory, which is kept scrupulously clean, it is turned over to the charge of the Italian workmen, who look very smart in their suits of white duck.

The first process, that of mixing, is now begun. The flour is emptied into a large box-shaped steel mixer with a concave bottom holding about a couple of barrels. A sufficient quantity of hot water is added, and the whole thoroughly mixed into a dry stiff batter by a slowly revolving shaft with curved flanges.

When sufficiently mixed the batter is dumped into a large tray and transferred to the kneader.

The kneader is a great revolving steel pan about nine inches deep and 52 inches wide, in which are fixed heavy grooved rollers, which turn as the dough is carried round by the pan. The result is that the dough is worked up into a very tough but fine-grained consistency, and is after a half-hour's kneading ready to be moulded into the little cylindrical tubes.

The machine for this process is a particularly massive one, the principal feature of which is the heavy steel cylinder, about 10 inches in diameter by 2½ feet deep, in the bottom of which is the mould. Into this cylinder is placed the dough after coming from the kneading pan, to be slowly forced by a great machine-driven plunger through the mould at the bottom. The mould is a thick, heavy piece of copper, perforated by conical-shaped holes, in the centre of each of which is a heavy copper wire. By being forced through the hole and around the wire the macaroni is given its peculiar shape.

Varieties of moulds will give almost any shape of macaroni desired. One most interesting mould even turns out the macaroni in the shape of the letters of the alphabet.

On emerging from the bottom of the cylinder in a bunch of long ribbon-like tubes, the macaroni is caught over rods by deft workmen, cut off in regular lengths, and shaken out to be taken to the drying rooms.

There are a series of these drying and curing rooms, kept at certain temperatures and thoroughly ventilated, through which the macaroni must pass in the course of about a week before it is ready for the packing-room. Here it is cut up into the required lengths, weighed, packed and made ready for the market.

The whole process was particularly interesting, and the manifest cleanliness was most gratifying. Mechanical means were everywhere adopted with a view to eliminating any use of the human hand in handling the macaroni from the flour to the finished article.

NORTH AMERICAN SOAP CO., LTD.

A company under the name of The North America Soap Co., Ltd., has been incorporated and is preparing to open up business in Victoria, B.C. The company is capitalized at $250,000, divided into 250,000 shares. An issue of 85,000 shares is being put on the market. The amount of these are payable 25 cents on application, 25 cents on allotment, and the balance in calls not exceeding 25 cents.

The directors of the company are given in the prospectus as Charles E. Pooley, K.C., Cuyler A. Holland, George A. Kirk, Christopher Spencer, J. M. Bradburn (managing director). J. P. Mann is secretary. The company has been incorporated for the purpose of acquiring the sole and exclusive rights for the manufacture and sale of a newly discovered trade process for the manufacture of a soap or sanitary cleanser.

Boeckh's Standard Brushes

Paint and Household Brushes, Toilet, Machinery and Factory Brushes, Horse and Carriage Brushes, etc. Boeckh's Bamboo-Handled Brooms, Hair Brooms, Stable Brooms, Whisks, etc., prove that "from the good of the goods comes the satisfaction of the purchase." They are so favorably known to the trade from Halifax to Vancouver that it is only necessary for us to remind dealers that we guarantee the fullest satisfaction, both to retailer and consumer.

NO BIG WORDS, NO HIGH-SOUNDING CLAIMS, NO MISREPRESENTATIONS. WHAT WE SAY IS TRUE, WHAT WE PROMISE IS FULFILLED.

If you require anything in a hurry and cannot wait for our representative to call on you, write us direct and your order will receive prompt attention.

UNITED FACTORIES, Limited,

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: 80 York St., TORONTO, ONT.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St

"Gran' for the Morn's Mornin'"

"Wee McGregor's"

FEDERAL ENG. OTTAWA-

Breakfast Food

The F. J. CASTLE COMPANY, Limited, Wholesale Agents, Ottaw.

48d

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

WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.

Polishes without brushing, thereby saving time, labor and brushes.

"GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY. FINEST QUALITY.

For Sale by all Wholesale Grocers.

WASHING SODA

that turns out of the package **CLEAR, DRY** and **CLEAN.**

BAKING SODA

that shows **WHITE, FREE** and **PURE**

are what Grocers insist upon, and that is why **BRUNNER, MOND & CO.'S BRAND** has always kept

FOREMOST PLACE

Winn & Holland

MONTREAL **Sole Agents for Canada**

The Canadian Honey Industry

By Morley Pettit, Belmont, Ont.

TAKING for granted that those outside the bee-keeping profession with whom I have talked are honest in their declarations, bee-keeping and the production of honey is a business about which there is a very wide-spread lack of knowledge. Almost everyone has an ancestor on some branch of the tree who used to have bees, and what a time they had "swarming them" and getting stung! and what jars of delicious "strained" honey were kept on the pantry shelf!! That unfortunate word! Even the leading market reports of this twentieth century still quote extracted honey as "strained," an adjective which savors of the mangled comb and crushed bees, brood and pollen of the dark ages of bee-keeping.

Bees are mentioned in history almost as early as men and women and their honey has long been used as food; but only within the last half century, or since the invention of the movable-comb hive, the honey-extractor and other modern appliances, has bee-keeping begun to take its stand among the other industries of the land. Out of such small beginnings as the garden apiaries of our forefathers it has grown until the annual output of honey is counted by tons and carloads. By the specialist, bees are kept in apiaries of 80 to 100 colonies each, placed at intervals of three miles and upwards to avoid overstocking the range. One expert can, with unskilled help, manage two to six such apiaries and secure in one season from nothing to four or five tons of honey per apiary, according to the multitude of conditions, weather and otherwise, which control the honey crop.

The secretion of honey begins in Spring with the earliest bloom and continues at intervals in the more favored sections until September frosts. The two main honey flows which affect the markets, however, begin in June and August. These are respectively the white and dark honey flows, commonly known as white clover honey and buckwheat honey. The former is gathered from the blossoms of the clovers, principally white and alsike, and to a limited extent from basswood and thistle. The latter is from buckwheat, boneset, goldenrod and other Fall blooming plants.

Nectar of flowers is to ripe honey almost what sap is to maple syrup. It reaches the hive in a very thin condition and requires thickening and some digestive treatment by the bees. A great number of the hive workers arrange themselves in such a way that they can make a current of air through the hive with their wings. This fanning cools the hive, cures the honey, and incidentally produces the pleasant roar heard in the apiary at night, after a busy day. When properly ripened the honey is capped in the cells of the comb and may be extracted at any time.

Now the apiarist removes the combs, each containing six to eight pounds of honey, from the hive to the extracting room, "uncaps" them with a suitable knife and extracts the honey from them. The "extractor" is a machine which revolves the combs rapidly, throwing out the honey by centrifugal force and leaving them empty but unbroken. It is the possibility of using large combs and using the same ones again and again which allows extracted honey to be produced much more cheaply than comb honey.

Morley Pettit.

The peculiar characteristics of honey are its great affinity for moisture and its granulation or "candying." On account of the former some care must be taken in selecting a storeroom. First and last, it must be dry. Heat in the room is not necessary, but is advantageous in that, other things being equal, warm air is dryer than cold. Honey exposed to a moist air becomes thinner every day and will eventually sour. Heat, of course, retards granulation, and a sufficiently high temperature restores it to the liquid form. On the other hand in reliquifying a temperature above 150 degrees F. is unnecessary and injures both color and flavor of the honey. Granulation is a process of crystalization hastened by cold, by jarring or stirring and by exposure to the air. If heated to a temperature of 150 degrees F. until all granules are removed and sealed in bottles at that temperature, honey is said to remain liquid indefinitely.

Honey is produced more particularly in the older parts of Canada, but wherever mixed farming is carried on and the plants above mentioned are grown bees may be kept with profit, provided they are given sufficient care. Of course, in the colder parts they need more protection and, being consumers only for a longer period of the year, a smaller profit is realized.

The sweet product of the busy little bee is becoming more and more a staple food and is being placed on the market through the ordinary channels followed by other staples. The output is generally a pretty even one, for a failure in one part is often accompanied by a good yield a few miles away, so that the annual crop is fairly well averaged up.

OYSTERS AND THEIR AGE.

A wholesale dealer was sizing up an invoice the other day. "There are some old fellows in that lot," he said, as he shoved to one side some abnormally large ones. He picked up one and measured it. The shell was eight inches long. "The age of an oyster has absolutely no effect on its quality," he said. "It doesn't get tough with age like the higher order of animals. How long does an oyster live? Well, I could not say exactly. I have known oystermen to claim that an oyster undisturbed in a neglected cove would live for 25 years before it finally died of old age. And an oyster of some types keep on growing all the time. I have seen some that measured nearly a foot in length."

AN EVIDENCE OF CIRCULATION.

An example of the far-reaching circulation of "The Canadian Grocer," was afforded the other day by the fact that The Auer Light Co., of Montreal, received an inquiry from a firm in Patras, Greece, by the name of Arsenis & Co. Only a few days previously they also received an inquiry from K. Varathargulu Naidu, Ulsoor, Bangalore, India. Both these firms have excellent references.

The Japanese breed turtle artificially. They are different from ours. The habits, however, are the same.

Fish have been resuscitated after freezing at 12 or 14 degrees Fahrenheit, but do not survive zero temperature.

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

ROYAL BAKING POWDER CO., NEW YORK.

Elements of Good Salesmanship

By L. D. Vogel, St. Louis.

GOOD salesmanship is so essential to all lines of business, and so worthy of intelligent study and execution, that the calling, to my mind, is lifted to the dignity of a profession. First, let me say that the definitions of salesmanship which I shall offer are not my own, but quotations from what I have read; and, coming as they do from salesmen of experience who have been successful, they are entitled to respectful consideration.

Thinking it will add to their interest, I will explain that some months ago a prominent magazine devoted to the subject of advertising offered a prize of $25 for the best definition of "Salesmanship." Many replies were received, and copies of them, with the names of contestants, were placed in the hands of J. B. McMahon, vice-president and sales manager of The N. K. Fairbank Co., who consented to act as judge. He awarded the prize to the following, as embracing the most essential qualifications of a good salesman:

DEFINITIONS OF SALESMANSHIP.

"Salesmanship is the quality in a man—partly inherent, partly acquired—whereby he is able to successfully introduce, interest in and sell a prospective customer any article or commodity."

I will quote a few others, which impressed me as being particularly good, and which I singled out of many and copied:

"The ability to sell goods, or other property, in a straightforward manner, with satisfaction to all concerned and with the least expenditure of time and money, but having always chiefly in view the benefit to be derived by the person for whom the property is sold."

Another: "Salesmanship is that quality in a salesman which enables him, in the shortest space of time, to place in the possession of his customer the greatest amount of satisfactory merchandise, and in the coffers of his employers the greatest amount of profits; while at the same time preserving the lasting good will and respect of his customer."

Bear in mind, please, that a salesman is not in the salesmanship class, according to this authority, unless he can both make a profit for his employer and preserve the lasting respect and good will of the customers.

Another definition that, it seems to me, contains many good points, is as follows:

"Salesmanship is the science of putting into each day's work honesty in speech, loyalty to employer, the hustle of modern civilization, of watching your weak points, of strengthening them, of not only keeping your customers but gaining new ones, of being at all times a gentleman."

It has been my pleasure to meet many salesmen—in our office, during my travels, and at the jobbers' and manufacturers' conventions—and a more courteous and pleasant lot of gentlemen it has never been my pleasure to become acquainted with. It is a universally recognized fact that the standard of salesmen has been greatly elevated with the march of time—as to character, ability and intelligence—in proof of which it is not necessary to refer to any other fact than that men not possessing these qualifications cannot find room in the ranks of any reputable firm's travelling force. Furthermore, many of our largest and most successful business firms are composed of and managed by former travelling men.

I will tax your patience with one more quotation, and this one, to my mind, is as true and good as it is terse:

"Salesmanship is ability to make sales; its attributes are health, honesty, courtesy, tact, resource, reserve power, facility of expression, a firm and unshakable confidence in one's self, a thorough knowledge of and confidence in the goods one is selling."

Certainly, none of us will deny that a good salesman must know his goods so well and have such confidence in them that he can convince the merchant that he needs the goods; then he must enthuse him in such a way that, after he does purchase them, he will push them.

Permit me to add that, in addition to the qualifications named in the definitions quoted, if a man is fortunate enough to possess in a marked degree the following he has, in my opinion, the qualities which go to make up what some men term a "crackerjack": Prudence, magnetism, ability to gain confidence, the art of reading human nature, judgment to comprehend a customer; in other words, the faculty of a quick perception of character.

VALUABLE QUALIFICATIONS.

It has been said that the eye photographs impressions on the mind instantly. Pleasing impressions are always strongest and most lasting; therefore, it is wise for the salesman to attain the strong combination of good dress and good manners, coupled with sincerity which latter is indispensable to lasting success. A well-groomed, courteous personality attracts; sincerity convinces. Cheerfulness is a valuable element in salesmanship; people like it—it appeals to them.

CREDITS.

A good judgment as regards credits while mentioned last, is by no means the least of the desirable qualifications for salesmanship.

Competition is keen; there is a great anxiety to do business. Firms employ salesmen for that purpose, so they are anxious to make sales and make them as large as possible. It never did require much capital to start a store. A merchant should not have all his capital on his books, as he can never figure on prompt collections, but is always asked to meet his maturing bills.

It is certainly wise for the salesman to study the credit feature, to get all the information possible on the point and to impart it to his firm in detail, whether good, bad or indifferent. There is no information that a credit man values higher or that is of more assistance to him in determining upon credits, collections or extensions than that obtained from a travelling salesman. I speak from experience on this point.

THE PERSONAL EQUATION.

Coming in personal contact with the merchant, the salesman can form an estimate of his qualifications for success, his character, ability and condition and extent of his stock, the way he handles his customers, the trade and crop conditions prevailing in the section where he does business. A knowledge of these particulars should be studiously sought after by the salesman and transmitted to the firm he represents. He should express his opinion fully and state on what he bases it. It is a fact that it is the prevailing opinion that few travelling men have the ingenuity or take the trouble necessary to equip themselves as good judges of credits. I have always asked our men to give this their best thought; a hazardous account is worse than none—to be ever watchful of a man's condition—whether it be a new customer or one of long standing, for some of our greatest losses have been with customers of long standing whose condition has changed with time.

The value of the service of any man, be he traveller or office man, is measured by the net results of such service, and certainly the losses on a man's sales are an important factor.

Quoting from the sayings of a wise man, "The principal thing to strive for is wisdom." Next to that the thing we are all working for is the almighty dollar. The salesman is human, he wants his

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Per Schooner "ARCTIC"
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FOR PRICES, ETC., APPLY

The Dominion Molasses Co.,

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Where all communications, orders and remittances should be sent.

ENTERPRISE on an article is a Guarantee of QUALITY

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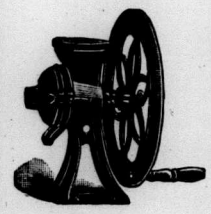
Bone, Shell & Corn Mill



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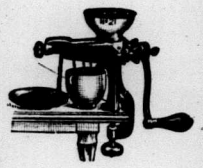
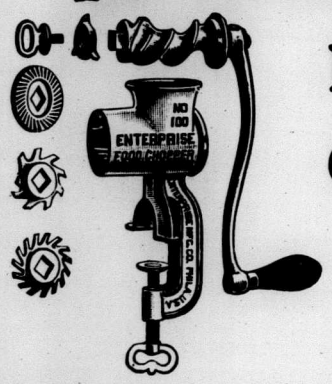


No. 21, $2.50



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

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Cherry Stoners
5 Sizes & Styles

No. 1, $7.50 doz.

Rapid Grinding & Pulverizing Mills
45 Sizes & Styles for Hand & Power, $1.25 to 300.00

No. 2½, $4.75

New York Branch, 10 Warren Street

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

San Francisco Branch, 105 Front Street

share, and the employer who does not cheerfully give it to him makes a mistake.

FIRST-CLASS SALESMEN NOT NUMEROUS.

Little difficulty is experienced in producing satisfactory clerks in the evolution that takes place from the time a lad begins his business experience in the position of office boy advancing in rotation—if he is of the right stuff—as vacancies in higher and more responsible positions occur. But few of them develop the characteristics and tact necessary to give them entrance into the ranks of salesmen and fewer still can ever be classed as particularly successfully salesmen. We can advertise for a clerk for most any department of our business and obtain enough responses to enable us to select a suitable person.

But our experience, and that of many business men that I have spoken with on

Mr. O. Lefebvre, founder of The Ocean Mills.

the subject is, that first-class salesmen are not so numerous and are difficult to obtain; therefore, the employer who has a satisfactory force of salesmen is to be congratulated, and it behooves him to make them satisfied as well as satisfactory.

There is no royal road to success in any vocation. Industry, capacity, power of adaptation, the ability to put forth what is in us, the faculty of utilizing our gifts will bring success. In the vast majority of failures there is a lack of motive power, a disposition to take it easy.

THE EASIEST WAY TO COURT FAILURE.

is not to strive for success. The qualities which bring success to men in their chosen vocations are the qualities which make it possible for such men to make their way into those vocations. The man with ability and grit will succeed. The man who does not get discouraged easily is the boss of the man who does. Enthusiasm is something that cannot be bought, because it is priceless.

Opportunities come often in disguise and disclose their possibilities only when a man has made them expand by the force of his zeal and thoroughness. It has been written that "A pound of energy with an ounce of talent will achieve greater results than a pound of talent with an ounce of energy."

TRAVELLING MEN THE HEAVIEST EXPENSE.

Speaking for our firm, I will say the salaries and travelling expenses of our travelling men are the largest items of our annual expense account. Practically, the question of whether our business shall show a profit or a loss hinges upon that. We must rely, therefore, upon the ambition of our salesmen to lead them to make strong efforts to reach a larger volume of sales and keep their travelling expenses as low as consistent with the representation of our firm, and, as a consequence, pave the way to a better salary for themselves.

In conclusion, I will quote for the salesmen, one verse from a poem by Sabin:

Success shall come to him who waits;
But not to him of folded hands—
To him who hopes but hesitates,
And simply by the roadside stands.
Success is won by effort strong;
By unremitting, earnest stress.
The way it travels seems o'er long?
To haste its course, go meet Success.

To the employer it is not well to quote poetry—it's not what he wants. His desire is for profitable business. He can do much to help the salesman meet Success.

HOUSE MUST AID SALESMEN.

A salesman's efforts can be supplemented by the firm employing him. Proper attention and treatment of the customer by the house will certainly strengthen their position. There are so many ways. Setting aside the question of equipping a man with salable goods and proper prices, the attention an account receives by the firm in any and all of the departments of a business has a vast influence on the efforts of a salesman. Modern and thorough business methods suggest so many excellent ways of doing what is right and proper that it must be a careless man indeed who does not give this subject thought and attention.

And the house should not only give attention to those that the traveller sells, but those as well on whom he calls and does not sell. It is certainly important to give attention to prospective customers, and the firm can often put on the final touch needed to supplement the efforts of the salesman and open up a desirable account.

TO THE BUYER.

To the buyer I will only say: The travelling salesman, if he is a gentleman and has not proven himself unworthy of your confidence, deserves courteous treatment and all the encouragement you can afford to give him. He calls on you because it is his business and, in most cases, his pleasure also. There can be cited plenty of cases in which the buyer suffered more by discourtesy than the salesman against whom it was directed, whether thoughtlessly or intentionally.

THE OCEAN MILLS.

The starch manufacturing industry of Canada, which has developed greatly in the past decade, has had no greater supporter than the Ocean Mills of Montreal. The mills were established some five years ago by Mr. O. Lefebvre, who, making a specialty of the manufacture of Chinese

Mr. Geo. Dufoy, of The Ocean Mills.

starch, has made an enviable place in the Canadian market and in addition created a demand in many other parts of the world for his special brand.

The output of the Ocean Mills has increased in such a rapid fashion that Mr. Lefebvre now exports largely to England, France, South Africa and the United States. The specialties exported are: Chinese Starch, Ocean Baking Powder, Ocean Corn Starch, Ocean Borax, Ocean Cough Syrup, Ocean Liquid Blue, and Ocean Cigars.

All these commodities, of Canadian manufacture, are not only distributed all over the Dominion, but are finding great favor in the United States, and entering into successful competition with similar products in that country.

The establishment is situated on Mount Royal avenue, Montreal, and agencies are established all over the Dominion.

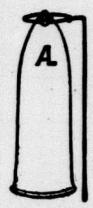
OUR TRADE A MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE A MARK

A Statement of Facts.

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.



We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.	Coal Oil Mantles.
Oil Gas Mantles.	Gasolene Mantles.
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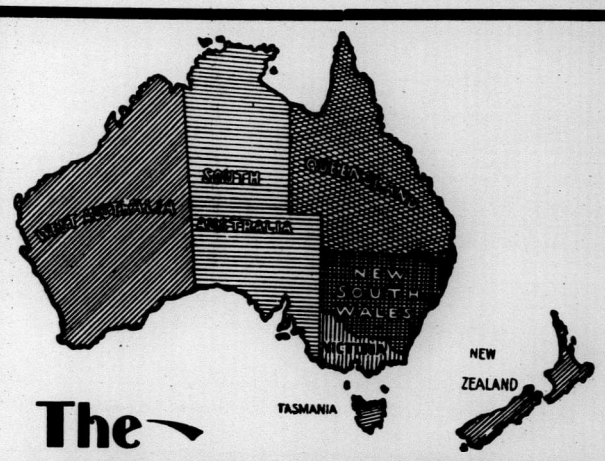
In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.



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J. M. DOUGLAS & CO.,
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beg to advise the trade that they always carry in stock pints and half-pints of this article and will be pleased to answer all enquiries for same.

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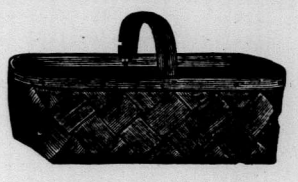

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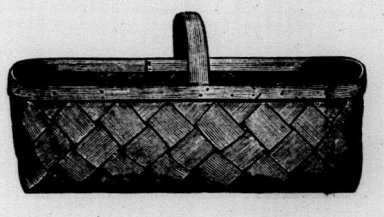

are always wide-awake and ready to fill your order for any quantity of Baskets. Quality—**THE BEST.**

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

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(PRIZE MEDAL)

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Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

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Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

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is sorry that your postal card asking for sample and price of

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has gone astray.
—Drop another card and
—your sample will come.

Brewery: LONDON, England.

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204 Board of Trade, MONTREAL.

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Prescribed by all the leading physicians, and sold throughout the world.

For terms and descriptive advertising matter apply to our agent—

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SOLE MANUFACTURERS,

BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

System Hints for Small Stores.

NO matter whether a store be large or small, system is necessary to its complete success. "Time is money," whether it be the time of employer and a single clerk or of help whose numbers run up into the thousands. No matter how small a business a merchant may be doing, he should seek every possible method of saving time and effort.

It may be that the store could be better arranged, that by changes here and there one clerk would be enabled to wait on a greater number of customers. Stocks that are closely allied may be too far apart. There may be unnecessary difficulty and delay in bringing out the reserve stock. There may be too much of a go-as-you-please air throughout the establishment. The boss may not be sufficiently exacting. He may be too lenient with himself, as with his help.

Under such circumstances a business cannot reap all the success to which it is entitled.

HAVE A SYSTEM.

Put in operation a thorough going system, by which the efforts of all hands shall be measured and braced up and the results will be surprising even to those who are most interested.

How many merchants in a smaller way are running their stores on the watchful lines adopted by the big establishments? A limited number, we believe. Yet is there no reason why the smaller merchant should not know as much about his business every day as does the head of an

WHAT SYSTEM WILL BRING.

You will not overbuy.
You will keep your stock down.
You will be able to gauge future needs by reference to previous figures.
You will know what each one of your salespeople is doing.
You can tell whether your expenses are too large for your business.

immense establishment whose supervision is exerted by means of the reports that are put into his hands by the heads of various departments.

Constant figuring is essential if the best results are to be reached. Without frequent observation of gauges and signals the engineer is liable to find himself grievously behind time when his train rolls into the shed.

DEAD STOCK ISN'T MONEY.

The old idea of merchandizing was to buy goods as low as possible and sell them for the best price obtainable. How long they were kept in stock before selling did not make much difference. To-day the conditions are entirely changed. The less merchandise a storekeeper has beyond what is necessary to fill the immediate wants of his customers the better. Reserve stock is reduced to a minimum.

Having got his stock necessities down to bed rock, and having a record of his purchases for each week of the preceding year, he is possessed of a guide by which to gauge his buying for each period as it comes along. He is consequently far less likely to overstep the purchasing mark than he was before he got his system into effect.

HAVE A BUYING LIMIT.

We have got to talking about buying, so we will continue with this subject before taking up other details. You know the buyers in every large department store are given a limit per week for the amount of their purchases—a limit which must not be exceeded without express permission of the firm or the merchandise manager, if there is one.

The retail merchant who is his own buyer ought to limit himself in the same way. He ought to bring about as close a relation as possible between his purchases and his sales.

Of course, there will be times, especially at the beginning of each season, when the purchases will exceed the sales. Take care, however, that at other periods the sales exceed the purchases.

WATCH YOUR ORDERS.

When you place an order with travelling salesmen, or when you are buying in the market, always take a duplicate or copy of your order. Figure up the order as closely as possible and see how much it amounts to.

Many a time a merchant is greatly surprised, not to say worried, by the amount of the invoice when it comes to hand. He "had no idea that he was buying as much as that." He got carried away by the attraction of the goods, or the low prices, or the persuasive arguments of the salesman.

KEEP A RECORD.

Keep a record of all goods on order, and as the goods are received, mark them off on this record, so that you can tell at any time just what amount is coming to you.

Another way in which the buying can be more carefully gauged and kept within bounds is to have the stocks divided, so that you can see how much has been bought of certain classes of goods that are closely allied.

We don't mean to say that in a small store the stock should be divided and subdivided to the extent that necessarily prevails in a large establishment, but no matter how small a store is, we strongly advise that it be departmentized up to a limited extent. In other words, the records of purchases and sales of certain stocks should be kept separate.

It is not necessary, as the big department stores do, to divide the expenses or cost of doing business among these stocks, making each pay its share.

SYSTEM IN NUTSHELL.

Keep copy of all orders.
Figure out amount of each bill before confirming order.
Keep record of goods on order.
Divide stock into four (or possibly five) departments.
Enter cost of all merchandise received under department to which it belongs.
Have separate accounts for chief items of expense.
Use separate salesbook for each salesperson—a salesbook for each and every salesperson in each and every department.
Keep daily records of sales of each and every salesperson.
Keep daily records of sales in each and every department.
Have sales entered in book at week's end, opposite amounts of invoices of goods received.

Whether this should be done or not depends on how much taste for statistics and bookkeeping may be possessed by the merchant or by the employe who takes care of the figures.

Remember, however, that it is a great mistake to have one's bookkeeping too complicated.

We advise putting the stock into four or five divisions, placing the allied lines together.

CHARGED TO RIGHT DIVISION.

When the bills come in and the goods have been examined, the amount of the purchases must be charged to the department to which the goods belong.

CAN COMPARE.

As the weeks go by the amount of your purchases for each department being entered in your book, you know exactly how much has been bought for each. Next year you will be able to compare each week or each month and ascertain whether your purchases are running ahead of last year or not.

This is a guide worth having. Yet it costs very little trouble to obtain.

OTHER OUTLAYS.

Of course you will keep a record of all other outgoings. You will, if you are wise, keep separate accounts for

Rents, insurance and lighting,
Salaries of help,
Freight and expressage,
Delivery of merchandise, and
Miscellaneous expenses.

DRAW A SALARY.

The proprietor should draw a salary every week, covering the expenses of himself and family. This salary should not be too low. It is a mistake to try to economize too much.

The merchant should avoid an appearance of penuriousness. It is to his interest that his public, while not extravagant, should spend their money freely, and he should set them an example. He should be well dressed and have an appearance of comfortable living and prosperity.

An austere man, who looks as if he denied himself all the good things of this world, whose clothing is worn and out of date and his whole appearance pinched and frugal, is not likely to cause the pocketbooks of his customers to open wide.

It pays the merchant in other ways to look prosperous, to have his wife well and fashionably dressed, his children becomingly attired and his house in good order within and without.

Moreover, if you are well dressed and comfortably housed and fed your manner will be more genial, your spirits better, you will be capable of more work and will have a good influence on your customers when they come into your store.

TREAT YOUR HELP WELL.

In a modified manner apply the same principles to your help. Do not expect people to work for nothing. Overpay rather than underpay. Let it be known throughout your town that you are a kind, considerate employer, that you treat your help generously, and that your store is a "nice place to work in." You won't lose by it, depend upon it.

AS TO THE RECEIPTS.

Now we have talked about the outgoings, let us consider that more pleasing subject, the incomings.

You will, of course, have to separate your sales so that the total of each day's dealings may be credited to the department in which they are made.

You will also need to keep the sales of each salesperson separate, so that you can keep track, day by day and week by week, of what each is doing—whether running ahead or falling behind.

For this purpose you must have a salesbook for each clerk. Furthermore, if the clerks sell all over the store, or if at lunch-time they replace each other behind the counter, you will need a salesbook for each clerk in each department.

This is a very simple matter and is easily arranged.

ENTERING AMOUNTS OF SALES.

During the day the amount of each salesticket should be entered in a book to the credit of the salesperson by whom the sale was made. In another book, to the credit of the department, place also the amount of each sale.

If a business is active, the entering up of the last tickets and the totalling of the amount can be done on the following day.

The total amount of sales of each department must be entered in the book in which the department figures are kept, to the credit of each department, the amount being placed opposite the purchases. These entries may be made daily, or the sales of the week may be footed up and entered then.

At the end of the week the sales of each clerk should be totalled up and a copy of the record given to each clerk. This will establish a feeling of rivalry, one salesperson trying to beat the sales of another.

When the system has been in operation a year the clerk will be informed by these figures that he has beaten his sales for the same week last year—in which case he will be proud and enthusiastic—or that he has fallen behind—in which event he will be spurred to greater endeavor.

If he is not, you have the remedy in your own hands. You know just what each clerk is doing and whether they are "making good" or not.

You will also have an accurate idea as are moving fast enough and in which department there is any lagging.

You will also have an accurate idea as to whether you are buying too heavily, or whether you can afford to launch out on some special line of goods that may be offered to you.

GROCERY STORE SIGNS.

ALTHOUGH, judged by their own practice, many tradesmen seem to think light of the sign as a means of bringing trade to their shops, most of them would probably agree, in theory at least, that the shop-sign may be made an important adjunct to the success of a business. We are disposed to think that greater attention to the shop-sign is more than likely to be followed by good results.

The essential features of a sign are that it shall record the name of the proprietor of the establishment, and the nature of his business. But this fact is by no means generally recognized. Many signs do not advertise the name of the proprietor of the shop; others advertise his name only.

In the case of a grocer, the name should be so placed that it cannot be obscured by displayed wares. It is quite a common thing to see a sign, especially over a country grocer's store, entirely hidden by a row of pails or such like articles. Such a sign is worse than useless. The name of the proprietor should not merely be visible, it should always be prominent. The name may also be shown on the windows, but this should be in addition to, and not in place of, the sign proper over the front door. The distance of a signboard from the pavement is necessarily determined by such circumstances as the height of the shop, the width of the street, etc. In this age of fast traffic it is essential that the sign bearing the name should not be hung low. In narrow thoroughfares a protruding sign is the best. In the sign the principal part of the business should be the most prominent, the departments should as far as possible be named.

Good and expensive signs are often met with showing evidences of neglect, and the public are apt to regard this as indicative of the general condition of the shop, and to conclude that the business cannot claim their confidence.

The ease with which names in enamelled letters on windows get dilapidated rather discourages their use. One or two letters missing from a name may produce amusing and striking results, but hardly such as to encourage persistence in this form of advertisement.

Care should be taken that the sign is clearly seen at night. This detail is frequently neglected. Whatever illuminant is employed, the name of the proprietor or the nature of the business, as the case may be, should be thrown into prominence. The common practice of placing the name of the shop on the lamps is also to be commended.

A brass name-plate on the window-sill is a good form of advertisement, but it is unsuitable for many grocers who have outside displays of stock. A good name plate on the door is useful, and when there is a step leading up to the door a plate may be placed there with good effect.

It has been learned by referring to back records that diamond back terrapin sold for 12½c. each in the year 1850. They are slightly higher and less plentiful now.

The second largest fresh water "pearl" ever found was taken recently in the Clinch River, near the town of Clinton, Tenn. It weighed 117½ grains—profitable fishing. The largest fresh water pearl ever found was taken from the Black River, Arkansas, two years ago.

British Columbia Salmon

TWO BRANDS WHICH WILL HELP YOUR BUSINESS

Maple Leaf
Lowe Inlet

The British Columbia Packers' Association,

VANCOUVER, B. C.

SCHEPP'S COCOANUT — EDELWEISS BRAND

QUALITY FIRST

Schepp's Cocoanut.

Packages and Bulk

The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN

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

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.

Competition and How to Meet It

By Thomas Crellin.*

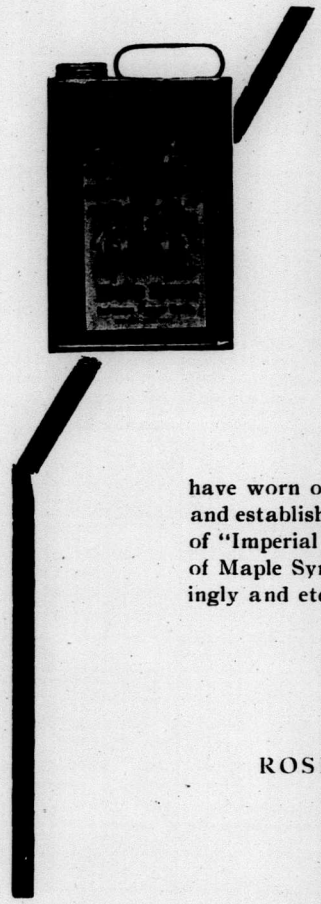
THAT we live in an age when competition is more rife than at any other period of our national history must be patent to all observers. That we are likely, as individual traders, to meet with still more competition is also apparent. Some writers tell us that the death-knell of the single-shop grocer has been sounded; that with large combines, such as grocery and provision syndicates, co-operative societies, etc., ruin will eventually be the lot of the smaller tradesman. It seems strange to me that the press has little or nothing to say in the way of educating or encouraging the private traders as to ways and means whereby they may hold their own against all comers. I take it that one great reason why the press does not espouse the cause of the smaller tradesman is that the very forces arrayed in such strong force against him are the best customers to the advertising columns of the newspaper or trade journal, and it is but natural to suppose that newspaper proprietors are like grocers themselves—that they do not want to fall out with what we term our "bread and butter." All this means that if the private traders are to survive, they will have to cheer, encourage, combine, and inspire each other: or, as the old proverb puts it, "God helps those who help themselves." That we may so help ourselves is the object of the writer of this paper. It may not be out of place to take an object lesson or two from another kind of fight that we as a nation were engaged in some short time ago. I refer, of course, to the Boer War. We have no occasion to recount the disasters that befel our troops time after time; yet it took us a long time to learn that, if we meant to be victors, we must have guns of as long or longer range than our foemen. We had to learn many things from our enemy's tactics, such as new methods of entrenching and taking cover. So in like manner with us as private traders, it must be a case of finding out the secrets of our rivals' strength, the weapons they fight with, and how they are entrenched. And then, in turn, we must go in, if possible, for guns of as long or longer range. A very catchy advertisement which some of these company traders put is that they sell cheap because they buy in big quantities, get special terms, and, therefore, they can supply customers as cheaply as the ordinary grocer can purchase his wares. In our present position we cannot totally deny this form of bounce, although it may be, as it often is, a mixture of truth and error. We are often puzzled to think how it can be that these companies can take a big shop at a big rent, have the shop fitted up in elaborate style, hire expensive servants, and yet can undersell the ordinary grocer, pay dividends, and seemingly flourish. It must strike us often that, all other things being equal, the man who owns his own shop should go ahead of those shops that are managed by hired servants. The great inequality, therefore, must come in in the methods of buying. The great gun, or "Long Tom," of our rivals seems to be, "Better buying because of special terms for large quantities." Can we get a "Long Tom" to match or outrange them? And, if so, how? That seems to be the next thought. Can we fight them, and hold our own? To this question I emphatically answer, "Yes, most decidedly so." If we use the right weapons, nothing but inertness can hinder us. Meet combine by combine! Let us be able to buy as well, and I have no hesitation in assuming that we can sell as well, for, as I have already stated, he that is master in his own ship can manage better and be much more economical than hired servants. One instance out of scores that may be quoted I give as typical of what we now suffer from. I had supposed that by buying a gross lot of health salts from a certain firm direct, with a quantity of other goods, I could get it cheaper than by buying per dozen from local wholesale men. In place of that, I found I paid rather more by the gross than I had in some cases by the dozen. I wrote for explanation, and found that if five-gross lots were ordered there and then only could I get their best terms, which meant that there would be a saving of 7½ per cent. between one and five gross lots. We could multiply such instances, and we are safe, I think, in assuming that in at least one-third of our turnover we could, by organized, combined buying, save 7½ per cent. This alone would mean to very many the difference between poverty and affluence. As to practical methods how to get such a scheme in working order, I would suggest that our association consent to the forming of what might be termed "Workington Grocers' Association Amalgamated Buyers' Department." Appoint someone as secretary of this department, and allow him ½ per cent. or 1 per cent. of the discounts on all goods he may order. Those wishing to buy direct to correspond with secretary, and, if reply wanted, in all cases to prepay postage. All who could do business on these lines to pledge themselves to pay promptly, so as to secure manufacturers' best terms. That no business could be done unless these conditions were observed: that none but members of the association be members of the combine; that memorandum forms be printed with something like the following matter:—"Workington Grocers' Association Amalgamated Buyers' Department. Formed for the purpose of getting the best wholesale terms either by prompt cash or short credit." With such a system we could negotiate for best terms for flour, sugar, tea, lard, candles, soap, starch, blacklead, blue, metal polish, tobacco, tinned goods, and very many other goods that we handle. That combined buying is done on a small scale by a few I am correct in assuming, but there is no organized system, I am assured. Surely the trend of the times points to the stern facts of the case, that without organized combination in that which to us means bread and butter we are, I take it, likely to become submerged. That combination can in no way so effectually help us as by being able to buy in the best markets on the best terms. Hoping that these crude suggestions may lead to some practical results in the forming of a buyers' department, I now close with fraternal feelings to all connected with our Grocers' Association.

*From a paper read at the Workington (Scotland) Grocers' Association.

THE LOBSTER INDUSTRY.

No less than 224,900 live lobsters from Cape Breton and Nova Scotia were, this year, shipped to Portland, Maine, says The Sydney Post. This is 15,000 in excess of last year. This branch of the lobster fishery, which is comparatively new, is becoming a very important one commercially.

The annual expenditure for this delicate, yet hardy, inhabitant of the Atlantic coast is stated to be about $10,000,000. While the lobster is distributed to some extent from the Straits of Belle Isle on the north to the Cape of Delaware on the south, the greatest number are caught in the waters of Nova Scotia and Maine, and the chief markets are the cities of Boston and New York. The high prices at which they are sold, being in reality 90 cents a pound for the food, and the diminishing size of those offered, are conclusive proofs of a decrease in the supply. A recent report shows the average catch to have been 84 per pot in 1901, and 33 in 1902 in Massachusetts.



YEARS

of "Imperial Brand" Maple Syrup Success

have worn off the sharp corners of doubt and established the goodness and reliability of "Imperial Brand" as one of the chapters of Maple Syrup history that will everlastingly and eternally stick.

ROSE & LAFLAMME,
Agents,
MONTREAL.

THIS IS THE BOTTLE

"PATERSON'S WORCESTER SAUCE

is one of the most delightful table condiments sold." So says a famous chef. This is one reason for its great sale.

Rose & Laflamme, Agents,
MONTREAL.

LIPTON'S TEAS

Have the largest sale in the world.
Direct from our own gardens.

NO FIRST-CLASS GROCER CAN AFFORD TO BE WITHOUT THEM.

WRITE TO THE AGENTS—

Laporte, Martin & Cie., - - - Montreal.

"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

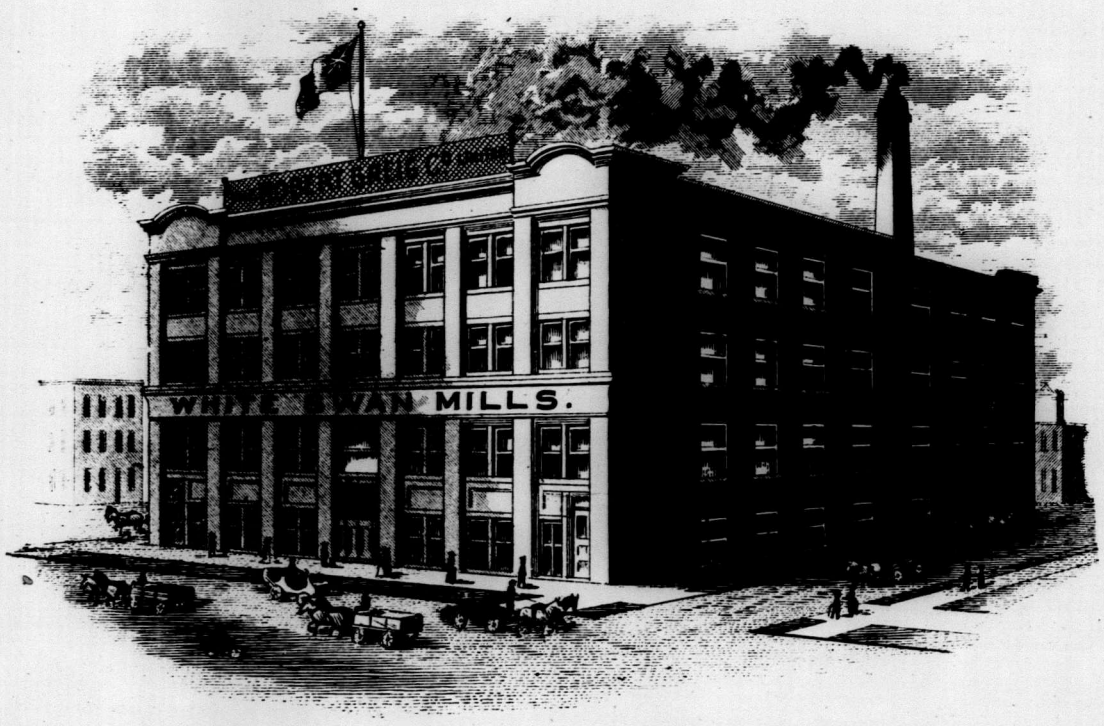
Quinine in a palatable form—50 years' reputation.

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

A Model Factory.

THE building recently erected by The Robert Greig Co., Ltd., on the extension of the west end of Pearl street and corner of Duncan, is a decided addition to the business architecture of Toronto. Centrally located, on the old Upper Canada College grounds, it presents a very handsome and striking appearance.

The exterior is of red brick and of a bold and modern design. The offices and sample-rooms are situated in the front of the building and present a very business-like and commodious appearance. The several flats have a floor area of nearly 50,000 feet, and the facilities for the receiving, shipping and handling of goods cannot be surpassed. The machinery and the whole equipment of the factory is of the latest and most modern design and as the building was erected by The Robert Greig Co. for their own use they have spared no efforts to make it complete in every respect.



The first department visited by "The Grocer" representative was devoted to the cereal specialties of the White Swan mills, which this company bought some months ago. Considerable space is here reserved for the preparation of flaked wheat—for which product they have a very large demand—flaked barley, flaked rice, flaked peas, whole wheat flour, health flour, graham flour, gluten flour and self-rising buckwheat flour, some of which lines are made in Canada only by The Robert Greig Co.

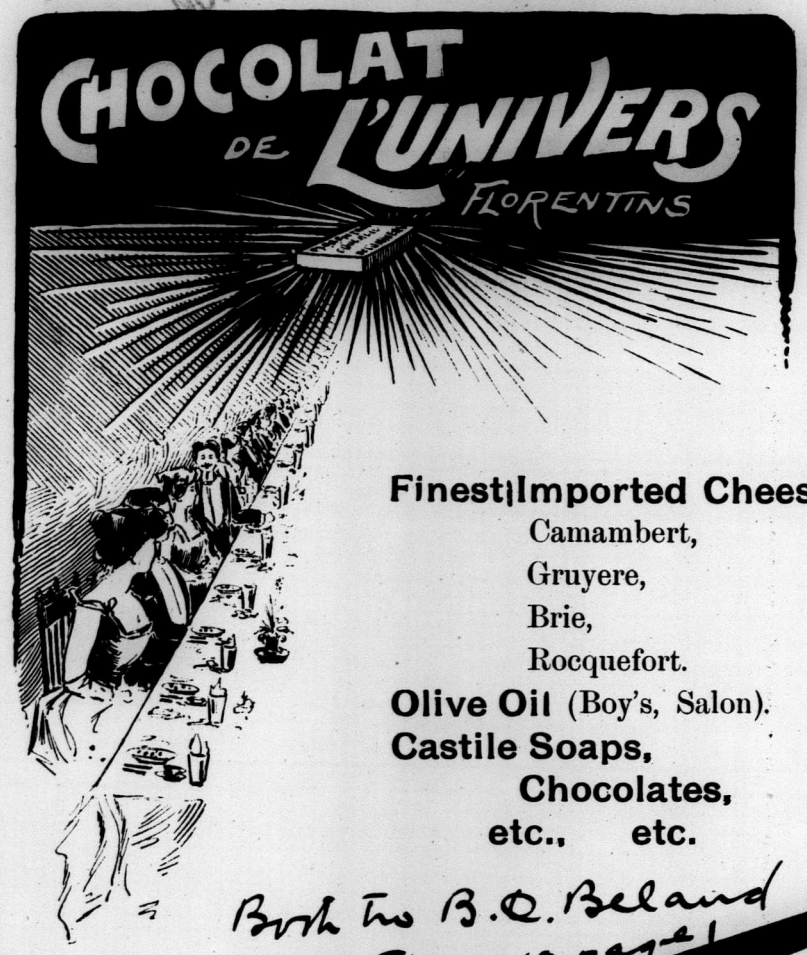
The firm appeared to be very busy in this department. Large shipments were being made, including several carload lots for some of the largest buyers in the country, as well as shipments for other points in Canada, extending from Halifax to Victoria, B.C. Several of their lines of cereals, such as flaked rice, barley, peas and wheat, breakfast foods and buckwheat flour, are sold not only in bulk but are put up in handsome cartons to meet the growing demand for package goods. Particular attention here is also given to the manufacture of gluten flour which is so extensively and effectively used by persons suffering from diabetes and kindred troubles. This is a line that grocers have usually had to import from the United States, and it will be of interest to the trade to know that this special kind of health flour can now be obtained within our own borders.

Another department to which a great deal of attention is given is that embracing the White Swan brand of coffee, baking powders, flavoring extracts, jelly powders, package and bulk spices and grocers' specialties. In the manufacture of these this firm has enjoyed a high reputation for many years as makers of high-grade goods, and their registered trade mark, "White Swan," has the prestige which is warranted by the quality of their manufactures. In this department special attention is given as well to the packing of baking powder, flavoring extracts, coffee and other lines under individual brands for customers, and the firm's list to-day shows the names of several hundreds of such private brands, under which they pack goods for leading wholesale and retail merchants in all parts of the country.

The Robert Greig Co. also do an extensive business in Pratt's Foods, consisting of Pratt's Horse and Cattle Food, Pratt's Animal Regulator, Pratt's Poultry Food and Pratt's Veterinary Remedies. These goods, which are put up under an old English formula, have been in use for more than thirty years until now they are freely handled by more than 50,000 merchants in Canada and the United States, as well as in many foreign countries to which a large export trade is done. They were placed on the Canadian market nearly ten years ago by Mr Robert Greig and enjoy such a reputation for merit that the trade has grown to the extent that now there is hardly a village or hamlet in Canada where Pratt's Food is not recognized as a staple food by owners of cattle, live stock and poultry.

The new catalogue recently issued by the firm is very comprehensive and will be found of value and interest to the trade generally.

The advertisement of W. T. James & Co., of Hamilton, Bermuda, on another page of this issue, will be found of interest to Canadian dealers who are looking for business in the West Indian and adjacent islands. This firm buy direct and are desirous of increasing the number of their connections in Canada: they do not receive any goods on consignment.



Look Through this List!

Our specialties are the finest and purest imported into Canada—

Macaroni,
Vermicelli,
Nouillettes,
Truffles,
Mushrooms,
Green Peas and Beans,
Pates des foies gras,
etc., etc.

Finest Imported Cheese
Camambert,
Gruyere,
Brie,
Rocquefort.

Olive Oil (Boy's, Salon).

Castile Soaps,
Chocolates,
etc., etc.

Both the B.O. Beland
adverts are on page 63

In Liquors we have the choicest brands.

Champagne—Chandon "Regal."
Scotch Whisky—Macleay, Duff & Co.
Gin—Jansen's, the only Gin imported distilled under the authorities of Schiedam, Hol.
Brandy (Old)—J. Nicot's—In barrels (27 years old). In cases (55 years old).

Largest variety of **Clarets, Bordeaux, Ports, Sherries, Burgundies,** and finest liquors of **Chartres,** in Montreal.

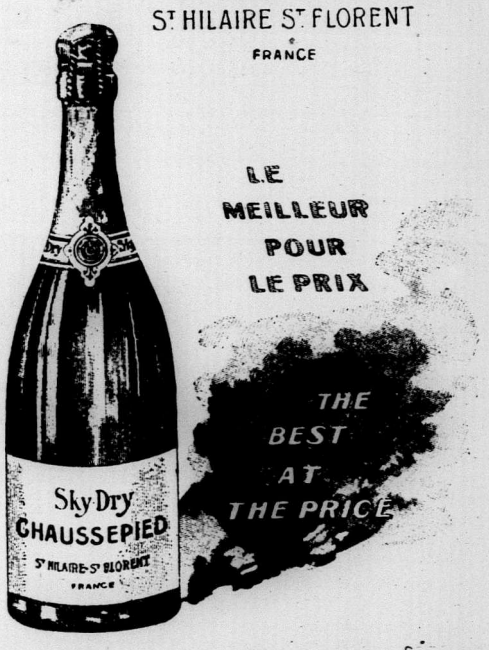
Write for Prices—

B. O. BELAND,

26 Lemoine St. (near Board of Trade)

MONTREAL, P. Q.

Sky Dry
3 CHAUSSEPIED
St HILAIRE St FLORENT
FRANCE



Tea: Processes in Its Manufacture.

THE rapid progress of the British grown tea industry during the past 25 years cannot fail to be remarked by all who are in any way interested in the product. This is undoubtedly due in a large measure to the value and purity of the production itself, but the introduction of European supervision and the consequent invention and adoption of machinery which inevitably follow, have contributed not a little to the great success. In the old method almost every detail was done by hand manipulation, and the inevitable dirt and perspiration of the workers could not fail to be carried to the leaf, but under European supervision this is happily at an end and the whole process from first to last is carried out on strictly sanitary principles, the tea itself scarcely coming in touch with the hands from the time it is picked till the final packing into chests. Thus the extra cleanliness and vastly superior results obtained by scientific machinery, added to the natural advantages of the climate and soil of the British tea districts, give the reason why British grown teas have made such marvellous strides.

The tea plant, of which there are many varieties, is a kind of evergreen shrub. In its wild state it will often reach a height of about 20 feet, but under cultivation it is seldom allowed to reach a greater growth than four feet, owing to the regular and constant plucking of the valuable young shoots. It therefore becomes a bushy stem with numerous and leafy branches. Its leaves are alternate, eliptical and veined, and its flowers white with a slight fragrance.

For the production of good tea the leaves must be fine and of soft texture. The plants therefore chosen by growers are those which will "flush" frequently and copiously—that is, produce new tender shoots—as upon this depends the quality of the yield. The system of "plucking leaf" is very interesting, as it is from this that the usual commercial terms take their origin. Plucking is usually spoken of as either "fine," "medium" or "coarse," and under these terms refers to the order of leaf. The leaf-bud (a) is very soft and tender, as is also the first leaf (b) and second leaf (c), but the lower leaves are coarser and naturally harder, being of longer growth. In "fine" plucking the leaf-bud (a) and the two leaves (b) and (c) only are plucked. In "medium" plucking" the next or third leaf (d) is taken, while in "coarse" plucking the fourth (e) and sometimes the fifth (f) is taken.

The more leaves there are included of the flush-plucked, the larger, of course, will be the yield per acre, but the quality of the finished tea will be proportionately poorer. The names distinguishing the commercial varieties of tea have their origin mainly from Chinese terms and in a general way indicate a gradation of qualities from the delicate leaf-bud (a) down to the large, hard-grown leaf. Keeping in view the diagram given herewith, the leaves have been named as follows from the character of tea they are supposed to make:

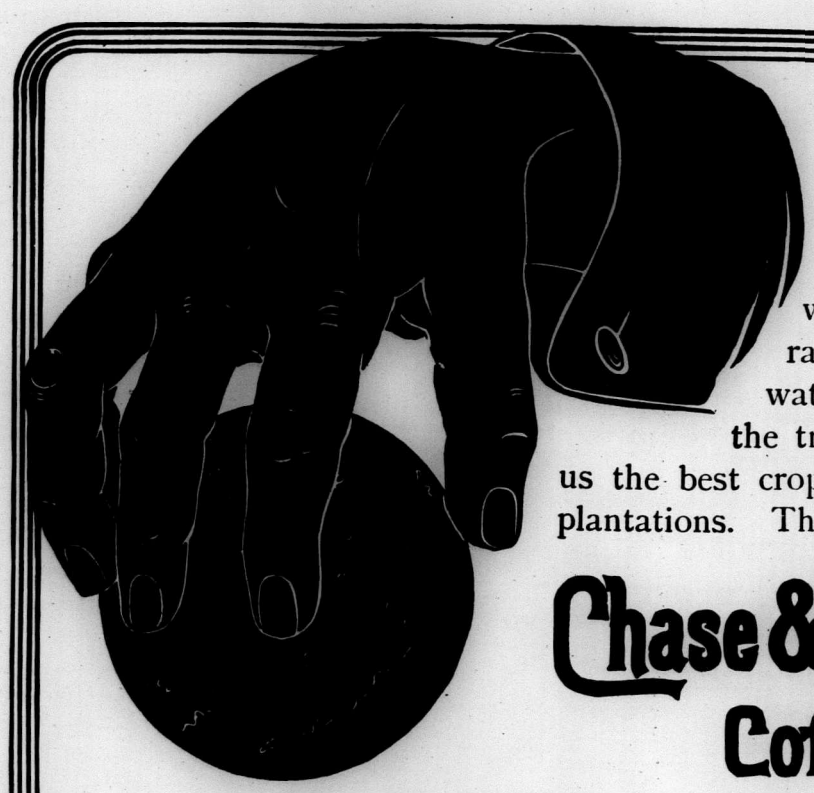
(a) Flowery Pekoe. (d) Souchong 1.
(b) Orange Pekoe (e) Souchong 2.
(c) Pekoe (f) Congou.

The very excellent climate of the tea-growing districts causes new shoots to be produced very rapidly. It is therefore necessary sometimes to prune very severely in order to give the necessary rest to

Leaves of the Tea Plant.

the plant, but so forcing is the climate that in the course of a few months the growth again appears and yields its crop with renewed youth. The object of the maker is to wither, roll, ferment and dry the leaf and to accomplish this the varied processes are arranged. Immediately on arrival at the factory from the "plucking" the leaf is spread out thinly on large wire or canvas shelves to wither, so that the air can pass freely around it. To accomplish this successfully there must be good light, warmth and dry atmosphere, and, under ordinary circumstances, this will have been accomplished in about 20 hours. The object in "withering" is that the leaf may become soft and limp, and that it may be susceptible of receiving a good twist when put into the rolling machine. In withering the leaf loses about one-third its weight and in the following processes a further 40 per cent. The next process, that of "rolling," is accomplished by passing the leaf between two surfaces, the lower one being much larger than the upper one. It usually takes about one hour for this process. The leaf is considered sufficiently rolled when it is well twisted, but, being in a mushy state it will often hold together in lumps. It is necessary, therefore, to pass it through another machine called a roll-breaker and attached to which is a sifter which separates the fine from the coarse leaf. The next process is that of "fermentation," and to accomplish this the rolled leaf is spread out in drawers in a way in which the air can have free access and is left to ferment. This process is the great distinguishing feature of black tea manufacturing and it is from this time onwards that the natural leaf takes the character of black. Very great care and observation is necessary to know just when the roll is sufficiently fermented, as upon the correct fermentation depends to a great extent the ultimate quantity and value of the finished tea. The roll will ferment rapidly or otherwise according to atmospheric conditions, and the experienced man will take all this into consideration. When sufficiently fermented the leaf assumes a bright coppery aspect and gives off a peculiar but pleasant odor. In this process a great loss of tannin is effected by the conversion of part of the tannic acid into sugar and the expert workman can largely modify the flavor of the tea by careful watching and at just the right moment hastening the tea through for "firing." This is accomplished by passing the tea into highly-heated air, the temperature of which is regulated by the rapidity or otherwise with which the fermentation has progressed. The roll is spread upon wire trays which are passed into the heated chamber at a temperature of about 180 degrees F. The proper condition is reached when the tea has assumed a good black color and is so brittle as to break at the least attempt to bend it. At the termination of these processes the weighing of the finished tea has revealed a loss of 75 per cent. of the original green leaf. The finished tea is now prepared for packing by being passed through a grading sifting machine by which the tea is sorted into its various grades by means of an arrangement of different sized mesh which separate the tea into the following commercial varieties: Broken Pekoe, Pekoe, Souchong, Congou, and Dust.

Great care is given to this stage of manufacture, as upon judicious sifting of



In Touch

with the Orient.

We know what is going on in the lands where coffee is being raised. Our experts are watching the growth of the trees. They select for us the best crops raised on the best plantations. That is one reason why

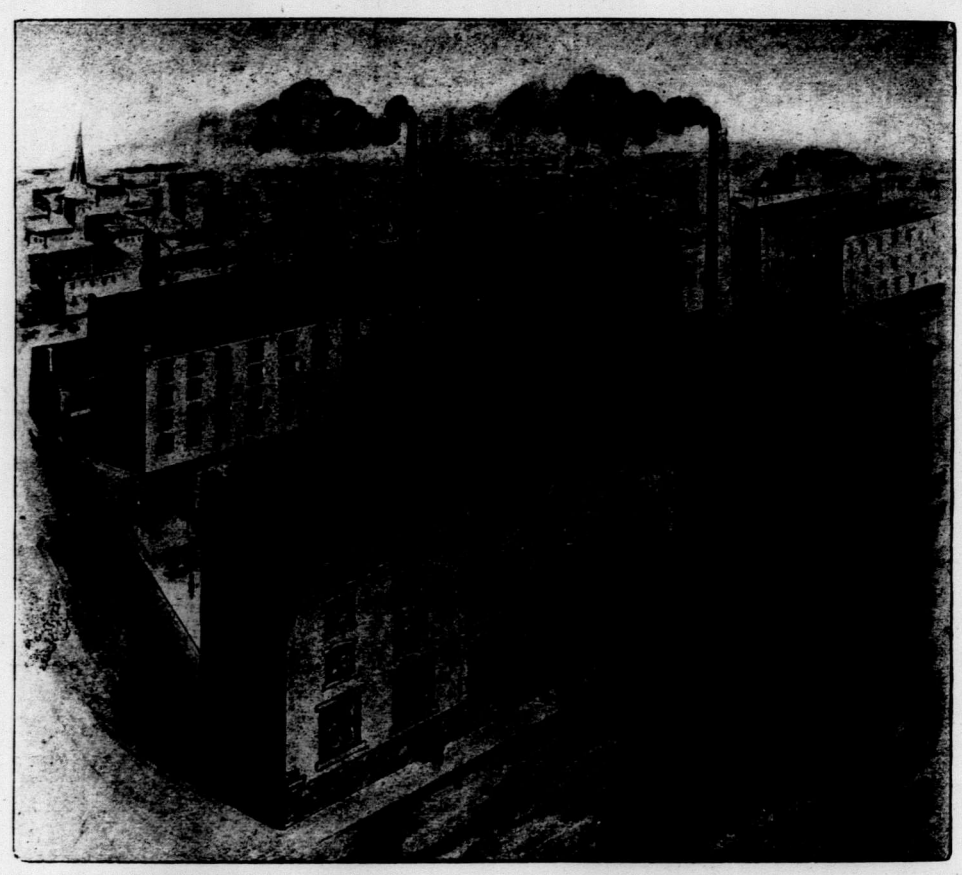
Chase & Sanborn's Coffees

give such satisfaction. The process of attaining this perfection does not stop with the selection of the berry. Experts employed by us attend to the careful handling, so that these famous brands reach the consumer in a state of purity and excellence that give the utmost satisfaction.

"SEAL BRAND"
In 1-lb. and 2-lb. Tin Cans (air tight).

Other high grades in richly colored parchment bags (moisture proof).

Corks! Coffees! Spices!



If long experience counts for anything,

it should enable us to assure the trade that goods bought from us are the best to be obtained in the market. Our prices for quality are unapproachable

Coffees—Mocha, Java, Maracaibo, Rio, Santos, Costa Rica, etc. We are direct importers, and can always quote special values.

Teas—Japan, Congou, Indian, Ceylon, Oolongs, Ping Suey, Gunpowder, China Greens (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.

Spices—A heavy part of our business, and constantly growing. Exceptional values in Baking Powder, Cream Tartar, Borax, Bicarb. Soda, and all kinds Spices, whole or ground.

Foreign and Domestic Correspondence Solicited.

Consignments attended to on Commission.

☞ Toronto Branch—29 Church St.

S. H. EWING & SONS

Montreal, P.Q.

pends the proper and regular grading from the commercial standpoint, and any given grade should always maintain its uniformity.

The final bulking of each separate grade with similar grades made at different dates is also of the utmost importance and it is usual to give the bulked tea an additional slight "firing" process to remove any remaining moisture and give uniform character, when it is at once packed, sealed and chested as we know it on the market.

TO BREW SUCCESSFULLY.

Enormous as is the consumption of tea, with a popularity extending to all parts of the civilized world, it is not a little remarkable that not infrequently its true virtue and fragrance is spoiled by imperfect brewing, although the process is really simplicity itself. To obtain the true purity and essence of the leaf two pots should be used, and it is also of first importance that the water should be fresh boiled. The following instructions will then be sufficient to secure a perfect cup.

"First, well warm the tea pot.

"Then add the required amount of tea, calculating one teaspoonful for each cup required.

"Then pour on the full quantity of water required, making sure it has reached boiling point.

"Then stand in a warm place for five to eight minutes to infuse.

"Then pour the whole contents into a second well-warmed pot" and

a delightful, refreshing and fragrant liquor will be the result. Any tea not being so when brewed according to this rule, may justly be considered of poor value.

GLIMPSES OF A GREAT COFFEE MART.

RIO JANEIRO is, next to Santos, the greatest coffee port of the world, writes a Brazilian correspondent of The Tea and Coffee Trade Journal. Millions of bags are here shipped every year, and the chief business of Brazil's vast coffee crop is done here. Rio Janeiro lives upon coffee. The big coffee factories are interesting places. Some of them are as full of machinery as a Minneapolis flour mill. You walk under a network of moving belts through air mixed with coffee dust, and go through room after room filled with machines for dressing the berries to suit the different tastes of the world. Each market seems to have its particular desires. The Germans, for instance, demand that the husks be on the beans when they arrive in Hamburg. The Germans prefer to do the shelling themselves; the coffee is sold as washed coffee, and brings a much higher price.

Other countries want their coffee polished. It is shined up as you shine silver, being brushed by the most delicate machines, which do not injure the grain. The coffee which goes to Canada is sold just as it comes from the plantation. It is passed through the separators and graded, but so far as I know there is no demand in Canada for polished coffee or for any other than that natural in color. A great deal of coffee for Canada is bought by the great roasting companies, and the average man does not see it until it is handed out to him by his grocer at so much a pound.

There is no busier place in the world than the exporting section of Rio Janeiro. There are great warehouses near the wharves, which are filled with coffee and into which coffee is brought by the thousands of bags. The streets of this section are narrow and dirty. They are filled with wagons and cars laden with coffee.

CLEANING STREETS OF COFFEE.

You can scarcely get through the streets. There are scores of half-naked men going from the cars to the warehouses with great bags on their heads and scores of negro women down on their knees sweeping the coffee up from the cobblestones where it has dropped. They may wash it and sell it. Each of these street cleaners have a sieve, in which she puts the coffee beans as she picks them up, shaking out the dirt as she works. I am told that many of the women make a good living by gathering these stray coffee beans.

Stop a moment and watch the men as they unload the coffee. Every bag is tested before it is taken into the warehouse. The tester has a little tin pipe as big around as a broomstick, with a sharp point at the end. He jabs this into a bag, and in it brings out a handful of coffee. A glance at the beans tells whether they are according to samples, and, if not, the rest of the load is carefully watched.

Notice how the men carry the great bags on their heads. Each bag weighs 132 pounds, but they stand straight up under them and walk off as briskly as though they were carrying feathers.

BAGGING OF COFFEE.

But let us follow them into the warehouse. The carload which is now being handled is in all sorts of bags and it has to be repacked for shipping. We walk through long aisles with bags of coffee piled on each side from the floor to the ceiling and come into a hall where the floor is covered with great piles of green coffee beans.

At each pile are a dozen half-naked negroes in bare feet. They are scooping up the coffee in bowls much like a bread bowl and pouring it into the bags. We hear the scratch, scratch, scratch of the bowls as they touch the floor, varied by the sound of the laughter of the men at work. Now they burst out in a song, keeping time with their scoops as they sing. As soon as a bag is filled it is dragged off to a pair of scales to be weighed. It is next handed over to the sewers, who sew up its mouth, leaving enough vacant space at the top that it may pack well in the steamer.

In other factories the bagging is gone by machinery, and in all the work goes on in a business-like way.

Each of the big American establishments of Rio handles vast amounts of coffee in a year. Its manager must have good business ability and be a sharp trader. He must be a good judge of coffee and must know how to take advantage of the rise and fall of the market. Each establishment has its coffee expert, who can tell by the eye and nose just what the coffee is worth. His judgment is usually passed without grinding or burning the berries. Samples of about a pint each are spread out on blue paper, and the coffee expert will put his price on each grade by looking at, handling and smelling the sample.

NOVEL METHOD OF FISHING.

In the foremost rank of novel methods of catching fish belongs the Gifu fishing of Japan. The fishermen go to the fishing grounds with a bright torch at the bow of the boat. One of the fishermen held strings which were tied to a number of birds, a species of duck. The glare of the torch attracts the fish to the surface of the water. When one of the birds sights a fish it dives after it and usually succeeds in capturing and swallowing it. When a duck has swallowed several fish and its neck appears fat with them the fishermen pull it into the boat. Then one of the men dexterously squeezes the duck's neck so that it vomits the fish, still alive, into a large basket. The fish captured are a species of trout and are considered a great delicacy.

ABUSING THE RETAILER.

Amongst a certain class of advertisers there is a curious habit springing up of abusing the retailer in their advertisements, says London (Eng.), Grocery. For instance, this occurred in the advertisement of Globe Polish: "if your local dealer is so behind his business as not to keep it, write us a postcard, and we will see that you are supplied." Now, that is a species of the American style of advertising that will not take in Great Britain. Until Americans learn to respect the British people they never do business with them, as they find to their cost. "Jumping the claim" and abuse only make the retailer stubborn, and the direct result of an advertisement such as that quoted above is that the retailer who takes in the polish sells out and takes no more, and the retailer who does not take it could not be induced to for a pension. The retailer has yet to be reckoned with.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Edited by
W. Arthur Lydiatt,
TORONTO.

A Batch of Good Business-Bringing Schemes for Grocers.

FROM different sources I have gathered together a number of good schemes with which grocers can keep the dull times away, and the grocer who is on the lookout for new ideas which will help him increase his business will find many suggestive hints in the following paragraphs.

Most of these schemes have been successfully tried by merchants in different parts of the country. The majority of them come from a booklet called "Resultful Plans," issued by Butler Bros., of Chicago. Should any of them be tried by "Grocer" readers I would like to hear with what success they meet.

An eastern department store placed upon the soap counter in their bargain department several hundred cakes of good soap, which they sold for 5c. a cake. Inside the wrapper of 25 of these they placed 25 one-dollar bills. This fact was well advertised, and the crowds attracted to the store by this clever piece of advertising purchased more than enough to make up for the loss on the soap. Such a scheme could only be practised with profit by a large grocer in a fair-sized town.

An hour sale can be made exceedingly successful after the following plan: If you have the sale Saturday, on Monday tag several articles in your store like this:

> The price of this Lamp is now
>
> **95 cents.**
>
> Next Saturday at 10 o'clock we will sell it
>
> **For 64 cents.**

> These China Sauce Dishes are now selling at
>
> **15 cents each.**
>
> On Saturday at 10 o'clock we will sell them for
>
> **9 cents each.**
>
> No more than six will be sold to any one person.

This hour sale plan has been successfully worked by a number of different grocers. A grocer who does a fairly large business would make a success of an hourly reduction sale which is worked something after this manner: The sale is started at, say, nine o'clock in the morning, and on certain articles a card is placed advertising the "tagged" articles at a certain price and stating that they will be reduced 10c. in price at the turn of every hour. Select articles that people will want—only one of a kind—start the price at the regular retail price—and it is unlikely that you will have to accept much below cost price on any of the articles, provided the sale is well advertised.

Another way of working the hour sale scheme is to advertise that certain articles will be on sale for one hour at a bargain price—have a few specials for each hour of the day. This sale can be made a farce by not strictly adhering to the hours set for the sale of each list of specials.

When caramels were newer than they are now, an Indiana merchant put one in an envelope and had the envelopes handed in at the door, not thrown on the porch, of every house in town. His name and the price of the candy were printed on the envelope. That Fall he sold more caramels than all the other stores in town put together. Not a bad scheme now when you want to push some new candy. Maybe it would work with other goods as well.

A New York groceryman recently gave away an enameled iron and brass bed by the following premium plan. He had a large card placed in his window on which was attached a sealed envelope containing an unknown number and below were 200 blank-numbered spaces. Above the envelope this explanation was given: "This Bed Free. Every person who purchases one pound of our XXX grade coffee can write his name opposite a number on this card. The person who writes his name opposite the number, the duplicate of which is inclosed in this envelope, receives the bed."

A prominent Iowa merchant advertised that on a certain date he would set free 12 pigeons, and that there would be attached to the leg of each pigeon a tag which would bear the following announcement:

> This tag is an order for merchandise to the value of $1.00, which will be delivered to bearer if presented within ten days from date.
>
> Date.....Signed.....

Strange as it may seem, none of the birds were returned, and the merchant got a great deal of advertising which cost him nominally nothing.

A tea and coffee merchant in an eastern town of 5,000, writes: "I have two ways of getting folks into my store. Every Saturday I serve coffee free with the best cream I can buy, from 11 a.m. until 2 p.m. The coffee is made from the best grade of coffee I handle, one that pays me 15c. per pound profit on single pounds. My trade in the higher grades of coffee has steadily increased since I have been using this plan. On Fridays I attract the children by selling chocolate creams at cost. I have half-pounds and pounds in cartons wrapped ready to hand to customers, and it would surprise you to know the amount of these goods I sell."

The following is from a circular recently issued by a successful Ohio grocer, who conducts a large bargain basement:

"On Thursday, June 26, between the hours of 1 and 2 p.m., we will throw from the top of our store two cases of choice oranges. They will be thrown into the assembled crowd, one at a time, and we will keep up the excitement by offering in our bargain basement more of these oranges at 36c. a dozen. We have also a large assortment of genuine bargains in glassware and tinware. Don't fail to attend our bargain basement sale."

A tea and coffee store in the suburbs of Chicago give a half-pint of good, rich cream with every pound of 40c. coffee they sell.

To fight the mail order houses one merchant used this advertising idea in his weekly paper. Each week he selected three articles from his regular stock and advertised them at their regular prices

Open Stock Dinner-Ware

Our new line of Open Stock Dinner-Ware, "No. 298 Carmen," is the best thing in the trade this Fall. The 97-piece set retails at $12.00. The pattern has only been in stock a few weeks, but repeat orders are coming in daily. Send for sample and list of assortment necessary for you to buy to secure control of this line for your town. We want THE BEST CROCKERY MAN in every town in Canada to take this up, and IT WILL BE A MONEY MAKER for every dealer who secures it. The pattern is one of the BEST EVER DESIGNED—the ware **Meakins Semi-Porcelain.** We carry a full line of this in open stock, so that you can supply any pieces your customers require, from one cup to the largest set. These are the points which assure the success of the line. A postcard is all that is necessary for you to see this pattern and judge for yourself. Write at once. You cannot get this from any other house, and there is nothing else quite so good.

Taylor & Mulveney

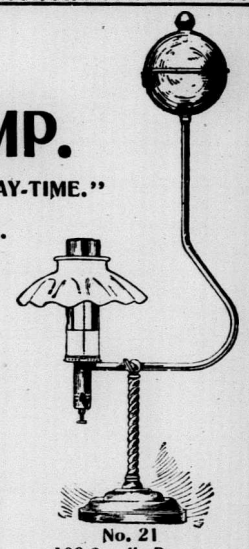
Wholesale Crockery

HAMILTON, - CANADA

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.



No. 21
100 Candle Power.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

— Sole Agent
— for following lines: —

Setna & Co's — **Chutneys, Guava Jelly and Curry Powder**

Martin Freres (France) **Shelled Almonds**

Roedenbeck & Wahl — **Candied and Drained Peels** — **and Olive Oil**

"Dove" brand Cocoanut manufactured by latest improved machinery

Above goods all in store —
Ask for our quotations before placing orders elsewhere —

W. P. DOWNEY

26 St. Peter Street - - MONTREAL

In the same advertisement, and set so that no one could make a mistake, were the same articles quoted at prices asked by certain mail order houses named in the advertisement. The plain demonstration that goods could be bought cheaper at home started many new accounts.

19c. If you carry it home yourself.

Otherwise **69c.**

Advertise that on a certain afternoon between 3 and 6 you will sell a wash boiler for 19c. providing your customer will carry it home himself. Fill a window full of boilers with suitable cards. Tell the people about it so that every one will be on the lookout that afternoon for people with wash boilers. Handle it right and you will get some good advertising cheap.

One merchant asked permission from the town authorities to put down new sidewalk planks in place of worn out ones wherever he saw fit. This was granted and one morning there appeared in the sidewalks scattered all over the town about 100 new boards, painted a bright vermillion and lettered in black with an ad. for this merchant. Every board advertised a price on something and the merchant's name. Next afternoon in the paper the merchant offered a substantial prize in merchandise to the first one bringing in the correct total of new boards put down, also for the correct number of things advertised.

GOOD FOR **5c.** ON CASH PURCHASES OF $1.00 OR MORE.

THE BIG STORE.

Advertise that you have a plan whereby children can make pocket money. Send a lad to distribute hand-bills at the school-yard gates. Do not give particulars. Tell them to come to the store and find out. When they come sell them for 1c. each tickets printed like that here shown, redeemable at 5c. each on each purchase of $1 or over.

See the point? The youngsters will sell the tickets for a nickel each to their mothers, aunts and neighbors. Every woman in town will be begged to buy at your store, not by yourself, but by those whose appeals are hardest to resist. Refund the penny on all that may remain unsold.

The above would be an excellent plan to use in starting a store—to make it well known in quick time.

A Kansas merchant ran a sale through one entire month announcing that all goods sold on one day in the month would be free. Each sale date in the month was placed in envelopes which were sealed and placed in a box. All were then drawn out with the exception of one, and burned. The one left was sealed in a safe in the bank. When the sale was over a committee of reliable men examined the date and it was announced that those who held cash receipts dated on that day would get their money back or could select goods to the amount of their purchase.

A grocer, who also sells lamps, china, tinware, etc., recently placed a large lighted lamp in his store window with a sign which read: "This lamp holds one gallon of oil. It was lighted at 8 o'clock this morning. The person who guesses nearest to the minute when it will go out will receive the lamp free of charge. Leave your guess inside."

Here is a similar one. Advertise that on a certain Saturday you will wind up a cheap watch, the kind usually sold for $1, and with each purchase allow one to guess at what time the watch will stop, the winner to get the watch. Place watch in window with card announcing this and time of winding.

An enterprising and successful groceryman in a lively New Jersey town, hires a band to give a concert in front of his store every Saturday night.

In a little Illinois town a merchant has provided a rest room for the use of his country women customers. It is not an elaborate affair, just a simple, comfortable, quiet little room, partitioned off from the regular store-room and furnished with a few easy chairs and a couch, curtains at the windows, a simple covering on the floor and the necessary toilet articles.

A merchant furnished free to the publishers of the local daily paper all the paper needed for one certain issue if they would allow him to furnish a distinctive color. Without previous announcement, the paper came out one day printed on pink paper instead of white. The explanation was given on the reading pages. He also carried a big ad. in the advertising columns. He made big sales and was talked about for weeks as the man who "got out the pink paper."

A merchant who never misses the opportunity of talking to his customers in type, always has something new in the shape of a general talk on his store, which he has enclosed in every package that goes out. One of his special package "stuffers" reads something like this:

OUR SPECIAL REQUEST

Are you pleased with this purchase?
Does it "open up" to your entire satisfaction?
Is it just as represented?
Did you get your money's worth?
If your answer to any one of these questions is "No," you will do us a favor to tell us about it the next time you are in. We are doing our best to run this store right, and we want a chance to correct any fault that may creep in.
Thanking you for this, and past favors, and soliciting a share of your future patronage, we are,

Yours truly,

Name and Address Here.

During the fair week an Ohio merchant inaugurated a kite-flying contest. Any boy or girl was eligible provided the made the kite they used. To the string of each kite was attached a floating banner carrying the firm's advertisement. Three prizes were given to those who succeeded in flying their kites the highest.

A Wisconsin merchant took a number of low flat baskets and filled them with durable heavy goods, such as can-openers, egg-beaters, iron spoons, etc., and set them in conspicuous places on the floor with cards over them worded like these: "Don't fall over these. They are as cheap as the dirt under your feet at 5c.;" "Look down on these and buy. Never before have we offered such low prices;" "You can't stumble on bargains like these every day;" "Prices on these are right down to the floor." The same plan could be worked with a bargain lot of package goods, such as canned goods, etc.

One general storekeeper covered the front and side glass of his window on the inside with black cloth. In the centre of the window about four feet from the ground he cut a peep-hole in the cloth. Above this peep-hole he put on this lettering "For men only." Behind this cloth he arranged his display, which, of course, could only be seen through the peep-hole. The display in this case was men's furnishings.

A somewhat similar scheme was used by a Boston store, the windows being trimmed in black with a barrel in the centre, which was covered inside and out with black cambric. One end of the barrel was placed close to the window and an opening about eight inches across was made. In the rear end were several electric lights carefully screened by black cloth, except as they reflected on a shirt which was fastened to the back of the barrel. A sign on the shirt bosom read: "This well-made shirt we are now selling for $1. We will tell you more of our shirt tale if you will come inside." As only one person could look in the opening at a time, there were large crowds continually in front of the window awaiting for their turn to see what was inside the mysterious barrel.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

FORGING AHEAD !

Dwight's Baking Soda still leading.

COW BRAND BAKING SODA

Storms of competition have come, and passed, leaving

DWIGHT'S BAKING SODA

Ahead of all others.

Quality and sure selling does it.

John Dwight & Co., Manufacturers

THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

MANUFACTURERS OF— **Crown Brand** Flavoring Extracts and Confectioners' Specialties.

SOLE AGENTS FOR CANADA FOR . . . **"Kkovah" Household Specialties.**

"KKOVAH" specialties have established a record wherever introduced. They give every satisfaction to the user and good profit to the grocer.

"KKOVAH" Jellies (all flavors).
"KKOVAH" Custard Powders.
"KKOVAH" Blanc Mange Powders.
Etc. Etc.
"SY MUZ" Linen Glosser, unequalled for the laundry.

"NEVER DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. We are agents for the grocery trade.

THE GREIG MANUFACTURING COMPANY, Limited, - MONTREAL.

THINGS KNOWN AND UNKNOWN ABOUT SOME GROCERY STAPLES

Mustard, Ginger, Baking Powder, Yeast, Blueing, Capers.

MUSTARD.

MUSTARD is another of the grocery staples of which Canada imports many varieties in the raw state and prepares for the home market She also imports considerable prepared mustard in liquid form from France. Most of the mustard seed used in Canada comes from Trieste, other Mediterranean ports and the West Indies, although it thrives in certain parts of England. The principal varieties of seed are black or brown, white and serapta. The individual seeds are extremely minute in size, weighing no more than one-fiftieth part of a grain. These go through the usual process of grinding, after which the powder is ready to be sealed in cans. Table mustard, in its present form, dates from 1720, when Mrs. Clements, of Durham, England, hit upon the idea of grinding seed in a mill, and sifting the flour from the husks. As a table condiment and medical substance mustard was known from very remote times. Under the name of Panu, Hippocrates used it in physic.

The peculiar pungency to which mustard owes much of its value is due to the essential oil developed by the action of water on a peculiar chemical substance contained by the mustard. This reaction does not take place in the presence of boiling water, hence it is not proper to use very hot water in preparing mustard. As now prepared, mustard consists of a mixture of the substance of white and black mustard seed in certain proportions. The finest brands are undoubtedly Colman's and Keen's, both manufactured in England, and imported to Canada in large quantities.

According to the latest statistical returns for the last fiscal year, we imported 599,060 pounds of ground mustard, valued at $89,596, three-fifths of which came from Great Britain and two-fifths from the United States. We also imported nearly $9,000 worth of French mustard from the United States.

GINGER.

This spice is found in its raw state as the roots of a perennial reed-like plant, native to the warmer parts of Asia, Western Africa, Australia, South America and the West Indies. Our supply of ginger in Canada is derived principally from Jamaica, Cochin, Bengal and Africa. Jamaica ginger is considered the best, next to it comes that from Cochin.

Ginger is known in commerce in two distinct forms—coated or uncoated. For the first, the pieces of root are washed and simply dried in the sun. Uncoated ginger, as seen in trade, varies from single joints an inch or less in length to irregularly branched pieces of several joints three or four inches long. For ordinary purposes uncoated ginger is considered the best, the largest and finest species being a pale buff color inside and out, and cutting softly and evenly. For coated ginger the roots are washed, scraped and sun dried, and often subjected to a system of bleaching, either in fumes of sulphur or by immersion for a short time in a solution of chlorinated lime. The white-washed appearance of the ginger to be seen in shops is due to the fact of its being washed in whiting and water, or because it is coated with sulphate of lime. This artificial coating is supposed to give the ginger a better appearance. It often, however, covers an inferior quality.

The process of grinding the ginger root is very simple. The raw article is simply put through a spice-mill, which crushes to powder all of the root except the fibre. This by-product is afterwards used in the manufacture of ginger beer.

BAKING POWDER.

In the manufacture of baking powder Canada is rapidly coming to the front. One manufacturer, who has been in the business for ten years, says the increase in trade has been at least one hundred per cent. in that time. Cream of tartar and alum, the principal constituents of baking powder, are imported from Great Britain, the United States and other countries free of duty. The process of manufacture is extremely simple: The ingredients are put in a bolt, which is rapidly revolved by electric power, and the chemicals thoroughly mixed. One recalls incidentally the recent controversy between "the powers that be" at Ottawa and Canadian baking powder manufacturers, about the merits and demerits of alum phosphates. The Government authorities were at the time just beginning to wax enthusiastic over pure food products, and condemned alum phosphates as injurious. The result of analysis was favorable to the baking powder manufacturers, alum phosphates being declared most healthful.

Canadian manufacturers supply the bul of the home market. The import duty o 6c. per pound on foreign baking powd keeps out all except such brands as th "Roval" and "Cleveland," which are o American manufacture. That the latte grades, however, still supply a large shar of the city trade, is evidenced by the fa that 362,367 pounds of baking powde valued at $107,480, were imported from the United States during the year ending June 30 last.

YEAST.

Everybody knows that yeast consists o a ferment of some sort. In former times what was called leaven was used exclu sively. Yeast produced by beer that is brewing is available for baking purposes The objection to this sort of yeast, how ever, is its bitter taste. The method ordinarily used is that of producing a wort from barley, malt and rye, and by the addition of a littfe ready-made yeast to let it ferment under conditions favor able to the growth of yeast-cells, restrict ing meanwhile the proportion of alcohol produced to a minimum. During the most tumultuous period of the process yeast is skimmed off from the surface It is then washed with water, and either filter-pressed or centrifuged to obtain it as a relatively dried paste. Finally it is mixed with a proportion of dry starch to give it a higher degree of dryness, and pressed into divers shaped yeast cakes.

There is a duty of 6c. per pound on yeast in cakes or packages weighing les than 50 pounds, or 3c. per pound when in bulk or mass of not less than 50 pounds. As a consequence the amount of yeast imported in the cake is trivial while in the bulk we get 225,443 pounds valued at $53,069, all from the United States.

BLUEING.

Blueing is a staple so common that many have never troubled to inquire as to its ingredients. This coloring material used for general laundry purposes, is made of a sort of pigment, called ultramarine, simply pressed into the required shape. Ultramarine is imported principally from Germany, where it is prepared artificially by heating sulphuret of sodium with a mixture of silicic acid and a certain kind of earth called alumina.

In Ontario the readiest market is fo blueing in the shape of small square cakes. In the Maritime Provinces the are accustomed to use liquid blueing.

"Perfectly clean, from our kitchen to your customer's."

Good Business

is merely a matter of selling good goods. You cannot sell anything that will give better satisfaction than

Wethey's Mince Meat.

It makes delicious pies—the kind particular people like. The dainty packets look well on your shelves—make an attractive, appetizing display.

If you have never sold it before, send in a trial order.

"ONE TRY SATISFIES."

J. H. Wethey, Limited

ST. CATHARINES, ONT.

O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :

ESTABLISHED 1824

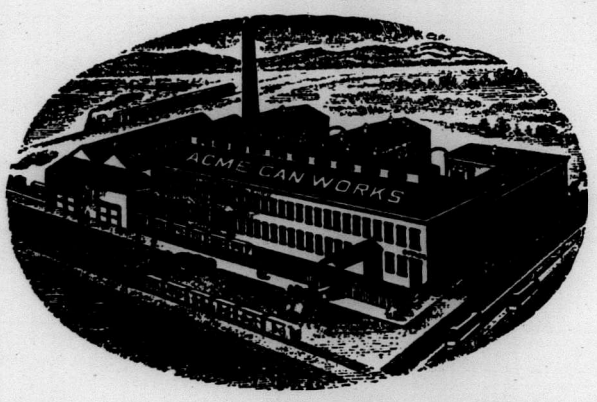
Batty & Co.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

If it's made of TIN we have it.



Acme Can Works

make the largest assortment of any factory in America of **TIN CANS** by the latest up-to-date automatic machinery.

We are the **only** makers in Canada of

Key-Opening Meat Cans,
Poultry Cans.

They are our Specialties.

WE SOLICIT INQUIRIES FOR PRICES ON

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } **Cans**

Lard, Syrup, Butter } **Pails**

ACME CAN WORKS,

Ontario Street East, - - MONTREAL, P. Q.

solution of ultramarine, and will not buy it at any price if it is done up in another form. Very often blueing comes in the shape of a rag saturated with ultramarine.

At present Canadian manufacturers supply about half of the home market, and, notwithstanding the fact that there is a duty of 25 per cent. on the foreign manufactured article, about $23,000 worth was imported last year, mostly from England and the United States.

CAPERS.

The principal ingredient of the indispensable relish that goes with boiled mutton—caper sauce—is the flower bud of a low shrub growing on walls, ruins and rubbish heaps in the south of Europe and the Levant. The caper shrub is very common in Italy and Southern France. It blooms from early Summer until the commencement of Winter, and is as prodigal in its profusion of flowers as the ordinary Canadian annual. The flower buds are picked every morning before the petals are expanded, and placed in vinegar. According to size and quality they are distributed into different vessels and prepared for the market.

Canadian grocers import capers indirectly through packers in England, among whom the firm of Crosse & Blackwell, London, are the best known. Of the many varieties of capers Capots and Nonpareil are considered the best brands.

THE MANY SOURCES OF SUGAR.

SUGAR in greater or less quantities is distributed throughout almost the entire vegetable kingdom. The leaves of the plant are the site of production, which is said to be brought about by the chemical action of sunlight, writes Dr. C. A. Kern in The American Grocer. Some claim the sugar results directly from the action of the chlorophyl in the plant upon the carbonic acid taken from the air, or upon other carbohydrates, such as glucose, starch, etc., which have been previously produced and are transported and stored in other parts of the plants as reserve material.

On the evening of a sunny day, the leaves of a sugar beet contain about two grammes of sugar, of which one gramme goes to the root. One kilogramme of grape vine leaves contains 16 grammes of cane sugar, besides 17.5 grammes glucose, etc. Cane sugar and glucose always appear together in plants and the relative proportion varies according to the presence of different organic acid. Therefore the cane sugar in very sour or acid fruits is inverted by these organic acids. The quantities of sugars found in various fruits are as follows:

	Cane Sugar. Per cent.	Glucose. Per cent.
Pineapple	11.33	1.98
Strawberry	6.33	4.98
Apricot	6.04	2.74
Banana, ripe	5.00	10.00
Apple	1—5.40	7—13.00

Sugar is also found in nuts and almonds, figs, melons, chestnuts, clover leaves, onions, oranges, peanuts, timothy grass, etc., but not in sufficient quantities for manufacture. The scope of this article is only to consider such plants which were and are used in the production of sugar, and the above list was only mentioned to illustrate the large amounts of sugar found in ordinary food products. It is a well-known fact that honey was the sweetening medium before sugar was known, and in this instance the sugar came indirectly from the flowers of all plants.

The oldest sweetening material is undoubtedly the so-called palm sugar from India. This is called "Jaggery or sharkari," and is made from the juice of palms, such as the Phoenix sylvestris, cocoanut palms, arenga saccharifera, etc. The sugar palms are planted in rows in dry, fertile land and produce from the 5th to the 30th year. The gathering of the juice commences in November and ends in February. A triangular slit, one inch deep and six inches long, is made under the lowest branches, and a hollow bamboo cane is fastened to the lowest corner of this slit. On the other end of the bamboo is an earthenware pot. The next morning before sunrise this pot contains a thin, very sweet solution of cane sugar. After drawing the juice for three days, the tree must have a rest. One tree can produce from 35 to 48 pounds of sugar in one year. This juice is now boiled down in earthenware pans, sometimes lined with a little lime, and then it is poured into flat dishes made of palm leaves, in which it is dried in the sun. The total annual production amounts to 50,000 tons.

In the temperate climates of North America the maple is the sugar-producing tree. The time of gathering is in the early Spring, after the snow has gone and when the leaves are sprouting. This period lasts not over five or six weeks. Holes two or three inches deep are bored into the trunk and one end of a pipe is fitted into these holes, the other end running to a vessel. The juice runs freely for several hours, and then after some hours of rest again runs freely. After cold nights and sunny days the trees give off the greatest quantities, as high as twelve quarts. The juice is evaporated and, after skimming down, is poured into square moulds. The manufacture of maple sugar was first carried on by the Indians, especially the Delawares.

Before the arrival of the Spaniards in Mexico and Peru, the natives made sugar-juice and also sugar from corn plant, Zea mays. The sweet corn plant was pressed and the juice concentrated and cooled. In Toluca, Mexico, the manufacture is still going on, only the juice is fermented and distilled to "Pulque de Mahis," a well-known beverage. The best sweet corn contains as much as 10 or 11 per cent. of sugar.

Sorghum (sorghum saccharatum) comes from Central Africa and was well known to the old Romans as a sugar-producing plant. In China sorghum has been cultivated since olden times. There the juice is used direct or is fermented into a beverage.

In 1400 and 1500 licorice root was used for the manufacture of sugar.

According to Ibn-al-Awan, the Arabs condensed the juice of the grape in copper kettles, and after clarifying, poured it into flat earthenware dishes and collected the crystalized sugar. This industry was revived through an edict of Napoleon I. in which he offered a premium of 200,000 francs for the first grape sugar factory which produced a certain quantity of sugar. Five hundred pounds of grapes gave either 100 pounds syrup, 70 pounds raw or 55 pounds refined sugar.

St. John's Bread (ceratonia siliqua) has been used in Africa and Arabia as a substitute for sugar. The solid paste or syrup was used for canning fruit.

The juice of the birch tree (betula alba) has been used for the production of sugar in Scandinavia, Scotland, and Ireland, and also the so-called Syrian dog-cabbage (ascelepias gigantea). Sugar melons have also been tried in Russia, California and Hungary. Malt has been proposed as a sugar-producing material. Most of all these processes are now historical and there are only two materials which are the sources of our enormous sugar production—namely, cane and beet.

Of these two, cane is the oldest and possibly originated in India on the river Indus. It was first mentioned in a report of Nearchos, Admiral of Alexander the Great, in which he stated that the natives produce honey and a white sweet substance from a reed or cane. From India it was brought to the Euphrates, then to Egypt, Cyprus, North Africa, Spain, Canary Islands, and from there to America.

The sugar beet (Beta cicla) grows wild on the shores of the Mediterranean and Caspian seas, in Mesopotamia and East India. From these places the sugar beet spread all over Europe. In 1747 the German chemist Marggraf discovered and produced the first sugar from beets, as he stated in a report made to the Berlin Academy of Science. In 1786 Achard, a scholar of Marggraf, raised sugar beets especially for the manufacture of sugar and built the first beet sugar factory, the first output of which amounted to 1.6 pounds of raw sugar.

Around Canada in **24** hours.

Better than "Globe Trotters"—the ***Ocean Mills*** sends out a ***Chinese*** Sandwichman whose mission it is to go and wish "Good Day" to all housekeepers in Canada in the space of ***24*** hours.

As you will see, he differs considerably from the old style "Sandwichmen" who walk only a few miles a day in one part of a city.

Our Sandwichman's action, so rapid, is simple and absolutely without effort. Our good Chinaman simply hides himself in the folds of the great newspapers, which at each issue send him to the four corners of Canada, and so around the vast territory in ***24*** hours.

To knock at every housekeeper's door is to him a general gratification. The kind reception given to the famous ***Chinese Starch,*** which ***glazes*** so well, makes him at all times a welcome visitor. As will be noticed, his mission is one of utility, as ***Chinese Starch*** changes hard work into real pleasure. The laundress who knows it to stiffen and glaze her linen so well, speaks enthusiastically of it. In brief, a good example should always be followed, and we ask those who have not hitherto used it to try ***Chinese Starch.*** For sale by all grocers at 10c. per package. See that you get the genuine ***Chinese Starch*** from your jobber.

Manufactured ***only*** by

OCEAN MILLS,
MONTREAL, P. Q.

OUR AGENTS:

John E. Cox,	Ottawa, Ont.
R. S. McIndoe,	Toronto, Ont.
W. A. Simson,	Halifax, N.S.
McKinnon & McNevin,	Charlottetown. P.E.I.
Boivin & Grenier,	Quebec and Levis, P.Q.

FOR SALE BY FOLLOWING JOBBERS:

H. N. Bate & Sons,	Ottawa, Ont.	Lucas, Steele & Bristol	Hamilton, Ont.
S. J. Major,	Ottawa, Ont.	Foley, Locke & Larson,	Winnipeg, Man.
Provost & Allard,	Ottawa, Ont.	Jobin-Marrin Co., Limited,	Winnipeg, Man.
The F. J. Castle Co., Limited,	Ottawa, Ont.	Hudson's Bay Co.,	Winnipeg, Man.
Joseph Grant	Ottawa, Ont.	Codville & Co.,	Winnipeg, Man.
H. P. Eckardt & Co.,	Toronto, Ont.	Wson Bros.,	Vancouver, B.C.

WIDE-AWAKE RETAILING

Remarked by the Senior Partner.

"THERE are no two ways about it, Smithers," remarked Dobson, as the two fell in step for a turn round the block and a breath of fresh air, after the key was turned, "there are more brains needed to run a grocery nowadays than ever before."

Dobson occupied himself with charging a well-colored meerschaum, reserved for after-business hours, and had her pulling well before he continued. "Yes, running a grocery business is a different thing from letting it run itself. Why, way back there when I started to work for Si Horton, at the Corners (Dobson was inclined to grow reminiscent when the meerschaum was pulling well), things just ran themselves. If Si was spinnin' a yarn to the old lubbers around the stove, it didn't matter if there were a dozen customers in the store, Si would finish his yarn; and they always waited. Time wasn't any object, and anyway, it was a treat to hear Si laugh when he had finished. But fancy trying to run a store that way now. Whew! If you are not right sharp and smart, out goes Mrs. Customer with her nose up in the air and Robinson up at the next corner has a new customer.

"We didn't have delivery wagons in those days; if anyone had asked Si to 'Be sure and have it sent up before half past eleven' I truly believe he would a dropped dead. And what a mess that old shop was in, too; biscuit boxes on the counter, barrels of sugar around any place, and the blackstrap away at the back between the vinegar and the coal oil. We were strong on staples. None of your nick-nacks; folks took what they got and were satisfied. Si was the best hand at checkers any place around the corners, and he made a lot of money, but I'm afraid he wouldn't stand much show running up against a departmental store and a butcher shop around the corner with a full line of canned goods and package teas.

"Funny, isn't it, how things change? Fifty years ago we were all departmental stores. There was the tavern, the blacksmith shop and the departmental store. Of course, we didn't call it that; the name wasn't invented; but for all intents and purposes that's what they were. From snuff to fish hooks, rye whiskey to canton flannel, you could get what you wanted, if you weren't too particular, and we weren't 'just out.'

"But after that the railroad went through and the corners began to boom. Then came the grocery store, the boots and shoe store, the china hall, the dry goods emporium and stores without end. We all were specialists then. Each man had his line, and he kept to it. Worked well too. I saved up a little capital and hung out my sign. You came in shortly after to help behind the counter. There was a whole lot we didn't know about the business that we know know, but we haven't done so badly, considering, while the corners have been growing into a city. The only opposition we had was from fellows like ourselves around the corner.

"A grocery was a grocery in those days, and when you went into a city store that had corsets in the window there was no danger of your running up against a firkin of butter or upsetting a basket of eggs. The general store was still the proper thing in the smaller towns, but in this burg we thought we had passed that stage.

"But Smithers, old man, we were wrong. The pendulum is swinging the other way and who knows when it is going to stop.

"When all our goods came in bulk we had to be pretty sharp and well posted to see that we were getting the right sort of goods. The package system of doing up groceries has relieved us of a good deal of responsibility and drudgery, in one way, but, as I was saying, has resulted in other complications which require a greater exercise of grey matter than ever before.

"Then it was merely the selection of goods, now it is competition. The package system enables the departmental store to compete with us as they never could under the old bulk system, but we've got the remedy in our own hands. I believe in fighting the devil with fire. We'll have to departmentalize ourselves.

"The big dry goods stores are selling cereals and soap, and the butcher shops are going in for tea and canned corn. I suppose they are right, too, in a way. We have been selling bacon and hams for years besides no end of tinned meats.

"And, by the way, what don't we sell done up in tins! Concentrated soup, roast turkey, plum pudding, pork and beans, hash, not to speak of fruits and vegetables, and I'm blessed if that last traveller didn't have a mighty nice line of tinned sausages. Yes, and that corn syrup is put up in tins. Besides, remember, all the things that come, nice as you please, in cartons, boneless codfish, seeded raisins, salt, baking soda, with breakfast foods galore. And, as for bottled goods, I was thinking the other day, in sizing up our display, that it beat any liquor store I was ever in.

"There is where the telephone comes in good and handy. Mrs. Brown can ring us up and order what she wants without seeing it. When she orders a certain brand she knows just what she is getting and if it should happen not to be up to the mark we are not so apt to get the blame for it.

"Now my theory is that we should handle everything that can be eaten. The butcher shop sells tea. That's their privilege. What's the matter with us building our annex round the corner there and running an up-to-date butcher shop? We sell cured meats. Why shouldn't we sell fresh meat? The secret of the departmental store success is that you can get anything there you want. What we ought to do is to sell everything a man or woman wants—to eat.

"We have the telephone service, we have the delivery service. The same people who come in, or ring up, for cabbage and baking powder want a sirloin steak or a leg of mutton. Why shouldn't we supply it?

"I got this idea last Spring when I was over to see John in Detroit. Every grocery on the corner had its meat department, and for that matter its beer department, but that's another matter. Of course there are obstacles, but I've been doing some hard thinking over the matter and the more I think the more I like the idea."

They had rounded the block, the meerschaum had burned out, and the flow of Dobson's eloquence had begun to slacken. Carefully replacing the pipe in its well-worn case he was relapsing into a meditative silence when the electric glare from the firm windows caught his eye and loosened his tongue again.

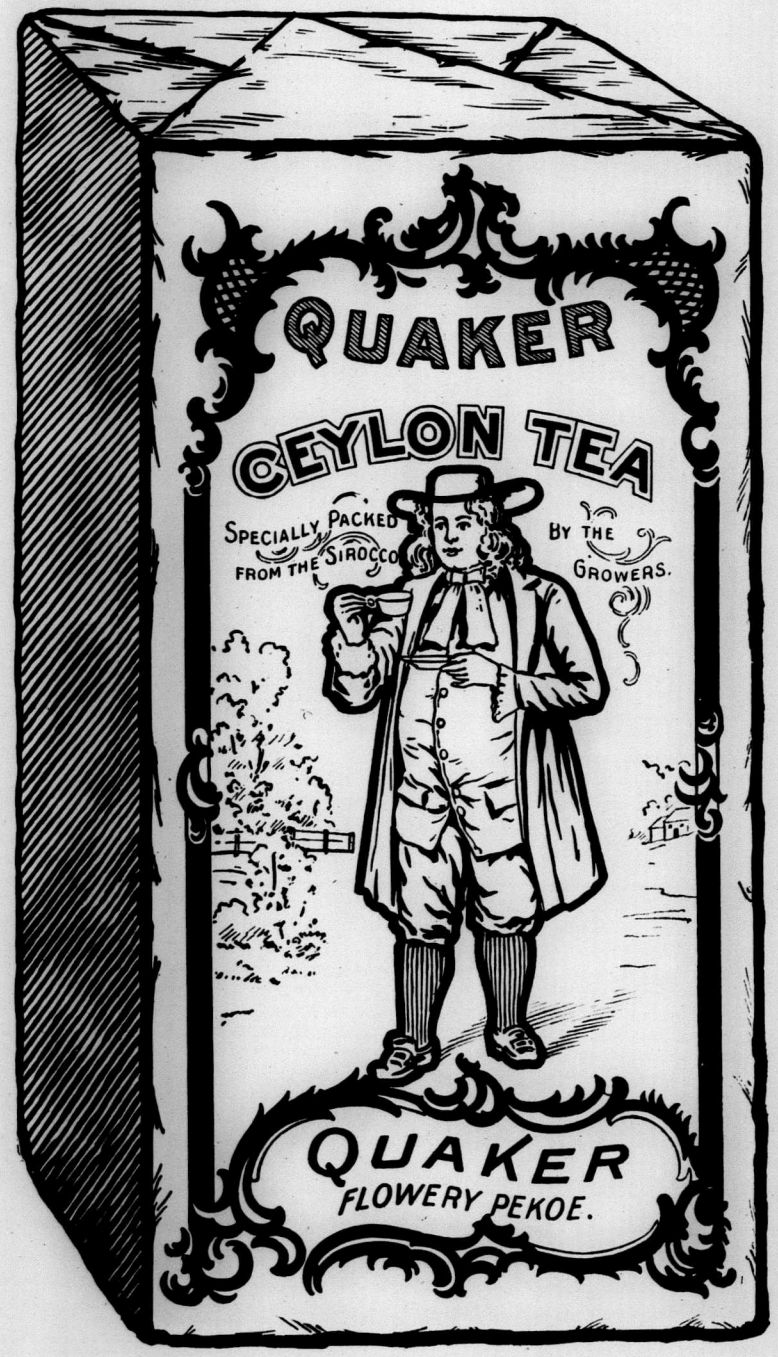
"Stop," he cried, "did you ever see a finer window than that, grocery or any other store? That plate glass cost a lot of money and the wife said we were crazy to put so many electric lights in it. But Smithers, we never made a better invest-

Sealed in Ceylon. **Sold in Canada.** **Unsurpassed in the World.**

Drinkers use it.

Dealers recommend it.

Connoisseurs praise it.



Quaker Tea is the pick of the finest blends of Ceylon Tea. Sold in the original lead packets. This tea is absolutely free from contamination. It has the delightful aroma, the satisfying taste and all the qualities that mark the selected teas of the East. Purity of quality, choice of leaf, care in packing, make Quaker Tea appreciated as no other tea can be appreciated.

All high-class dealers sell it. ***All fastidious tea drinkers want it.***

J. A. MATHEWSON & CO., - Montreal.

Agents for Canada and Newfoundland.

ment. Just look at that window, doesn't it make you hungry only to look at it? It's worth two first-class clerks day and night. Why, we hadn't had the old place renovated and that new front put in a week before the avenue people began to drop in, and now you know we have them solid—best trade in the city. Young Rodgers dresses the window now, don't he? He's a bright boy, Rodgers. How much are we paying him? Eh! Well, I've been thinking that he needs encouraging. He's worth more to us than that, I think we had better give him a raise.

"The business is going right ahead, isn't it? We'll have to see about that meat scheme. We've got to keep ahead of the procession. The way to win out is to think twice while the other fellow is waiting to see what turns up.

"We've a fine store here, Smithers, fine store, none better in the city, and by the Old Harry, there ain't going to be.

"Good night, Smithers, good night."

Fighting the City Catalogue House.

MUCH food for thought on the part of grocery retailers is given in the following article written by "A Merchant," in The Iron Age. The illustrations are taken from a hardwareman's experience, but the lesson adduced is fully as worthy of a grocer's attention as of any class of merchant:

"The competitor that gives the retail merchant the most concern and the one with whom it seems hardest to cope is the mail order catalogue house. The merchant does not fear his competitor at home, because money spent in town goes the rounds, and if he doesn't get it today he is reasonably certain of getting a piece of it sooner or later. On the other hand, the money that goes to Toronto, for example, never gets into circulation at home. It may pay taxes and church dues and charity funds and go to support public enterprises, but if it does it will be in connection with foreign enterprises, and the local situation will be none the better for it.

"By mail order houses we do not refer indiscriminately to the entire mail order business, but rather to those houses, noticeably in Toronto, who claim to be able to sell everything on earth at prices that cannot be met in open competition. The ordinary mail order business, devoted to exploiting some specialty, has no effect on retail trade, but the large catalogue concerns have come to be menacing in the extreme. This is true to a large extent in all branches, because they carry everything.

"A news item appeared in a Buffalo paper soon after the first of the year in which it was stated that during 1902 nearly $25,000 worth of goods had been received at the express and freight offices of a certain village of 1,200 people from supply houses in large cities on orders from people living in that village and vicinity. In 1901 the people embraced in tae same tesritory purchased $20,000 worth of goods from the same sources. This is a straw that shows which way the commercial breeze is straying. This village is only one of many whose people are spending their money in the same way.

WHERE LOCAL RETAILERS FAIL.

"It is astonishing the hold these catalogue houses have on the rural communities. These houses have built up their business through persistent and judicious advertising. The local retailer has done nothing to counteract this pernicious influence, and by his very silence has created the impression that he is afraid of his larger competitors. His arguments, when he has condescended to cease abuse and come down to a reasonable discussion of the situation, have been mostly along moral lines. He has shown that it was wrong to patronize a concern that had no local interest; he has pointed to the fact that the goods were never better than represented and often of an inferior quality; he has shown where his money went in the way of local charities, etc., but where he has failed is in preaching too much on the moral side and leaving out the material side of the question.

CONVINCING ARGUMENTS.

"If he had said he would meet the prices, dollar for dollar, goods for goods, it would have had more influence with the masses in a minute than a whole year's discussion of the moral ethics of where money should be spent. The average man is going to buy where he can buy cheapest, and the fellow who depends on getting a man's sympathy first and his money afterward might as well close his store. It is just as fair for the farmer and merchant to send to Toronto for his supplies as it is for the local merchant's wife to get her millinery in the nearest large city. The more the merchant whines over the catalogue houses the better they will be advertised. In fact the business has been built up largely by the crocodile tears of certain old fossils who marked their goods in war times and have never marked them down.

"The only way to down any competition is to meet it squarely and go them one better. Advertising will kill the catalogue business just as surely as the mail order business has killed the old fossils, providing always it is backed up with the facts.

A SUCCESSFUL ADVERTISING CAMPAIGN.

"A certain hardware store began an advertising campaign with a view of reaching those who patronized Toronto and the results were very gratifying. Briefly their plan was as follows: They advertised that they had the catalogues of all the leading supply houses, giving their names, and offered the free use of them to anyone interested. Each week they ran a series of descriptions of seasonable articles taken from the catalogues, giving the number of the article and the page and quoted the catalogue price. Right below the catalogue price in bold type appeared the price charged by the local dealer. If it was less or more it did not matter; it was quoted just the same. Frequently, where a few cents over the Toronto article was charged, it was supplemented by a pertinent inquiry if six cents would pay the freight, etc. The introductory part of the advertisement usually contained some useful information that the consumer might well pause to consider. It was shown that the middleman's profit was not such a heavy tax as one might suppose, as, for instance, on a keg of nails a jobber in Sarnia was quoted as saying that if he made five cents on a keg of nails he was satisfied. Would five cents pay the freight on a keg of nails from Toronto? Hardly. Then followed figures giving freight rates. It was shown that the man who bought a carload did not make so much more than the man who bought in case lots. It was pointed out that the earnings of the middle man were not so much on each article, but that it was the aggregate on a year's business. The fact was brought home that the freight in a small way was more than the jobber's profits, and even allowing that goods could be bought in Toronto at wholesale prices the freight and postage amounted to more than the middle man's profit, and the goods could be bought for less money at home.

EFFECT OF THE ADVERTISING.

"This kind of advertising was an innovation. The local paper commented on it. Still more advertising. People talked about it. They were surprised that any dealer had the nerve to put his prices against the supply houses. They were incredulous, and said so, but they went to see, and the firm had life enough to show them, once they got them in the store, that there was no fear in their make-up, and that they did not want money unless they could give value received for it.

"This particular store found this the only successful method of dealing with the problem. True they were not always able to meet the price, but if not they were honest enough to say so and they offered to send to the catalogue house and get the article in question for their customers. As they were buying other goods in Toronto they were sometimes able to save a little freight by having the

goods inclosed, and this was a small profit, better than none at all, and they had pleased a customer.

PREMIUMS FOR HOME PURCHASERS.

"The best way to fight a common enemy is to combine. If the dry goods man, the druggist, the grocer, the hardware dealer, the harness maker and the furniture dealer would get together and do a little thinking it would be mighty profitable. Let them lay aside their petty jealousies and buy a little space and advertise. They could say to the people that they were ready to meet outside prices. They could press in the moral responsibilities of the good citizen to spend his money at home, and then go on to say that they were willing to offer a little premium in order to have him do so. They were prepared to fill all orders for goods in any line if they could get the orders. Let the people pick out just what they wanted from the catalogues, make up the order all ready to send and turn it over to them, and they in turn would agree to fill it at the same price and give them three per cent. discount for cash.

REGAINING PRESTIGE.

"This of course would mean that the consumer was to allow the local dealer the same as he would have to pay in freight and postage added to the catalogue prices. Local dealers could afford to do this, and it is not likely they would get many orders. If they did they should treat them fairly and promptly. The tendency, however, would be to discredit the catalogue houses, and by showing that they were ready to meet outside competition the local dealer would have taken a long stride toward regaining a falling prestige. All the world loves a fighter as much as they despise a sniveller. Don't whine, don't snivel, but hustle and fight and advertise.

Importance of a Happy Disposition.

IF a salesman has not within his heart the "milk of human kindness," he would better quit trying to sell goods and go into the banking business—where friendship ceases—says Salesmanship. A happy disposition is to a salesman what fire insurance is to a property owner—it enables him to "bob up serenely."

As no two customers are exactly alike in their disposition, the salesman must rely on nature's law of "Laugh and the world laughs with you."

When you are dealing with a customer who shows an inclination to be cranky and crabbed, remember that one of the strongest psychological laws is that of "Association," and as "Suggestion" is even a greater power you will find that by keeping yourself in a happy mood before a customer, your smiling countenance will suggest to him that it is better to be pleased than otherwise, and by the association of the thoughts which naturally go with pleasant things, the customer's mind will be very quickly filled with thoughts of a pleasing nature, and his crabbedness crowded out to make room for them.

This fact will easily be recalled by many salesmen who have cultivated the art of story-telling, for it is often the case that a crowd of very dull people have been fairly electrified into a coterie of very happy souls by the advent among them of a "jolly good fellow," who "breaks the ice" by shedding the lustre of his sunny disposition in their midst.

While in this case the happy personality of the one individual is reflected by the crowd, and while every one is not blessed with the faculty of being "a jolly good fellow," the tendency of a happy disposition is always to overcome moroseness wherever it is met with, and as the salesman's business is to separate a man from his money it is very plain that a man will spend money more freely when he is feeling happy than when he is the least bit "dumpy," and many a salesman has found that it is very much to his interest to "call again" on a customer whom he finds to be "out of sorts."

"If you cannot be happy, be as happy as you can" is a rule that all salesmen will find to be a never-failing guide to success.

When you rise in the morning and your head feels thick and the world looks black, if you will deliberately set to work to recall a few of the funny stories you have heard and earnestly try to put yourself in a laughing mood, you will be surprised to find how easy it is to cast off what would otherwise be a bad case of the blues.

Always remember that there are other days coming, and while to you "it may be cloudy to-day, the sun will be shining to-morrow." You can jolly yourself as well as others, and if you know how to make other people feel good and fail to work it on yourself, you are not giving yourself a square deal.

PROFIT FROM QUICK TURNS.

IT seems strange, says St. Paul Trade, that so many good merchants should be blind to what is at once the plainest and most important lesson in modern merchandising, which is:

The best profit a merchant can possibly make is the compound profit which comes from frequent turns.

You have a certain fixed expense—say 15 per cent. on sales. You make a more or less fixed average profit—say 25 per cent. on sales. In other words, an article that costs you 75c. you sell for $1. Out of that dollar 15c. goes for expense, leaving you 10c. net profit each time the stock is turned.

If you turn that item twice in a year you make 20c. on the investment. If you turn it five times you make 50c., without a penny more investment.

Profit compounds in exact ratio with the number of times you turn your stock.

When you buy double the usual quantity of an item you double your investment, but do not increase sales. You turn your stock but half as often. With twice as much money invested you make no more net profit.

That is all the "mystery" there is about the ease with which small stores that buy their goods right hold their own against big neighbors. It tells why, of two stores side by side, handling about the same lines, one may make twice as much "net" as the other.

Go to nine towns out of ten and you will find one or more old-line concerns that have made money in the past and are still well rated. They were bred in the old school, where merchants were taught to buy six months' supply at a time, and they seemingly can't forget their lesson.

To one of these towns comes a small concern with not more than a quarter as much capital as the present leader there. Because its capital is limited it must buy in smaller quantities, buy oftener, watch stocks closer, keep every dollar on the turn all the time. It probably turns its stock eight or at least six times a year.

At the end of the first twelve-month the little store has probably made sales half as great and profits more than half as great as the big store.

At the end of five years the little store has become the big store, and its one-time rival (pending the time when expense shall have eaten up its capital wholly) has little to do save to complain that the trade is not what it used to be, unless—

Unless the old-timer has the wit to see where the trouble lies and the grit to climb out of the rut.

In the latter case there will probably be two prosperous stores instead of one, for both the new firm and the old will fight aggressively for business and pull it from less enterprising towns around.

Every time you invest two dollars where one dollar would have served, you withdraw a dollar from the active part of your capital—you stop the growth of compound profit.

GOWANS, KENT & CO.

CROCKERY and GLASSWARE

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

Glass Sets,
" Butters,
" Sugars,
" Creams,
" Spoons,
" Berry Dishes,
" Salvers,
" Preserve Dishes,
" Comports
" Pickle Trays,
" Pickle Jars,
" Celery Trays,
" Celerys--Tall,
" Bread Plates,
" Bird Baths,
" Egg Cups,
" Seed Cups.
" Flasks,
" Fruit Jars,
" Jellies,
" Wines,
" Goblets,
" Tumblers,
" Jugs,
" Water Sets,
" Salts and Peppers,
" Bowls,

Fancy Glass Vases,
" " Rose Bowls
" " Water Sets,
China Fruit Plates,
" Table Plates,
" B. and B. Plates,
" Cups and Saucers
Jumbo " "
China A. D. Coffees,
" Mugs,
" Shaving Mugs,
" Egg Cups,
" C. S. and Plate Sets,
" Porridge Sets,
" Cream Jugs,
" Table Pitchers,
" Sugars and Creams,
" 3-piece Tea Sets,
" Table Sets,
" Syrup Jugs,
" Berry Sets,
" Pudding Sets,
" Salads,
" Ovals,
" Celery Trays,

China Fruit Saucers,
" Teapot Stands,
" Cuspadores,
" Cracker Jars,
" Spoon Trays,
" Olive Dishes,
" Pin Trays,
" Match Safes,
" Knick Knacks,
" Candle Sticks,
" Vases,
" Figures,
Tea Sets,
Toilet Sets,
Dinner Sets,
Cups and Saucers,
Plates,
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Covered Dishes,
Decorated Jet Teapots,
Rockingham Ware,

Cane Ware,
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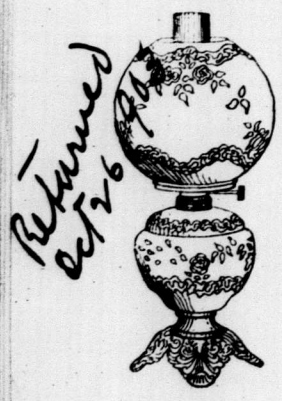
Lamp Chimneys,
Lantern Globes,
Burners,
Wicks,
Library Lamps,
Hall Lamps,
Reception Lamps,
Vase Lamps,
Banquet Lamps,
Store Lamps,
Brackets,
Bracket Lamps,
Shades,
Paper Shades,
Lamp Globes,
Gas Globes,
Shade Frames,
Shade Holders,
Night Lamps,
Barn Lamps,
Harps,
Reflectors,
Smoke Bells,
Prisms,
Onyx 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.

Having Confidence in One's Self.

SELF-CONFIDENCE is a valuable asset to those who possess it, says The Grocers' Monthly. Our Scotch friends call it self-conceit—"haein' a guid opeenion o'yinsel"—we call it the faculty of being able to form a fair estimate of one's power to dare and do, and of catching opportunities as they offer themselves. How many of our readers have experienced the chagrin of refusing a good position, and of not going in for it as it opened simply because of lack of confidence in their ability to cope with its requirements, and of afterwards seeing it go to another less able, but more "cockie," than themselves? A good many, we should say. The career of Mr. Thomas Martindale, one of the biggest grocers in Philadelphia, is a notable example of what one can accomplish if one has confidence in one's self. Such success as he has had is directly traceable to self-assertiveness—to putting his best foot forward in every possible way. Here is what he says about himself:

I have not been in the grocery business all my life; my early experience was in the dry goods business. Nearly in the beginning I went to a big dry goods merchant in Toronto, Ontario, and asked for work.

"What can you do?" he asked.

"I can do anything," I replied.

"Can you run a white goods counter?" asked the merchant.

I answered that I could so confidently that I was given charge of the white goods counter at a salary of £90 a year. After I had been there a few weeks, the manager of the silk department became mixed up with the flowing bowl one day, and went home "sick." His employer was deeply put out and sent for me.

"Do you know enough about the business to run the silk department?" I was asked. "Mr. So-and-So has gone home sick, and we have decided to make a change."

My knowledge of the silk business was extremely scanty, but I, nevertheless, confessed to the necessary knowledge.

"I can run the silk department," I said, "but Mr. So-and-So gets £140 a year, while I am only getting £90. If I am competent to do his work, I am competent to draw his salary. I won't undertake it under any other circumstances." There was a great time, but I got the advance, and ran the silk department for about four months. Then the manager of the store was sent to Europe to remain as a resident buyer. Again the firm sent for me. After detailing the circumstances, they offered me the position. I thanked them, but observed that the manager had been getting a large salary, while I was drawing only £140. "If I was competent to do his work," etc., etc., etc. This ended also with me getting the advance, and I remained in that position for quite a while.

Each of these positions was secured, to begin with, very largely through the confidence which I showed that I felt in my own powers. So far as two of them were concerned, I had little or no experience in their duties.

Yet I succeeded in them all, I think I may say without egotism, and so could any other young man of pluck and persistence. None of these chances would have been open to me at all had I not showed the utmost confidence in my own ability.

Some time after that I decided to try my hand at something beside the dry goods business, and I came to the United States. After travelling about a bit, I found myself one day on a train passing through Oil City, Pa. There was a crowd at the station. I disembarked and enquired where the circus was. A bystander replied that there was no circus, the crowd was caused by five-dollar oil, Oil City being at that time the all-important speculating centre.

I thought I saw some chance, and I left the train. That night I paid a dollar for the privilege of sleeping on a hotel billiard table in company with five other gentlemen.

The next day I hunted up the largest oil operator in the place, and asked for work.

"What can you do?" he asked me.

"Anything that any other man can do," I replied, but this time I got in a little too deep.

"Can you dress tools?"

"No," I replied, "I can't do that."

"Can you drill?"

"No," I said, "I'm afraid I can't drill."

"Can you run an engine?"

"No," I answered, "I can't do any of these things, but I can learn them all."

"That may be," the oil operator replied, "but we aren't paying three dollars a day for learners."

"I know that," I said, "but why not give me a chance? I'll guarantee not to do your property any harm, and I'll deposit £80 that I have saved as security that I won't blow up your boiler or do any other damage."

"Are you afraid of work?" he asked. When I replied that I was not, he stated that he wanted a road cut along the side of a hill, and asked if I could do it. I said that I could, but the hill, when I saw it, was not calculated to inspire joy. It was rocky and gravelly, and covered with a stubby growth of timber. I had to build a bridge in addition to cutting the road. I set to work. I was all hand labor. The rocks had to be removed and the roots grubbed out. It was in reality a terrible job.

A week rolled by and the operator came to inspect the work. "The road was very good as far as it went," he said, "but it wasn't wide enough. It must be wide enough for two teams to pass."

This meant that I had to widen the road about three feet.

After this was done, the operator told me one day that he had ordered me transferred to oil well No. 1, with instructions to the foreman that as soon as I could learn to run the engine and was willing to stake my £80 on not blowing up the boiler, I was to have the job.

In a week I had the job, and was placed on wages of £1 a week, working Sundays as well as weekdays. During that period I did my own cooking and carted my groceries and supplies over the mountain on my back, the trip covering about two miles. The grocer from whom I bought much of my stuff was an old raftsman, and a bad misfit. He hadn't taken stock for years, in which peculiarity, be it said, he did not differ from very many other grocers. Neither did he know anything about bookkeeping.

Prices were extremely high in those days. The old fellow ought to have been making money, but he had no business instincts and was in a bad way.

He asked me one day whether I knew anything about books. I replied that I knew a little, and he then made an arrangement by which I was to go over his books and tell him how he stood. I did so, and found that he had been bankrupt for a good while. Not only that, but at the time of my investigation he owed about £300. The books were in fearful shape. His assets consisted of a lot of bad accounts, a little old ramshackle building, and about £90 worth of goods.

My report sickened the old grocer so much that he offered his whole business to me, stock, fixtures, good-will and everything, if I would pay him £20 in cash and pay off his debts, which would enable him to get away.

I agreed, took the business, borrowed some money, paid off the debts, and that is how I got into the grocery business, which I have been in ever since.

I do not know of any experience which more conclusively proves the value of perfect confidence in one's powers, both felt and revealed.

Canada Permanent Mortgage Corporation

(Formerly The Canada Permanent and Western Canada Mortgage Corporation).

Head Office, Toronto St., TORONTO.

SAVINGS DEPARTMENT

$1 and upwards received on deposit. Interest paid or compounded half-yearly at..... 3½%

$100 and upwards received for which debentures are issued with coupons attached for half-yearly interest at.... 4%

Paid-up Capital ..... $ 6,000,000.00
Reserve Fund ..... $ 1,600,000.00
Invested Funds $23,600,000.00

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

YOUR BANK ACCOUNT

Will receive every consideration if kept at

The Bank of Toronto.

Head Office: - TORONTO.

Paid-up Capital
$2,850,000.00
Reserve Fund (larger still)
$2,950,000.00
Total Assets (over)
$24,000,000.00
Incorporated 1855.

BUSINESS ACCOUNTS Invited

Interest added to

SAVINGS ACCOUNTS

every six months

Drafts and Letters of Credit

issued for your business or your personal requirements.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

LONDON, ENG., OFFICE, 60 Lombard St., E.C.
NEW YORK AGENCY, 16 Exchange Place.

The attention of exporters and importers is requested to the undernoted list of correspondents of this bank, embracing all parts of the world. In conjunction with its widespread system of branches, numbering 105, and covering all important points in Canada and on the Pacific coast of the United States, it is thus enabled to offer them unexcelled facilities for the transaction of domestic or foreign banking business.

List of Bankers and Chief Correspondents:

GREAT BRITAIN—
The Bank of England; The Bank of Scotland; Lloyds Bank Limited; The Union of London and Smiths Bank, Limited; Parr's Bank, Limited.

UNITED STATES
New York, The American Exchange National Bank; The Fourth National Bank; Boston The Bank of Nova Scotia, The National Shawmut Bank, The National Suffolk Bank; Buffalo, The Marine National Bank; Chicago, The Northern Trust Company; Detroit, The People's Savings Bank, The Commercial National Bank; Minneapolis, The North-Western National Bank; New Orleans, The Commercial National Bank.

FRANCE
Credit Lyonnais, Paris; Messrs. Lazard Freres & Cie, Paris.

GERMANY—
Deutsche Bank.

HOLLAND—
Disconto Maatschappij, Rotterdam.

BELGIUM—
Messrs. J. Matthieu & Fils, Brussels; Banque d'Anvers, Antwerp.

SWITZERLAND—
La Banque Federale, Zurich.

INDIA, CHINA, JAPAN and the PHILIPPINE ISLANDS—
Chartered Bank of India, Australia and China; Hongkong and Shanghai Banking Corporation.

SOUTH AFRICA—
Standard Bank of South Africa, Limited; Bank of Africa, Limited.

AUSTRALIA and NEW ZEALAND—
Union Bank of Australia, Limited; Bank of Australasia; National Bank of Australasia, Limited.

HAWAIIAN ISLANDS—
First National Bank of Hawaii, Honolulu; Bishop & Co., Honolulu.

SOUTH AMERICA—
British Bank of South America, Limited; London & Brazilian Bank, Limited; Bank of Tarapaca and Argentina, Limited.

MEXICO—
Banco de Londres y Mexico.

WEST INDIES—
Bank of Nova Scotia, Kingston, Jamaica; Colonial Bank and Branches; National Bank of Cuba, Havana, Cuba; Bank of Bermuda, Hamilton, Bermuda.

Foreign Exchange Bought and Sold. Commercial Letters of Credit Issued.

CENTRAL CANADA LOAN & SAVINGS COY.

26 KING ST. E., TORONTO.

HON. GEO. A. COX, PRESIDENT.

E. R. WOOD, MANAGING DIRECTOR.

Total Assets	$6,579,321
Uncalled Capital	1,250,000
TOTAL	$7,829,324
Amount Due Depositors and Debenture Holders	$4,651,549
SURPLUS SECURITY	$3,177,775

The Metropolitan Bank

CAPITAL PAID UP, - - $1,000 000.
RESERVE FUND, - - 1,000 000

DIRECTORS:

REV. R. H. WARDEN, D.D., President. S. J. MOORE, Vice-President.
C. D. MASSEY, T. BRADSHAW, F.I.A., D. E. THOMSON, K.C.

HEAD OFFICE, - - TORONTO.

W. D. ROSS, - - GENERAL MANAGER.

SAVINGS BANK DEPARTMENT

at all Branches.

Interest allowed on all deposits of $1.00 and upwards at highest current rates.

FINANCE AND INSURANCE

WITH an authorized capital of over a hundred million dollars, The Consolidated Lake Superior Co. has collapsed because unable to meet a debt of five million, and now, papers that have printed columns of laudation on Mr. Clergue and his enterprises are going to the opposite extreme. Mr. Clergue, despite his shortcomings, is hardly deserving of much that is now said about him. He is undoubtedly a great promoter; but no organizer. His conception of developing the resources of New Ontario were worthy of all commendation, and the fact that the people associated in the United States Steel Corporation have thought it good to invest large sums in the neighborhopd of Mr. Clergue's enterprises, proves that he was working along the right lines.

The trouble with the Soo industries has been in mismanagement, not in misconception. Industry after industry have been begun, and without waiting to put the first on a paying basis. The scheme of a great system of co-ordinated industries was good, providing that each was made to pay, but instead of looking to this important question and despite the foreknowledge of the capital available, these various industries were left in a chaotic state of incompletion.

We are of the opinion that in the end most of the projects begun by Mr. Clergue will pay, and pay well, and he is deserving of no little gratitude for having directed attention to the resources of our northern lands, for otherwise, that section would probably be still unknown.

It is regrettable that he did not combine a saving modicum of caution with brilliant promoting genius.

To whom ever the Soo works fall in the reorganization which must now follow, Canada is chiefly interested in seeing that they are made to pay. The collapse, due to no fault of the natural resources of the country or advantages of location, will, nevertheless, reflect seriously on the prospects of other Canadian industries seeking outside capital. The most effective remedy for the wrong done our reputation would be such a reorganization and management of these allied industries, either as a whole or separately, as would yield good hard money in dividends.

* * *

The Dominion revenue from customs for the three months ending September 30 was $10,888,166 compared with $9,070,717 for the same three months last year, or an increase of $1,817,448. The customs revenue for the month of September alone was $3,756,705, or an increase of $615,675 over September last year.

* * *

The final consummation of the separation of The Dominion Coal and The Dominion Steel companies should have a good effect on both. The Steel Co. should now be provided with sufficient funds to complete the plant and develop what is undoubtedly a good proposition in spite of the excessive first cost. Coal will now be relieved of the steel incubus and in a position to be developed along profitable lines. The unsatisfactory showing of these eastern enterprises after having been launched with such promise, has been most unfortunate for Canadian industries in general, as tending to discourage the investment of the European capital we so much need at the present, and will so much more need in the future, if our dreams are to be realized. It is the more unfortunate in that in both cases mismanagement rather than lack of natural resources and facilities has been the source of the difficulty. Every Canadian will hail with acclaim the day on which the Sydney interests come to their own in the industrial and financial world.

* * *

Too much American silver coin in Canada, was a complaint heard at the Manufacturers' Association meeting, and a resolution was passed asking the banks and the Government to take measures to secure its exodus and prevent the recurrence of the nuisance, for such it has become. There is reason in the resolution. The profit in the coinage of silver is about 60 per cent., and that profit should be the perquisite of our own rather than of a foreign government. Patriotism was also appealed to and Canadian pride was enlisted against the dimes, quarters, half dollars, and "cart wheels" that load down our pockets and irritate our tempers.

If there was reciprocity in the matter and our coins passed current across the border, we might submit to the indignity of accepting Yankee money, which is being poured into our country in greater abundance every year by the tourist route. But there isn't. On crossing the border you must pay tribute to the money changer, and we might just as well do likewise. The act of revealing to the American tourist the fact that the almighty dollar isn't almighty over here unless in the form of a Dominion note, while perhaps ruffling his temper for the moment, may just possibly have the effect of increasing his respect for the Johnny Canucks. On the other hand there is the question whether it is worth while to discourage the profitable American tourist trade, which is annually growing greater, by putting what is undoubtedly an irritating impediment in the way.

* * *

Daylight is beginning to show through the darkness surrounding the Soo. Senator Dandurand has been handed over all the necessary documents to complete the sale of The Lake Superior Consolidated Co. to his English clients, The Vickers-Maxim Co. and the Armstrongs. The terms of sale, subject to ratification by the prospective purchasers, call for an immediate cash payment of $8,000,000 and subsequent payments until the sum of about $30,000,000, the purchase price, is reached.

Insurance as a Basis of Credit.

THE convention of the National Association of Credit Men, held recently at St. Louis, paid some attention to fire insurance as it affects the credit of retail merchants. The following resolution appears to have been generally approved:

"Whereas, A great many country merchants do not appreciate the importance of carrying insurance on their stock;

"And Whereas, It is likely to cause ill feeling towards any individual concern that takes it upon itself to call attention to such failure;

"Therefore, Be It Resolved, That the secretary of the National Association be directed to prepare a letter to be distributed to the various local associations, which letter shall be sent by the secretaries of such local associations to merchants who carry no insurance and such letter to be accompanied by any literature which shall be published by the association bearing upon insurance as a necessary requisite to the securing of credit upon wholesale or manufacturing trade, such names to be furnished the local secretaries by members who desire such letters sent."

It came out during the discussion that there was considerable loss inflicted on manufacturers and wholesale dealers, by

retail stocks being inadequately insured. This arose, first, from the indifference of merchants; second, from injudicious economy in trying to save the cost of insurance; third, from inability to secure insurance. The proper system was admitted to be, the refusal of credit to any retailer who keeps his stock uninsured. The fact that a retailer is unable to secure insurance on his stock was recognized as a caution against his being granted credit, as, in these days of competition, if insurance companies decline a risk, they must have some special reason for this course. Fire insurance as a basis of credit is also shown by the uniform practice of mortgage loan companies who insist upon the properties covered by any loan they grant being covered by a fire policy. Banks also are equally strict in protecting themselves when making loans that are secured, more or less, by such property as is liable to damage by fire. The banks also take assignments of life assurance policies as collateral security, though only in the last resort, as this is an undesirable practice. The business which is rendered possible by the security of insurance, amounts to hundreds of millions. Insurance to-day is one of the bulwarks of credit.—Insurance and Finance Chronicle.

Rate of Interest on Savings Deposits.

A RECENT event of interest in Canadian financial circles was the decision of the Canadian Bankers' Association against the proposal of the Bank of Nova Scotia to raise the rate of interest allowed depositors in chartered banks from 3 to 3½ per cent.

Although the proposal was turned down, other leading financial institutions besides the Bank of Nova Scotia were prepared to make the change because of the pressure being brought to bear by depositors through the country, the increasing demand for loans and the scarcity of money at their disposal.

Canadian banks have experienced no difficulty in finding employment for all their funds during the past two or three years, and they have actually no money to spare now except for investment in choice collaterals promising good returns. One cannot help noticing the handsome dividends they are able to declare and the respectable rest accounts they are building up. Depositors are beginning to feel that they too ought to enjoy the fruits of this harvest, especially as their money is largely responsible for the good times Canadian banks are enjoying. They think that they are entitled to receive more than the nominal rate of 3 per cent. on deposits when the demand for funds is so great. Indeed, in order to secure the supply of money required for loans, the banks may yet have to agree to the proposed increase.

Some bankers say that if the rate of interest is raised the charge for accommodation to clients will have to be correspondingly increased. It is interesting to note that the Bank of Nova Scotia threatens to compete for funds at a higher rate, and it must see a clear road ahead for the investment of the extra funds that would undoubtedly be attracted by the higher rate. The present commercial rate for loans cannot easily be raised higher than it is at present. If any readjustment has to be made it looks as if the banks may be the ones who will have to be satisfied with less profits.

Others argue that a high rate of interest will act as a damper on business, and this is undoubtedly the case. Cheap money is as important for the growing industries of a country as cheap fuel, cheap raw material and cheap labor.

With the extra amount of business, however, the banks would probably be able to make up whatever deficiency might result from the advanced rate. The prosperity of the banks should cause no jealousy. Were they otherwise than prosperous the business world would have more reason for concern.

Mr. Gould, of the Bank of Toronto, states that we haven't yet heard the end of the recent proposal of the Bank of Nova Scotia to raise the rate of interest on savings deposits from 3 to 3½ per cent. It is to be taken up again by the Canadian Bankers' Association in Montreal. Mr. Gould says western banks will stand by the 3 per cent. rate, and that the Minister of Finance is in favor of keeping it where it is. If the banks should raise the rate it is probable that depositors in the Savings Department, Ottawa, would also petition for a ½ per cent. increase. Such a state of affairs would place the Minister in an awkward position.

The Mystery of Consols.

THE low price of consols is referred to as "a mystery." A member of one of the largest financial houses in the city this morning confirmed the judgment of the most expert writers on the subject in these words:

"The course of the quotation for consols seems to me the most natural thing in the world. The huge borrowings of the Government on account of the South African War are, of course, telling their own tale on the security. But, besides that consideration, there is the additional factor to be reckoned with that so many other trustee securities bearing interest at 3 per cent. are now competing for popular favor. People are naturally anxious to get the best return possible for their capital, and so consols at 2½ per cent., even at their present price, are getting the cold shoulder more and more. There is also at the moment a very large "bull" account open in consols, which affects the situation to a very large extent. There is no reason to think anything extraordinary is going on in the city just now with regard to consols; and most financial men look upon the situation as a perfectly normal one—having regard, that is, to all the circumstances of the case."

Men of the highest rank in financial circles have substantially confirmed this view again and again.—Pall Mall Gazette.

Current Financial Notes.

THE success of the branch of the Royal Bank of Canada, opened at Havana, Cuba, has warranted the opening of an additional new branch at Santiago.

The Imperial Bank of Canada has opened a branch at Trout Lake, B.C.

The Sovereign Bank is opening a branch in the Jobbitt building, Uxbridge, Ont.

A branch of the Traders Bank has been established at Embro, Ont.

The Sovereign Bank has opened a branch at Belmont, Ont.

The Bank of British North America has opened a branch at Levis, Que.

A branch of the Union Bank of Canada has been opened at Mount Brydges, Ont., with W. B. Dunn, as manager.

A branch of the Bank of Toronto was opened at Coldwater, Ont., on October 5, 1903.

During the first week of October a seat on the New York Stock Exchange sold at $52,500, a drop of $20,000 from the top price and of $7,000 from the previous sale recently. One on Montreal 'Change sold for $15,500, which was $1,500 below the price paid recently and $12,000 below the record price. The reason for this must be the pessimistic outlook for stock trading.

Only the apathy of investors can explain the weakness of the current stock market. General conditions are healthy. The Toronto Railway reports average daily gains of $1,000 in its earnings for the past week. The increase in the gross earnings of the C.P.R. for the first week of October is $109,000, the total increase since July 1 being $1,688,000. The increase in the gross earnings of the G.T.R. for the week ending October 7 is $50,196 and that since January 1, $3,839,161. Other Canadian transportation companies and industrial corporations are proportionately fortunate, while the banks are doing a phenomenally successful business. In the meantime the market prices of stocks are away below the level of their intrinsic values and the market dull.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with relia le and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant,
Auditor,
Financial Valuator.
207 Manning Chambers, City Hall Sq.,
Toronto, Canada.

F. H. KIDD,
Chartered Accountant, Auditor, Assignee, Etc.
Room 50, 77 York St., Toronto.

JENKINS & HARDY,
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

HENRY BARBER & CO.,
Accountants and Assignees.
Offices:
18 Wellington St. E., Toronto, Ont.

WILLIAM FAHEY,
Accountant and Auditor
402 McKinnon Building, Toronto.

GEO. O. MERSON,
Chartered Accountant,
Trustee, Assignee, Liquidator,
Auditor, Etc.
27 Wellington St. E.,
'Phone Main 4744. Toronto.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

C. C. C.

Courses by mail in

BOOKKEEPING — LAW (Commercial)
COMMERCIAL FRENCH — INSURANCE WORK
SHORTHAND — etc, etc.

A PURELY CANADIAN COLLEGE.

Write for particulars.

Canadian Correspondence College, Limited,
40-46 King W., - TORONTO, ONT.

Western Business College

Cor. College and Spadina avenue, **TORONTO.**

Thorough courses in Bookkeeping, Stenography, Typewriting and **Penmanship**; individual instruction.

A. J. HOARE, Principal.

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal.

UP-TO-DATE

Financial and Commercial Corporations ask applicants for positions to furnish a Guarantee Bond instead of letters of recommendation. For particulars apply

DOMINION OF CANADA GUARANTEE & ACCIDENT INSURANCE CO.
Cor. King and Yonge Sts., TORONTO.
J. E. ROBERTS, - General Manager.

EFFICIENCY, SECURITY, ECONOMY,

Are the requisites for the proper administration of a trust estate. It is a duty which every man owes to his family to make a will and to select as his executor some one of proven integrity, ability and experience.

No private executor fulfils these conditions in the same degree as the Corporation.

THE TORONTO GENERAL TRUSTS CORPORATION,
59 YONGE STREET, TORONTO.
PAID UP CAPITAL - - $1,000,000.
RESERVE FUND - - - 290,000.
Correspondence and personal interviews are invited.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office
Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,333,000.00
Annual Income - 3,536,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

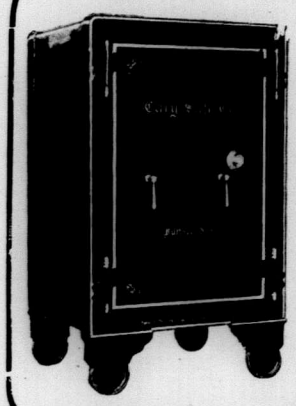
FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $1,864,730.13.
LOSSES PAID SINCE ORGANIZATION, $22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.



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Importers and dealers in

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STEEL BANK SAFES,
VAULTS, TIME LOCKS,
DEPOSIT BOXES.

Combination locks put on and combinations changed. Safes repaired, etc.

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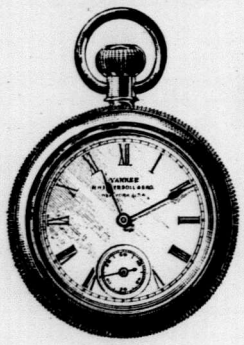
TAYLOR'S DOUBLE TONGUE & GROOVE SAFES

145 & 147 FRONT ST. EAST. TORONTO.

GROCERS' NOVELTY.



THE *Ingersoll* American Watches.

RETAIL PRICES, **$1.25 to $2.50**

ARGUMENT.

We now offer a practical time piece for the Grocery Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, **making it the only watch for dealers outside of the jewelery trade to handle,** and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a **handsome profit.** Price cutters are not supplied.

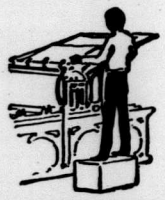
Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Grocery Dealer who will write to us upon his **business letter head** and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.



WE ARE GROWING!

We have moved to larger quarters, and with increased plant and facilities, are better able than ever to handle your work. Drop us a card, we would like to write you about it.

G. A. WEESE & SON, 44 YONGE STREET.

(Note new name and address)

STATIONERS and PRINTERS.

$1.00 IN RUBBER STAMPS.

Spend it for your own sake. Time saved, money saved. Neatness gained, favor gained. Tell us what you would like, and we'll tell you the cost. Send for our catalogue.

C. G. YOUNG CO., - 1 Adelaide St. East, TORONTO.

Trade With England

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

"Commercial Intelligence"

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

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

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

WHEN YOU STOP TO THINK

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

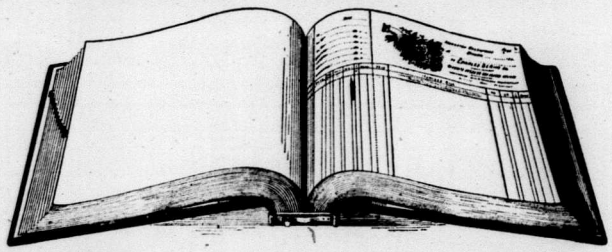
Metallic Circuit Service—efficient, rapid, constant

The Bell Telephone Co. of Canada

SAVE TIME

BY

KEEPING YOUR BILLS ALWAYS MADE OUT.



The Briggs Ledger System Co.,

Limited

75 York St., - - TORONTO, ONT.

Write for Catalogue.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

THE OFFICE

DEVOTED TO THE OFFICE STAFF OF BUSINESS ESTABLISHMENTS.

Credit is Capital.

By A. M. B.

"A GOOD name is rather to be chosen than great riches." A good reputation is an important factor in business to ensure success. A merchant should do all in his power to establish a reputation as a person whose word can ever be relied upon. A temporary advantage may be gained by a false or misleading statement, but upon no such foundation can a merchant hope to erect a successful business. A business whose foundation rests upon the treacherous sands of falsehood cannot withstand the ravages of time and weather. Truth is the foundation upon which every business should be based.

Merchants should look well after their credit. Credit is capital—it is a fortune. If a merchant abuses his credit he might as well throw away so much stock. How may a merchant impair his credit? By not discharging his obligations promptly; by waiting until the last moment, or, perhaps, longer than the last moment; by neglecting their accounts so long that creditors have to send in dunners.

Nothing should give more pleasure to a high-minded merchant than to discharge his obligations cheerfully and with promptitude; and in so doing he is giving his creditors the best evidence possible that their confidence in him has not been misplaced.

It is not always the man with the most prosperous looking business and the largest banking account who has the best credit, although, of course, that goes a long way. The man who is ever in time who always meets his accounts with a smiling face and an open hand—who pays up as if it were a pleasure, as it should be, and never dishonors a creditor's draft because it happens to be a few cents out—he is the man whose credit, although he may not have so much money out at interest as the other fellow, is better than the "other fellow."

At the time of a crisis a merchant may transfer his money; he cannot change his character. When considering the worth of debtors the question with the creditor is not so much what a man has, but what he is; not what his means, but what his character. Is he truthful? Will he equivocate? Will his assets in case of financial difficulty be found in the possession of some trumped-up creditor? or, will he prove loyal to his creditors, even if he has to suffer himself?

Substantial credit, which may be drawn upon in pressing need, may bridge over many an abyss, into which the merchant would otherwise plunge to destruction; it ever gives the merchant a lift towards success. So let not business men abuse their credit; let them guard it well.

A Word for the Boss.

"SEE that man going in there?"

"Where?"

"Why, right there, going in the office—the chap with the silk tile and the blue striped trousers."

"Yes, I see him. Who is he?"

"Why, he is the boss."

Now, boys, here's a word for him, for the boss.

You have your troubles. Well, he has his, too.

You have your rent day, and landlords will not wait. He has his pay day, and his Bills Payable is a large, fat book.

You get a note from the butcher, "Please call and settle up the $8 you owe." The boss gets a message from the banker, "Please cover your account; you have an overdraft of $8,000."

The butcher is your bother.

The banker is his.

"But the boss comes down at nine and I have been working for an hour and a half."

"Hish!"

Softly, now, for we will enter his bedroom. That's a massive bed—quartered oak. Someone is tossing on it. A bell afar off strikes one, and soon a silvery chime from a sweet-voiced clock in the library emphasizes the hour just gone. The figure tosses on. One-two-three. The chimes have spoken twice, the bell afar off has preceded it. And who is the one that tosses? Why, it is the boss. Business sits on the bed-post, and reaching down, sticks and stabs him. So, don't forget the two golden recuperating hours tossed away through the night. That evens up the hour and a half, doesn't it?

"Come on, now, let's go over to the house of Bill, the blacksmith."

"Hello, Bill." No answer. "Hello, Bill!" No answer yet. Say, Bill sleeps soundly, doesn't he?

Well, Bill banked Care when he banked his fire. "Sleep on, Bill; sleep on, you have no marble clock, but you rest well."

Is the dinner for the boss nice? Have the servants and the mistress done their best? Yes, but there is the unbidden guest, Business. And Business refuses to eat, but he draws his skeleton chair and spreads out bad debts and care all over the table. Then the boss runs to the club to escape him. But business passes the door man and doesn't need his card. Business pushes up his chair and gets in the cafe with the boss and mixes himself up with the drinks. He goes to the theatre with the boss and, robbing the players of their individuality, roosts over the footlights.

"Someone has touched you for a quarter, did they, and you loosened?"

"Yes, I did."

"Well, that is good. But an old friend has just touched the boss for $25."

"But if I had his wad."

"Oh, his wad! How do you know whether he has a wad or not? Perhaps the bank runs his business, and the whole shooting match is mortgaged from stem to gudgeon."

"Failed, assets $50,000, liabilities about the same."

How often have you read this? There are many heartaches in those few words, my boy.

So here is a word for the boss, even if he does come in at nine, wears trousers with a delicate blue stripe, and sets it off with a silk tile.—Charles F. Raymond.

Romanizing Japanese Writing.

WRITING of the proposed changes in Japanese character writing, The London Times, of July 9, says: "The scheme, if adopted, will probably come into operation at the beginning of the next scholastic year, leaving a few months for the preparation of the readers and other handbooks. The possibility of the Government setting aside the expert advice is remote, and, therefore, it is permissible to contemplate the suggestion as something by no means chimerical.

"When accomplished, the Romanization of the Japanese language will put the final touch of victory to that revolution begun some 40 years ago. It is difficult to realize in a small measure what the step means to the Japanese nation. Not only will commercial relations be infinitely simplified; not only will ready intercourse between native and European be made a thousandfold easier and thus contribute to the adjustment of political difficulties; not only will the germs of

western literature on the one hand and the classics of Japan on the other be rendered accessible to the ordinary translator, but the whole wealth and weight of European thought, opinion and current criticism will become susceptible of reduction to a common medium, for the mere language of Japan is fairly easy to acquire. The great obstacle hitherto has been the practical impossibility of reaching the bulk of the people, who, acquainted only with character writing and not much in contact with western people, are still unable to grasp the European aspect of events; but this suggestion, if carried out, will remove that obstacle. In fact, the Romanization of the written tongue will mark the advent of Japan's maturity, and to this end its adoption in schools is essential."

The Need of Expert Auditing.

HOW imperative is the need of an expert audit is well illustrated by the failure of a large Chicago business house which not long since went into liquidation. This business, according to an exchange, was conducted by three partners, the nominal head of the house being a gentleman too advanced in years to give more than a "consulting" service to the business. Another partner was a man of middle age who had been trained in the selling end of the house and had practically no experience in the management of finances. The third partner was a young man who had inherited his interest in the business and was supposed to be the controlling factor in the finances of the house. Suddenly, and very unexpectedly, this old and well-known business went to the wall. When it was too late, an auditor was called in and quickly found the cause of the trouble.

The business had been sapped by the outside investments and speculations of the youngest partner. "For several years," said the oldest partner, "I have been, on account of age, practically retired from business and have only been consulted occasionally by the men entrusted with the active management. I did not know anything about this drain upon the resources of the concern and supposed that we were in good condition."

"I have been busy," explained the second partner, "promoting sales and handing out goods. Of course I knew we were doing a very good business and felt that any important matter connected with the finances of the house would be called to my attention by the partner in charge of that department."

In other words, if within the last two or three years this house had subjected its accounting records to examination by an audit company, both of the elder partners would have been at once informed of the outside investments of the youngest partner and the latter would have been speedily called to account and his outside investments and operations stopped and the failure of the business averted.

The Hobby for Round Numbers.

HERE is a little lecture for retailers who are fond of round numbers in the invoices of the wholesale merchants they get their merchandise from. Writers on this subject, who are connected with prominent wholesale establishments, say that there are retailers who have a regular hobby for cutting down their wholesalers' accounts to round numbers, and in remitting, send only that amount. If the retailers' account with the wholesale merchant amounts to $83.17 or $83.29, and he receives a statement to that effect, he will drop off the 17c. or the 29c. for good luck and remit the $83.

Of course that 17 or 29 cents is nothing in an eighty-three dollar account, but is it business? Leaving out of consideration all other sides of the question, is not that dropping off of the cents in an account a rather loose method of doing business? The retailers who practice it may consider it "sharpness," but if those retailers found themselves in the wholesalers' shoes, in all probability they would not look at it in that light. The only true business way of paying that account is to remit the exact $83.17 or the $83.29.

It is to be noticed, too, that if the account should be $82.87, the retailer never thinks of remitting the round $83. Rather it would be that he would cut it down to the even $82.75.

The retailer cannot claim that it is for convenience that he does business so, since it is quite as convenient to remit $83.29 as $83. Then in entering the item in his books, allowance must be made for the 29 cents as discount or some such thing, and therefore it would in reality be more convenient to remit the $83.29. If it be not for convenience it must be for the 29 cents in itself. Now the retailer has received value for $83.29 and not only $83, and it is only right that the wholesaler should receive to the cent the value of his goods. The 29 cents is of as much value to the wholesaler as to the retailer; it rightly belongs to the wholesaler and he should receive it. If the retailer would look at it from the wholesaler's standpoint he would at once see the justice of the argument.

In all probability the retailer has the same trouble with his customers as the wholesaler has with his. If a customer's purchases amount to $1.05 in some cases that customer would be quite indignant should he put up a two dollar bill and not get one dollar back. Not only is that 5 cents a clear loss to the retail merchant, which loss on a bill of $1.05 means nearly 5 per cent., but there is the trouble of dealing with it in the books, since if the merchant wishes to keep an accurate account of his business it would not do to write across that bill "Paid in full."

This system of doing business is altogether wrong, and should not be. The sooner it is discontinued the better it will be for the mercantile world. The retailer can do more than the wholesaler can to remedy this evil. The retailer has his customer right before him and can show him directly the reasonableness of his request that the account be paid to the cent. Should the retailer remit to his wholesaler 17 to 29 cents less than the account calls for, it is not so easy for him to reason with the retailer.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

BEATTY, BLACKSTOCK, FASKEN & RIDDELL,
BEATTY, BLACKSTOCK, CHADWICK & GALT,
Barristers, Solicitors, Notaries, Etc.
Offices, Bank of Toronto.
Tel., Main 3813. Toronto, Ont.

JAS. H. BURRITT, K.C.
Solicitor, Notary, Etc.
Pembroke, - - Ont.

D. O. CAMERON, Barrister.
Equity Chambers, Toronto.
Branch Office, Oakville, Ont.

WM. M. DOUGLAS, K.C.,
Barrister, Solicitor, Etc.
Rooms 70—74, Home Life Bldg.,
Toronto.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

This space $30 a year.

Just to remind you ——

We carry in stock a large assortment of staple and fancy Groceries, Wines and Liquors. Our prices might interest you. Give us a chance to quote you. We are always pleased to do so. Make up a trial order. Our values will surprise you.

S. J. MAJOR

WHOLESALE GROCER and WINE and SPIRIT MERCHANT,
18, 20 and 22 YORK STREET,
OTTAWA, ONT.

Something New.

About **November First** we will have something for your consideration which will be an entirely new move, and we are sure it

Will Interest You.

The Wallaceburg Sugar Co., LIMITED

WALLACEBURG, ONT.

THE accompanying Window Display of the N. K. Fairbank Co's products is in the store of Mr. J. A. McKerchar, Winnipeg, Man.

Merchants interested in this equipment will be entitled along with it to goods which have a retail value of $5.00, in payment for the use of their window for a period of 30 days.

The proposition is one which absolutely insures the sale of the goods and pays a profit of about 60 per cent. as well as being a great trade attractor. Over 200 merchants have accepted this offer.

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.

Grocers

Ask your wholesale houses for . . .

"Mephisto Brand" Canned Smelts

Packed 48 cans in a case, in round and oval packages, and retailed at 10c. for ½-lb. tins. "Preserved in Spices, in Mustard and Tomato." Ready for use upon opening.

Should your jobber not be able to supply you, correspond direct with the packer,

FRED. MAGEE

PORT ELGIN, N. B. —— **CANADA.**

Window and Interior Displays

Timely Hints and Suggestions.

THE window which secured first prize in "The Grocer's" window dressing contest, a cut of which appears below, was submitted by Whitehead & Huether, Walkerton, Ont., and was devoted to the display of canned fish.

The particular feature of the window that makes it of exceptional value as a drawing card is the small tub of water in the centre front, with live fish swimming around. This usage of live animals of any kind in a window has always been a great attraction and such a scheme will never fail to collect a crowd. The principal objection to the average window of this kind, however, is that they can so very seldom be used as an advertisement of any particular line, and the animal must have the whole window to itself, acting, to some extent, as an advertisement of the firm, but not of any line of goods. In this window, however, the fish are right in a line with the goods displayed and every purpose is served.

The tub of water is made to represent a pond and the idea is further carried out by the use of sod around the edges, and a gravel road curving from one side of the window to the other, with a little wagon and some artificial palms on the brink of the pond, adding materially to the effect.

Artificial palms have always been an important addition to any window, as an artistic touch, and Whitehead & Huether have fully recognized this. In this window they relieve the stiff outline which would exist with the use of canned goods only, however attractively they might be arranged. These things, together with the fishing pole leaning against the side, form what might be called the extraneous decoration, although none of it is really foreign to the subject of the display.

The stocking of the goods has been carefully done, with an eye to their advertise-

First Prize Window—Whitehead & Huether, Walkerton, Ont.

ment and yet to the avoidance of overcrowding. The piles of canned goods are just high enough and numerous enough to advertise themselves without interfering in any way with the general good effect, but rather add very much to the appearance of the window.

The arrangement of such a window can be accomplished with almost no expense, and very little outlay of time. These facts add much to the value of such a window.

SECOND PRIZE.

The second prize window, shown by John Robertson & Son, Montreal, is one that for ingenuity and carefulness in working out the idea is one of the best that could be used. As a Summer window its selling value must have been very great. Unfortunately its suitability for reproduction depends more upon the idea it contains than on the distinct view to be had of the entire scheme.

It was a campers' and tourists' supplies window and the whole window was a miniature Summer resort with everything that is to be found in the genuine camping grounds. The bush, the lake, the rocks, the boats, floats, docks, canoes and landing places are all naturally shown, and life is given the picture by the introduction of wigwams, a Summer hotel, tents and Indians. All the roughness, all the pleasures of a camper's life are illustrated and in such a natural life-like way that a person could not pass without studying the window and spending much time on it.

Where the window loses a trifle in value is in its unsuitability as an advertisement for any particular goods, although it will attract campers, as it shows that special attention is paid their lines. The only direct advertisement of goods is made by the placing of campers' supplies here and there through the window, but as these would interfere more or less with the scene and would attract limited attention, the use of them is a matter of taste. What would add to the merits of such a window was a large framed card in the doorway advising campers of the hours of delivery to the several resorts adjoining Montreal.

THIRD PRIZE.

A window dressed for Mr. J. B. Berthiaume, Montreal, showing "Red Heart" tonic wine, was given the third prize. The back, walls and ceiling are lined with white, on which small hearts, the trade mark of the wine, appear. The central stack of bottles was built up on white covered steps, and the side stacks were supported by sheets of glass between each row of bottles. In the front a few paper covered bottles placed carelessly around and some pictures of "the fencing girl," relieved the monotony of a solid bottle window. Price tickets are not neglected.

This display was attractive enough by day, but at night, when the two large hearts on the centre stack shone with small incandescent lights, the effect must have been particularly striking. A purely bottle display is rather a difficult window to arrange with much satisfaction, but in this window the dresser obtained excellent results with very little expense.

Second Prize Window—John Robertson & Son, Montreal.

Baby as a Window Trim.

Lela May Stetler, who has attained the venerable age of seven weeks, is in line for a prize for the best drawing advertisement in the city, says a Chicago daily.

The wee baby occupies a throne of soft pillows in the window of her father's store at the corner of Curtis and West Madison streets.

She is surrounded by a varied assortment of canned goods, tomatoes, sirloin steaks and melons, but she is as happy and contented as if she were in the finest and best equipped nursery in the world.

And why shouldn't she be?

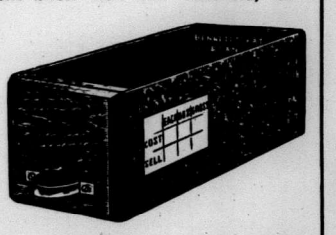
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

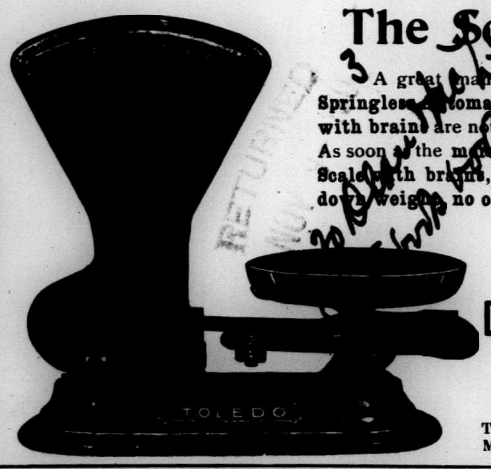
Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.



The Scale With Brains.

A great many merchants with brains are using Toledo Springless Automatic Computing Scales. The reason all merchants with brains are not using them is because they have not seen them. As soon as the merchant with brains sees The Toledo Scale, the Scale with brains, he recognizes an affinity and orders one. No dodging weights, no over weight, no human aid necessary.

MADE IN CANADA.

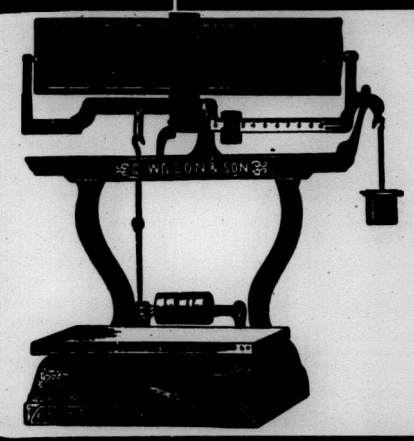
Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

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

Yours truly, ———

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

C. WILSON & SON, - - TORONTO.

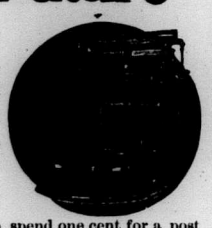
A Peep into the Future

We cannot tell your fortune, but we can help you make it.

Our plan is very simple; you will be surprised at what a change a DAYTON MONEYWEIGHT SCALE, with the new invention, the Nearweight Detector, will make in your monthly profits.

One man tells us, "It pays the hire of my best clerk." Another says, "I had no idea of the loss."

We believe this system will do as much for you.



Now here's what we want you to do, spend one cent for a post card, address it to us, and ask for our 1903 Catalogue. Not much, is it? This book will help you

Ask Dept. M. for Catalogue. *Save three Pennies* DO IT TO-DAY

THE COMPUTING SCALE CO. OF CANADA, Limited
164 King St. West, Toronto, Canada.

The Hallwood

"Hallwood" Stands for the Highest There is in Cash Register Construction . . .

The object of a Cash Register is to protect and secure a correct accounting of all the cash received. Where a credit business is done, the object is to systematize all transactions, so as to secure a correct accounting of the same.

The **HALLWOOD** is the only register that accomplishes these things perfectly.

The **HALLWOOD** is guaranteed to accomplish all that is claimed for it.

You buy badly if you don't investigate the **HALLWOOD.**

THE ———

Hallwood Cash Register Co. of Canada

78-80 King St. E., - TORONTO.

Never did queen on a throne receive more genuine homage than is the portion of this wee ruler of her father's heart and home. Gathered outside her window is a constantly changing crowd of men, women and children, who nod and beckon and laugh and talk baby jargon to the cooing infant in the window.

"The window is a good, safe place for her," said Mr. Stetler, last night, as he lifted the gurgling, laughing baby high in his strong arms. "She can't hurt herself there, and she's a splendid advertisement.

"I'll match her against any seven-week-old baby in the city," he added, proudly, and the baby cooed her approbation of the proposition.

Third Prize Window—J. B. Berthiaume, Montreal.

PACIFIC COAST SALMON.

THE attention of the trade has been drawn to salmon very especially this year on account of the short pack at the British Columbia canneries with the consequent high prices for what has become one of our staple foods and one of the largest items in our canned goods trade. Sockeyes of the highest grade have been withdrawn from the market for some time, and only those supplied who were fortunate enough to have their orders accepted early enough. Cohoes, the next grade, are very high, while the humpback is not in great demand on the Canadian market. At the present moment, therefore, the following extract from The Seattle Register anent the salmon, should interest:

Onchorynchus (ong-ko-ring-kus) is the scientific name for Pacific coast salmon, of which there are five distinct species, scientifically. At present ichthyologists are a unit in this opinion: (1) The chinook or quinnat salmon (onchorynchus and schawtytscha); (2) the blueback salmon or red fish (onchorynchus nerka); (3) the silver salmon (onchorynchus kisutch); (4) the dog salmon (onchorynchus keta) and (5) the humpback salmon (onchorynchus gorbuscha), their scientific names being given by Walbaum nearly one hundred years ago.

The three kinds best known to the trade are as follows: Sockeye salmon is the first grade of Puget Sound salmon, sometimes called Fraser River. It is blood-red in color, closely knitted and of heavy red oil, and regarded as the most absolutely uniform salmon known to the trade. It is excellent eating and ranks with the Columbia River chinook. Packed from July 10 to August 10. The season is short. Shipments cannot be safely promised before September 1.

Cohoe salmon.—This is next in graxe to Puget Sound salmon; is of deep pink color, although some class it among red fish. Still it is not red. It is a very delicately flavored fish; shows quite a little oil, although the oil develops but little color. The fish is highly regarded in some sections on account of its delicious flavor. Like the sockeye, it is also a salt water caught fish, and opens firm in the can. The cohoe season commences about August 20, although the goods are hardly ever ready for shipment before September 20.

Humpback salmon runs only every other year. This grade of salmon is also caught in Alaska, and is there termed Pink Alaska. The run is in the Fall from early August till September. It possesses a good flavor, is the sweetest salmon known, has some oil, but is very light in color. The fish when fresh is red, but having no body, loses color while cooking. In designating color of humpback, it should not be described as pink; "pale pink" would be more appropriate. Humpback are not ready for shipment before September 1.

If You're a Grocer Who Advertises

—who is going to advertise or who should advertise—in fact, if you want to sell the most goods and make the most money possible, you ought to have a copy of "100 Good Ads for a Grocery Store," a book of ideas for ads—thought-stimulators and business-getters—every one of them.

Each one presents some convincing argument about your business—about the goods in your store—just as well as though specially written for you.

Sufficient copy for a year's advertising, allowing two ads a week—a lot of bright remarks suitable for ad headlines, show cards, etc., and an introductory talk on best methods for grocers.

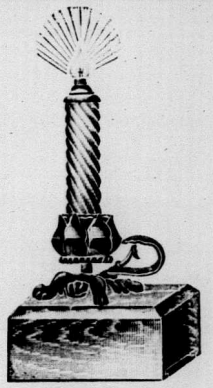
All for one dollar—truly a big dollar's worth.

SEND A DOLLAR FOR A COPY—NOW.

MacLean Publishing Co.
TORONTO.

"Ever Ready" Trade Mark.

"Ever Ready" Electric Flash Light.



"Ever Ready" Electric Candle.

"Ever Ready" for the Trade.

A LINE OF GOODS YOUR CUSTOMERS DESIRE.

They are **Practical, Useful, Novel,** and make attractive and pleasing presents for the holiday trade. Write to-day for our illustrated catalogue with trade discounts.

"Ever Ready" Electric Clock.

American Electrical Novelty and Mfg. Co.

232 St. James St., MONTREAL, QUEBEC.

"Ever Ready" Carriage Lamp.

Branches

London, England.
Sydney, Australia.
New York, U.S.A.
Chicago, U.S.A.
Paris, France.
Berlin, Germany.

ONE O'CLOCK AT TUCKETT'S.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Lives Saved by Tobacco.

HOW many lives My Lady Nicotine has saved from a lingering death of ennui no man can tell. Her devotees would place the number at no slight figure. The following waif tales, whose authenticity no true smoker will doubt for a moment, are well worth perusal:

A plot against the life of Mazzini, the Italian patriot, once failed because of his courtesy with a box of cigars. It came to his knowledge that an attempt was to be made on his life. He procured a box of the finest cigars and waited for his would-be assassins to call on him. When they came in he handed out the cigars. Taken aback by this manoeuvre, they took them and began to smoke.

They did not find it easy to start killing a man who had just handed them good cigars, and they sat about awkwardly until Mazzini said:

"Gentlemen, take another cigar. I believe you came to kill me? Why do you not proceed to business?"

The assassins muttered some words of lame regret and left.

Then there is the story told of how Sig. Mario, the famous tenor, saved his life with a cigar. The singer had just started on a long railroad journey when the man with whom he was locked in the compartment drew a truculent looking knife from his pocket and announced that he intended to cut his throat. The singer recognized that he had to deal with a crazy man, and he saw that coolness alone could save him, as it was highly probable that a struggle would end in the maniac accomplishing his purpose.

Before you begin, wouldn't you like to smoke a good cigar?" he asked of his murderous companion.

"That wouldn't be a bad idea," said the man, laying aside his knife.

"My nerves will be steadier."

Mario gave him the biggest cigar he had in his case, and when the crazy man had smoked it he offered him another big one. The man continued smoking the singer's cigars, and, luckily for the Italian, he had a good supply. The man was still smoking when the train stopped at the next station, and Mario managed to hand him over to the police.

The late King Humbert, of Italy, in his youth, was an habitual smoker. One day while driving through the streets of Naples he happened to drop a cigar which he had just lighted. He noticed that a singularly dejected-looking citizen darted forward and grabbed the cigar from the street. He thought nothing more of the matter until some months later, when it was called to his memory upon receipt of an unsigned letter relating that the writer had been on the verge of committing suicide when he had chanced to pick up the cigar which the King had dropped.

The smoking of this, he said, had changed the moodiness of his thoughts for the time being and the impulse to suicide had been overcome. He added that he was happy to say that the troubles which had threatened to overwhelm him then had left him. In that case the King's cigar saved not himself, but the other man.

Two more instances are given to show where men saved themselves from embarrassment, not from peril, with using cigars. When Bismarck was entering Paris with the German army he noticed that some French workmen were gathered at the gate evidently prepared to make a hostile demonstration. Quickly he turned his horse toward them and pulling out a cigar, asked their leader for a match. The man handed him one and the attitude of the Frenchmen changed completely as the German leader thanked the workmen courteously.

Edwin Booth once thus disarmed a small mob of men who had been hired to make a demonstration at a performance he was giving on one of his tours. They had been hired by rival actors to attend Booth's performance and cause an uproar which would spoil the play. They were seated in two upper boxes and Booth learned the plan. He sent them a box of cigars and expressed the hope that they would be pleased with them even if they were not with his performance. The policy succeeded and the men who were hired to hiss stayed to applaud.

Diary of a Reformer.

Extracts from the diary of George Washington Throggins, in The Chicago Tribune.

October 1.—Have become convinced that I am smoking too much, and have decided to quit it at once and for good. As a sort of object lesson to keep before my mind the extravagance of which I have been guilty in the indulgence of the foolish habit, I have adopted this rule:

Whenever I have an inclination to smoke a cigar I shall drop into a small pasteboard box the sum of money it would take to buy the cigar. I shall deposit this money in bank from time to time and watch it grow.

October 2.—Pretty tough, but I'm sticking to it. Wanted a ten cent cigar first thing this morning. Put a dime in the pasteboard box. Felt the same inclination twice during the forenoon. Two more dimes. Wanted to smoke three times in the afternoon. Sixty cents in the box.

October 3.—Decided it would be good to taper off on my inclinations a little. Wanted to smoke three times this norning. Dropped a quarter in the box. Same thing in the afternoon. Another quarter. Got $1.10 saved now.

October 4.—Thought I might as well come down to nickel cigars. Getting rich too fast. All my hankerings to-day were resolutely scaled down to five centers. Saved 40 cents. Got $1.50 now. When it gets to be $10 I shall deposit it in the bank.

October 5.—Smoked a still cheaper grade to-day—in my mind. Eight for a quarter. Put 25 cents in the box.

October 6.—Had a strong inclination this morning for a 25 cent cigar. Decided to humor it to the extent of adding 25 cents to the collection. Cheap smokes are demoralizing. Humored it some more. Added $1.50 to the sum on hand, making $3.25 in all. This is too reckless. Must economize.

October 7.—Smoked — constructively — nothing but stogies to-day. Three for a nickel. Too cheap. Left a bad taste in my mind. All I put away to-day was 10 cents.

October 8.—Went back to the three for a quarter kind. Added half a dollar to the treasury.

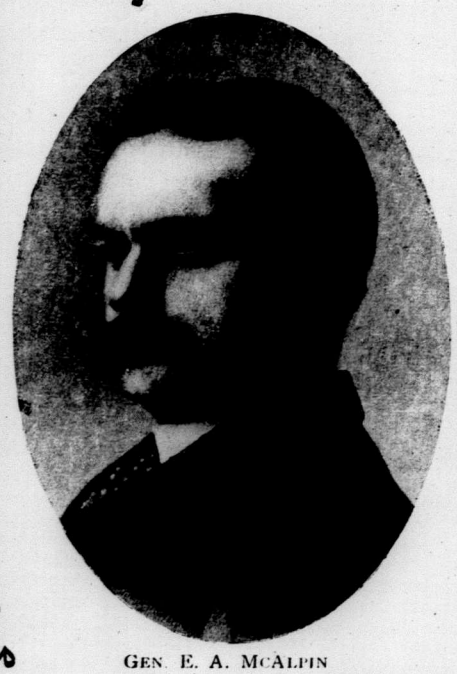
October 9.—Had a strong desire for a 50 center to-day. Gratified it—in the same way. Felt that I could have smoked a coffin nail. Punished myself by going out and contributing a quarter to the fresh air fund.

October 10.—Got reckless again to-day and indulged in wild imaginings of unlimited stogies. Dropped 65 cents in the box. Have $5 now.

October 11.—Took the $5 and went out and bought a box of perfectos.

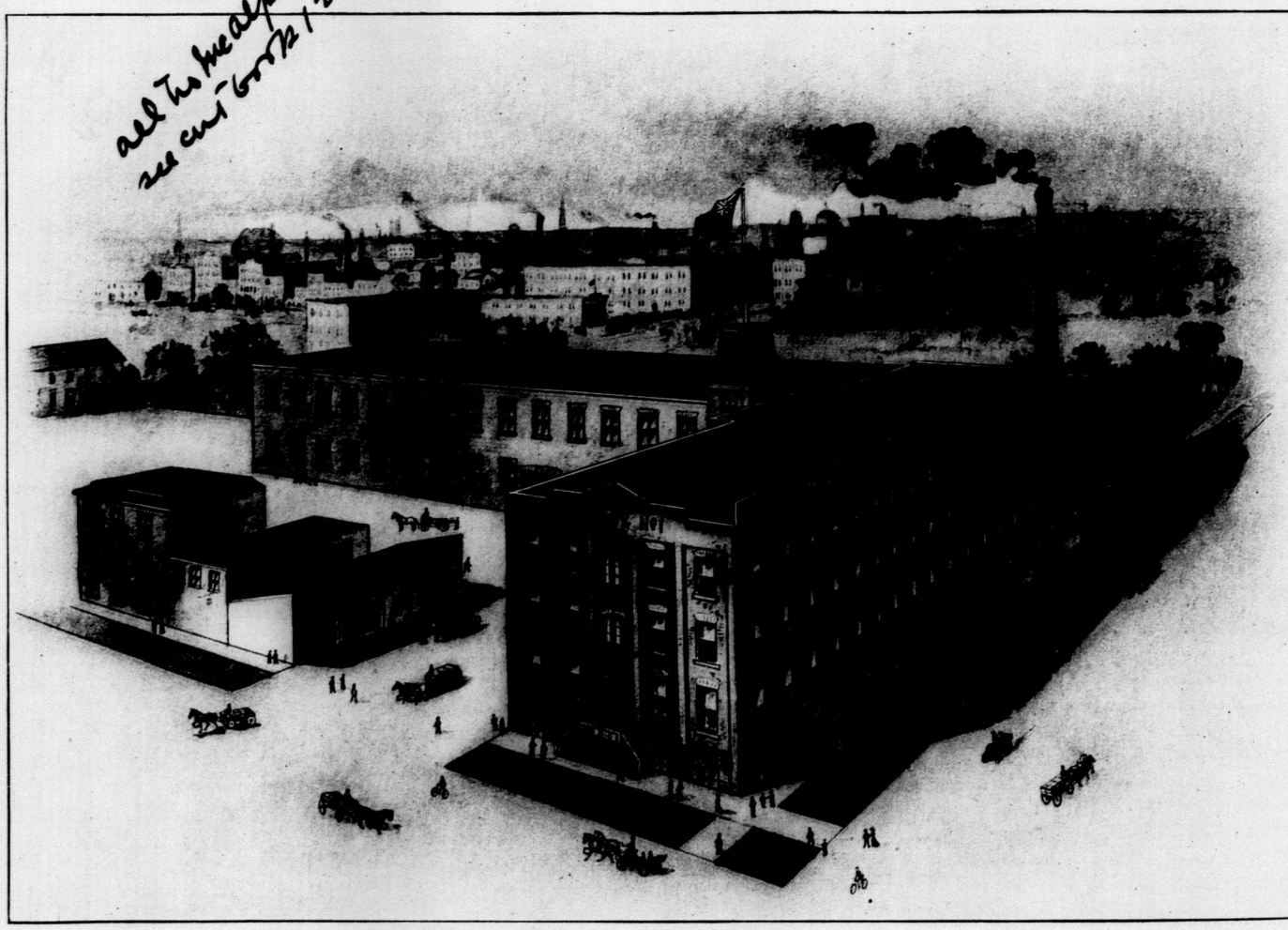
ONE O'CLOCK AT TUCKETT'S.

ROBERT PINCHIN
Managing Director, McAlpin Consumers Tobacco Company, Toronto.



GEN. E. A. McALPIN
President, McAlpin Consumers Tobacco Company, Toronto.

W. A. McALPIN
Secretary and Treasurer, McAlpin Consumers Tobacco Company, Toronto.



McALPIN CONSUMERS TOBACCO FACTORY, TORONTO.

The McAlpin Consumers Tobacco Co., Limited.

THE McAlpin Consumers Tobacco Co., Ltd., which has a capitalization of $500,000, was organized in February, 1902, with Gen. E. A. McAlpin president, C. E. Fleming vice-president, R. Pinchin managing director and W. A. McAlpin secretary and treasurer. These, with C. A. B. Pratt, New York, and Jas. A. Straith, Windsor, comprise the board of directors.

A branch of the company in operation at Leamington was originally The Consumers Tobacco Co. and manufactured straight Canadian goods. In the new plant a combination of Canadian and American goods is manufactured, and in the new factory just completed straight American goods will be manufactured. The company has also in Leamington large warehouses in charge of an expert raw leaf operator for curing the Canadian product.

The business of the company is steadily increasing. Their brands British and King's Navy chewing tobacco are known from the Atlantic to the Pacific. Their Apricot fine cut chewing in ounce packages is held to be one of the best fine-cut chewing tobaccos in Canada. As an illustration of the increase in their high-priced brands, one of the largest shipments of Virginia tobacco ever entering Canada was delivered at the factory recently, the procession of drays carrying these goods furnishing a picture not soon to be forgotten.

Gen. E. A. McAlpin, president of The McAlpin Consumers Tobacco Co., Ltd., is a son of D. H. McAlpin, the large American tobacco manufacturer. In 1887 he founded The McAlpin Tobacco Co. which had its first factory in Toronto, on the Esplanade, removing in 1891 to the corner of McAlpin and McMurrich streets, which is still the site of the company's plant. For many years Gen. McAlpin was manager of the large tobacco manufacturing firm of D. H. McAlpin & Co., New York. About two years ago The American Tobacco Co. purchased this concern, and since then Gen. McAlpin has been devoting more attention to his Canadian business. As a result the fine new addition illustrated by the accompanying cut has been added to the company's plant. Besides being president of this company in Canada Gen. McAlpin occupies several important positions in various leading New York financial institutions. He and his accomplished wife have also won a high reputation in New York for their philanthropy and benevolence.

Robert Pinchin, managing director of The McAlpin Consumers Tobacco Co., Ltd., occupied for years a similar position with The Consumers Tobacco Co, until their amalgamation with The McAlpin Consumers Tobacco Co. in November, 1902. Outside his tobacco interests Mr. Pinchin is vice-president of The Windsor Turned Goods Co., director of The Standard Paint & Varnish Co., both of Windsor, and an active member of The Canadian Manufacturers' Association.

W. A. McAlpin, secretary and treasurer of The McAlpin Consumers Tobacco Co., is a nephew of the late D. H. McAlpin. He has been in the tobacco business for 20 years and is an expert manufacturer. A wide experience gained with D. H. McAlpin & Co., New York, and in the manufacture of Canadian tobaccos, make him a valuable officer for the company.

London Notes.

There is nothing particularly worthy of record in cigar and tobacco circles this week. Every factory is busy; some behind with orders. Already Christmas orders are being made up, the interim between now and the festive season being required for the proper seasoning of the goods. The Christmas package business is by no means a profitable one for the manufacturer. The demand is for boxes of ten and twenty-five each. When the cost of these extra boxes per thousand cigars, added to the additional labels required, the labor, packing, stamping, etc., is figured and the manufacturer asks per thousand the exact net additional cost, the dealer is sometimes inclined to dub him an extortioner. In further notice of the holiday package business, we might mention the fact of the impossibility of foreseeing just what quantity will be necessary, the result being frequently that a large quantity is carried over from year to year. Nevertheless, the factory not offering holiday cigars would be considered unenterprising, "just behind the times," etc.

The firm of Geo. Kelly & Co., consisting of Geo. Kelly and Lou Davies, has been dissolved, the former continuing under same style.

The Tuckett Cigar Co. are about to open a factory in Winnipeg, it is said.

How to Fill a Pipe.

Comparatively few people know how to fill a pipe and take care of it so as to get the best possible results. An interesting work called "Points on Pipes," brought out by an English pipe house, has this to say on the subject:

"Put a small plug of tobacco right down into the bottom of the bowl, then add the remainder gradually, pressing lightly round the inside of the bowl, especially next the stem. This insures the tobacco burning evenly. It is better to undercharge than overcharge. Never refill a pipe until it has quite cooled down; it is a practice of regular smokers to have two pipes in use, so that they never have to recharge a pipe until it has had ample time to become perfectly cool. A new pipe should only be half filled and the tobacco smoked slowly right out to the bottom. If necessary relight again and again, that the tobacco may be smoked right to the end and the bottom of the bowl charred. If the pipe is smoked thus, carefully, a few times until the whole of the interior of the bowl is well charred, there will be no danger of the pipe burning afterwards."

It might be added that Englishmen, as a rule, are better pipe smokers than Americans.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

Don't Forget

that the difference between a good and a poor brand of Cigars is that one makes you money even while you sleep, the other loses money for you while you are awake.

Satisfaction Givers | HAROLD H. KIM AND LA FAMA | Money Makers

BRENER BROS.

Cigar Mfrs. - - **LONDON, CAN.**

Sweet Content !

The contented man smokes my "Pharaoh" 10 cent cigars and stays content—the discontented man smokes them and **grows contented.** They never fail to please.

I know that this is so from the cheerful tone of the letters I get from my oldest customers—bright, happy, contented. Let me send you on a trial order for "contentment's sake," **for good profits, too !**

Payne's "Pharaoh."

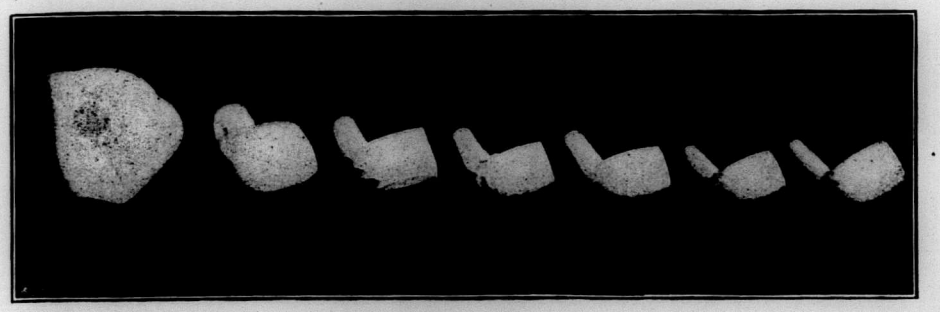
J. Bruce Payne, Limited,
Granby, Que.

The grocer who carries **T & B, 10-cent size,** is endorsed by his community as being wide-awake, and as serving the tobacco users in a genuine way. **T & B** brand is older than a good many of the men who smoke it. It has passed from one generation to another. Only a tobacco of unusual merit can have such a record.

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

PIPES, AND HOW THEY ARE MADE.

BY GEORGE WESTERN.



DELIGHTFUL as is the irresponsibility of the cigarette, soul-stirring and divinely pungent the aroma of a cigar, the pipe is the best of all. You need never be afraid of your pipe. It is worth all the medicine and the pills that the whole pharmacopœia could produce. Were it not so, why call it the pipe of peace? It is about this "pipe of peace" that I am going to tell you—how it is made, where the materials come from, and all the rest of it. There is a lot to say about pipes. In fact, you could fill a book with interesting talk about them, and still leave a lot unsaid, so I must curb my pen and get to the business at once and tell you all that I learned on my visit to a large factory in London, England, where pipes of all kinds are manufactured.

Let us start with the meerschaum, that beautiful white pipe whose bowl you must touch with the greatest care, lest you leave the slightest scratch or finger mark on its silky surface. The word meerschaum means, literally, sea foam. But you must not run away with the idea that meerschaum pipes are made of petrified sea foam. That is wrong. Meerschaum is a mineral found in the neighborhood of Asia Minor by a man called Meerschaum. When dug out of the ground it is soft and flaky, like soap.

Well, the meerschaum is taken to Vienna and sent packed in cases to the merchants in this country. The price to the trade varies according to the size of the pieces. Thus, a case containing about 200 small pieces, each piece to be made into a small meerschaum bowl, will cost at the rate of four shillings apiece. But when the case contains bigger pieces the price is higher, ranging from seven to twenty shillings.

The first thing to do before cutting the bowl of a pipe is to soak the lump of raw meerschaum in water. There is an extraordinary quality about meerschaum. It will absorb more than its own weight of water. But if you leave it in the water too long it will break up into little pieces, and therefore be useless. After it has been soaked in water it becomes about as soft as cheese and is easily cut with a knife.

When it is in this soft flaky state the meerschaum is cut with an ordinary knife, into the rough shape of a pipe, and then the skilled mechanic sets to work on the bowl. With the lathe and a sharp knife he cuts the bowl and the stem. He then clamps the bowl on to the lathe once more and hollows it out. For this a circular chisel is used. A bradawl does the same offices to the stem.

As far as the chisel and knife work go the pipe is complete. It is, of course, in a very rough state, and has to be sandpapered very carefully until quite smooth. Then comes the wax bath. A pan is filled with wax, and when this is heated until it has reached liquid state, the pipe is immersed for two or three minutes. It is then put away to dry for the mouthpiece of amber to be fitted on.

The meer schaum pipe now awaits its mouthpiece. This is almost invariably made of that pretty clouded amber so universally admired.

Having been soaked in water—

the meerschaum is turned down—

bored—

filled—

waxed—

polished, and finally fitted with a mouthpiece, then being ready to smoke.

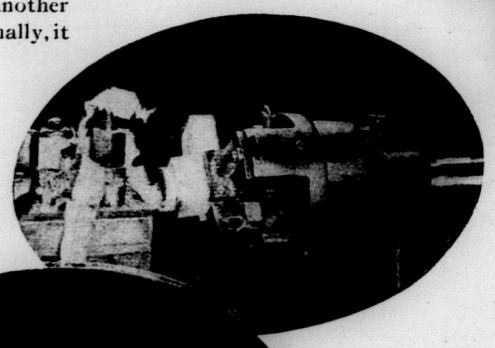
The amber is imported into England from Konigsberg, in Prussia, where it is a Government monopoly. But it comes in the first place from the shores of the Baltic, where it is taken from the sea. Amber is purchased by manufacturers at the rate of fifty shillings for a kilo, roughly, more than two pounds, containing a hundred small pieces, only big enough for beads. The larger sizes for mouth-pieces and cigarette-holders cost at the rate of ten shillings to one hundred shillings a piece.

The first thing a workman does when he starts cutting an amber pipe stem is to place the rough piece, which will probably be the right length, more or less, on a circular saw. This cuts away most of the superfluous amber, and reduces it down to a size that can easily be worked upon with a chisel—step number two. With the chisel he cuts off the corners and reduces the

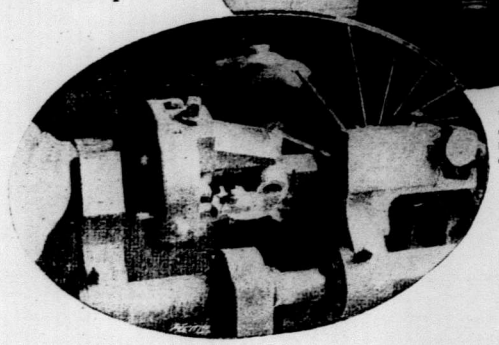
Five phases in the manufacture of an amber mouthpiece. On the left is the rough hewn lump, fresh from the mines in the Baltic. Number two, the same piece cut in two. Then a well-chiselled lump. Next we see the mouthpiece taking tangible shape, and finally ready and waiting to be screwed into the meerschaum pipe.

mouthpiece in size still more. Step number three will be to round off all the corners. This is done with the help of a circular file worked by a foot lathe. After some more file work a hand file of moderate surface is used, for amber must be treated very gently. The more superfluous edges are rubbed off, the amber is put into the lathe once more, and tightly fixed in such a position that it may be bored. This is very delicate work, and is done with a fine, but very sharp drill. Then the mouthpiece is placed on another circular file and shaped properly. Finally, it is polished and the screw fitted to it, so that it may be screwed on to the meerschaum bowl.

Let us now talk about briar pipes—after all, the most popular. A meerschaum is a very beautiful thing when it is colored, but you have to take care of it. Now, the average smoker does not take care of his pipe. He wants a good, strong bit of wood that will stand being knocked about, and will not chip or break. So he gets a briar. Briar pipes are made from the root of the briar tree that grows in Tuscany and other parts of Italy. When cut down the wood is sawed into small pieces, and each piece is boiled on the spot. This closes up the grain of the wood, and prevents it from burning or leaking. The briar wood is found to be the most satisfactory by makers; it often contains a good grain. A straight grain on a pipe—straight up the bowl from the stem—is most admired by connoisseurs. Like the meerschaum, the wood is roughly cut into the shape of a pipe. It is then put into a lathe, a most wonderful contrivance that by the mere pressure of the hand of the workman, and the drawing together of two complicated pieces of mechanism, carves the bowl of the pipe outside and inside. And, moreover, it does not merely gouge out the inside roughly and cut the outside as roughly, but the whole job is done in a thoroughly workmanlike style, and the bowl is as smooth and neat as it can possibly be when it is taken out of the lathe a few seconds later.



This is a wonderful piece of machinery. The rough piece of wood is clamped into it, and with one twist of the hand and a twirl of the lathe the pipe bowl is cut and hollowed out.



The bowl has now been cut out and rounded off—the work of a few seconds only.

This lathe receives the pipe when the bowl has been hollowed out, and rounds the stem.

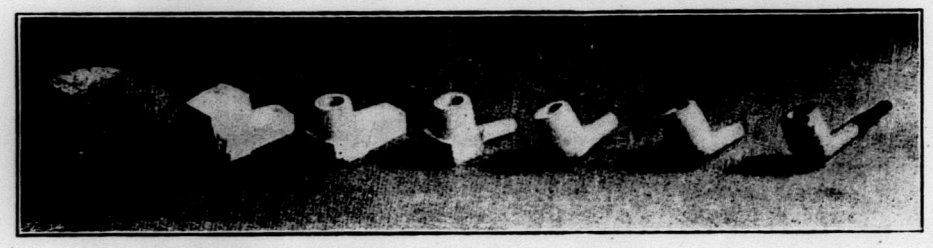
The pipe is put into another lathe and the stem is rounded and bored. Then a workman with a chisel trims off the projecting pieces between the stem and the bowl, for there is a point on the pipe where even the most ingenious of lathes is powerless, and the pipe is handed over to the man who puts in the mouthpiece and fits on the silver band.

Mouthpieces for briars vary a good deal. The nicest—that is to say, the most popular—are those of vulcanite—hard vulcanite with no smell. But some people prefer bone, while a a few are partial to ivory and amber.

Horn and vulcanite mouthpieces are made in precisely the same way as amber ones. One would think that the vulcanite could be melted and poured into a mould. This is not usually done. For molten vulcanite is very soft. You all know those delightful corn cob pipes with long vulcanite mouthpieces? Well, most of these mouthpieces are molten. For good briar pipes, the vulcanite is cut on saws, just as the amber is cut.

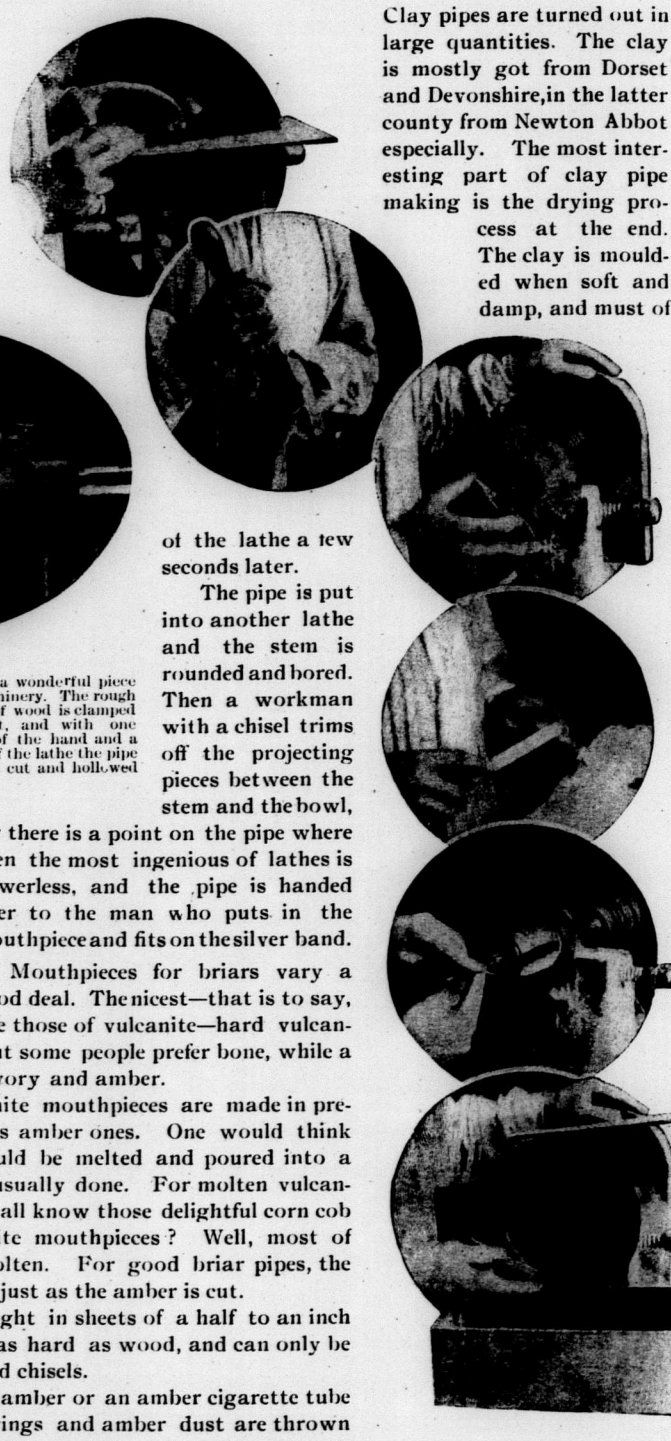
The vulcanite is bought in sheets of a half to an inch and a half thick. It is as hard as wood, and can only be cut with sharp knives and chisels.

When a pipe stem of amber or an amber cigarette tube is cut, naturally the shavings and amber dust are thrown off in large quantities. This dust is collected, moistened, and compressed into a solid substance which the trade call amberoid, and which is used for cheap mouthpieces and tubes. But, of course, it has not the beautiful appearance and the polished hard surface of the genuine amber.



A briar pipe in the various stages of its existence. On the left is the piece of briar from its home in Italy, and on the extreme right the finished pipe.

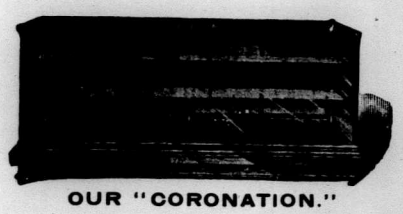
Clay pipes are turned out in large quantities. The clay is mostly got from Dorset and Devonshire, in the latter county from Newton Abbot especially. The most interesting part of clay pipe making is the drying process at the end. The clay is moulded when soft and damp, and must of



An amber mouthpiece is turned roughly into shape on a lathe, and with a chisel, then filed down with a pumice polisher and file. Then a hole is bored through it with a sharp bradawl, and it is given a final polish.

necessity be burned or rather baked or dry. This is done in kilns, called muffle kilns, where the pipes are protected from a direct contact with the flames.

To give definite figures of the number of pipes turned out in a year by the manufacturers in the country



OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A figure front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

When you are talking up cut tobaccos, mention

QUEEN'S NAVY

You will do both your customer and yourself a good turn.

ERIE TOBACCO CO.,
Limited
WINDSOR, ONTARIO

HORROCKS'

RONTO

5c. Cigar

NOT MADE BY A TRUST.

T. J. Horrocks,
TORONTO

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

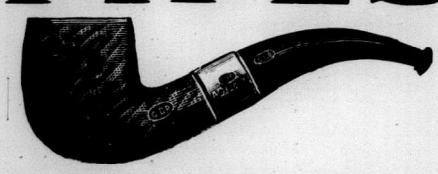
Sold By All Leading Wholesale Houses.

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

S. H. TRADE MARK.

PIPES



THE W. H. STEELE CO., Limited
40 SCOTT ST., TORONTO.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

CHEWING	SMOKING
British Navy,	Tonka,
King's Navy,	Solid Comfort,
Beaver,	Pinchin's
Apricot.	Hand-Made.

The McAlpin Consumers Tobacco Co.,
Limited, TORONTO,

have built up an immense business in **Smoking** and **Chewing Tobaccos** in every quarter of Canada. Energy for one thing; a good article for another. There was a time—when they began business—when they had their troubles in getting grocers to stock a new make. No trouble with those who once bought. There are new firms, however, constantly engaging in the grocery trade. This message is to them. Their Tobaccos, both smoking and chewing, pay the grocer a satisfactory profit. This can't be said of all lines the grocer sells.

The McAlpin Consumers Tobacco Co., Limited, Toronto.

would be well nigh impossible. The manufacturers of the London-made pipes and cigarette holders alone make nearly 100,000 briar pipes yearly, 3,500 meerschaum pipes, and about 10 times that number of amber tubes. The value of all this is not far from £65,000.

Finally, if you want a pipe made in a hurry, it can be cut, polished, and fitted with stem, silver mount and all, in an hour and a half! It sounds wonderful, but it is true.

So much for the briar. A meerschaum will take longer, for it has to be carefully dried and is much more difficult to make. It will take about four and a half hours. When the meerschaum pipe is quite finished, it is put into a case of pretty red leather lined with chamois leather, and sent off to the retail shop. Then it is sold for a guinea, or perhaps 25 shillings. You must not grumble at this price. The pipe is made of the best meerschaum and amber, the raw materials alone costing over seven and six. Then there are the salaries of several skilled mechanics to be paid off. Finally, if there is a flaw in the meerschaum the whole pipe has to be made over again, and that is all dead loss to the makers.

Hygienic Uses of Tobacco.

A GOOD deal of the world's tobacco crop is neither smoked, snuffed or chewed, observes Health. Nothing will so rapidly destroy insect pests on fruit trees as tobacco. In countries where the plant is grown large bundles of tobacco stalks are piled around the roots of each tree. These stalks not only kill the insects, but as they decay form an excellent fertilizer for the soil. Many hundreds of tons of coarse tobacco are also manufactured into liquid insecticide. As a remedy for plant lice this cannot be beaten.

A cheap kind of coarse tobacco is employed entirely for the manufacture of sheep wash. Twenty pounds of this, leaf and stalk, is boiled in forty gallons of water, and the sheep dipped in the liquid.

At one time tobacco was very largely prescribed in medicine, and even to-day considerable quantities are so made use of. General Chapman records that he was cured of a severe sprain simply by a poultice of tobacco leaves. As an external remedy for wounds and bruises and sprains a wet tobacco poultice is commonly used in all countries where tobacco is grown. On sore throat, erysipelas, sciatica and swellings of various kinds tobacco, externally applied, has a wonderfully good effect. It seems to increase the pain for a few minutes, but afterwards acts as a sedative and allays the suffering. It may take as much as two hours to produce the soothing effect, but the result is usually that the sufferer is enabled to sleep, and inflammation entirely subsides.

Moist tobacco is one of the best cures imaginable for the bite of any poisonous insect. Ordinary leaf tobacco, well soaked, and tied over the bitten spot, takes the pain away rapidly and brings down the inflammation. For ordinary cases of ophthalmia or sore eyes it is also efficacious.

Tobacco is sometimes applied by soldiers to raw wounds. It is said that no case of lock-jaw or mortification has ever occurred where this precaution has been taken. Altogether, a good deal of tobacco is used up medicinally, especially in India, where a hot poultice of tobacco leaves is a usual first remedy when symptoms of cholera appear.

" Sublime tobacco ! which, from east to west,
Cheers the tar s labor or the Turkman's rest ;
Which on the Moslem's ottoman divides
His hours, and rivals opium and his brides ;
Magnificent in Stamboul, but less grand,
Though not less loved, in Wapping, or the Strand ;
Divine in hookas, glorious in a pipe,
When tipp'd with amber, mellow, rich, and ripe ;
Like other charmers, wooing the caress
More dazzlingly when daring in full dress ;
Yet thy true lovers more admire by far,
Thy naked beauties—give me a cigar !"

—Lord Byron,
"The Island," Canto II., Stanza 19.

Why Not Handle Cigars?

"GIMME a cigar !" "Perfecto, same as last ?" "By Joe, yes ! they are a good line, I'll take a quarter's worth." In ten seconds the sale is over, the quarter is in the cash register and Mr. Grocer is free to help Mrs. Blank make up her mind as to which of two five cent bars of soap it would be advisable to invest in when all the attending circumstances have been carefully weighed and considered.

When one regards the small investment and little extra service required for a cigar and tobacco section it is surprising that grocers have not earlier given attento this matter, though it must be confessed that of late cigar departments are becoming more and more common in the grocery store and the druggist and the barber are being no longer left to monopolize this profitable trade outside the regular tobacconists.

Grocers have been most backward in taking up the cigar as a line, but it would appear that a good thing has thus been overlooked.

But a small investment is necessary to put in a very fair assortment, and by handling only good reliable brands the men of the neighborhood will "form the habit" of dropping in to get a cigar and take a quarter's worth in knowledge of the fact that the cigars can be depended upon.

There is a very fair profit in carrying a good line of five cent cigars and a most attractive margin on ten centers.

A neat little show case convenient of access will net a handsome return in itself besides attracting the men who are liberal with their money when they see things they want but which if not already in a grocery store they would not take the trouble to call for.

A cigar never has to be "sent" and a neat little department may be conducted without adding to the general expenses of the business, so that the profit realized is largely net.

A large percentage of men are smokers. The number of cigars smoked annually is astounding to one who has never given the matter any particular attention.

There are excellent reasons why the grocer should have his share in this profitable trade as well as the druggist and barber.

Tobacco Notes.

Horrocks, the Toronto cigar and tobacco jobber, says that the Fall trade has exceeded his expectations, and the demand for the "Ronto" cigar is increasing steadily every month.

The surprising and continued increase in the demand for the "Marguerite" cigar is taxing the Tuckett factory to their utmost capacity, and, at the moment, they are unable to supply the demand.

W. H. Steele, of the firm of W. H. Steele & Co., Scott street, Toronto, has returned from his visit to the Coast. Like his brother manufacturers he was highly pleased with his trip, which he says has made him prouder of Canada than ever.

A very attractive poster, issued by J. M. Fortier, Limited, advertising the "Chamberlain" cigar, is commanding a great deal of attention. The poster is bold and handsome in design ; the great "Joey" shows up to good advantage, and a globe showing the British possessions with the inscription : "The Preferential 10c. Cigar," completes a very striking and original conception.

CAN'T CAN IT.

Canned meats and fruits
And green stuff, too.
Canned puddings, fish !
And canned beef stew !
But hear my whole souled, thankful cry,
Praise be, they cannot can the pie !

New York Evening Sun.

Thev say that there are few people who can stand prosperity, but there are many who would like to try it.

No other 10c. Cigar will give you as much satisfaction as a **Chamberlain** Cigar ! !

But it must be a

CHAMBERLAIN ! !

You'll Enjoy Every Bit of It!

J. M. FORTIER, Limited

Manufacturer, MONTREAL.

3 Turned to Smith's Page 4

NOW READY . . . .

Our New 250 Page Catalogue.

It contains 1,800 illustrations and fully describes and gives prices of nearly 5,000 saleable lines of Xmas goods.

Combs
Brushes
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Scissors
Razors
Pipes
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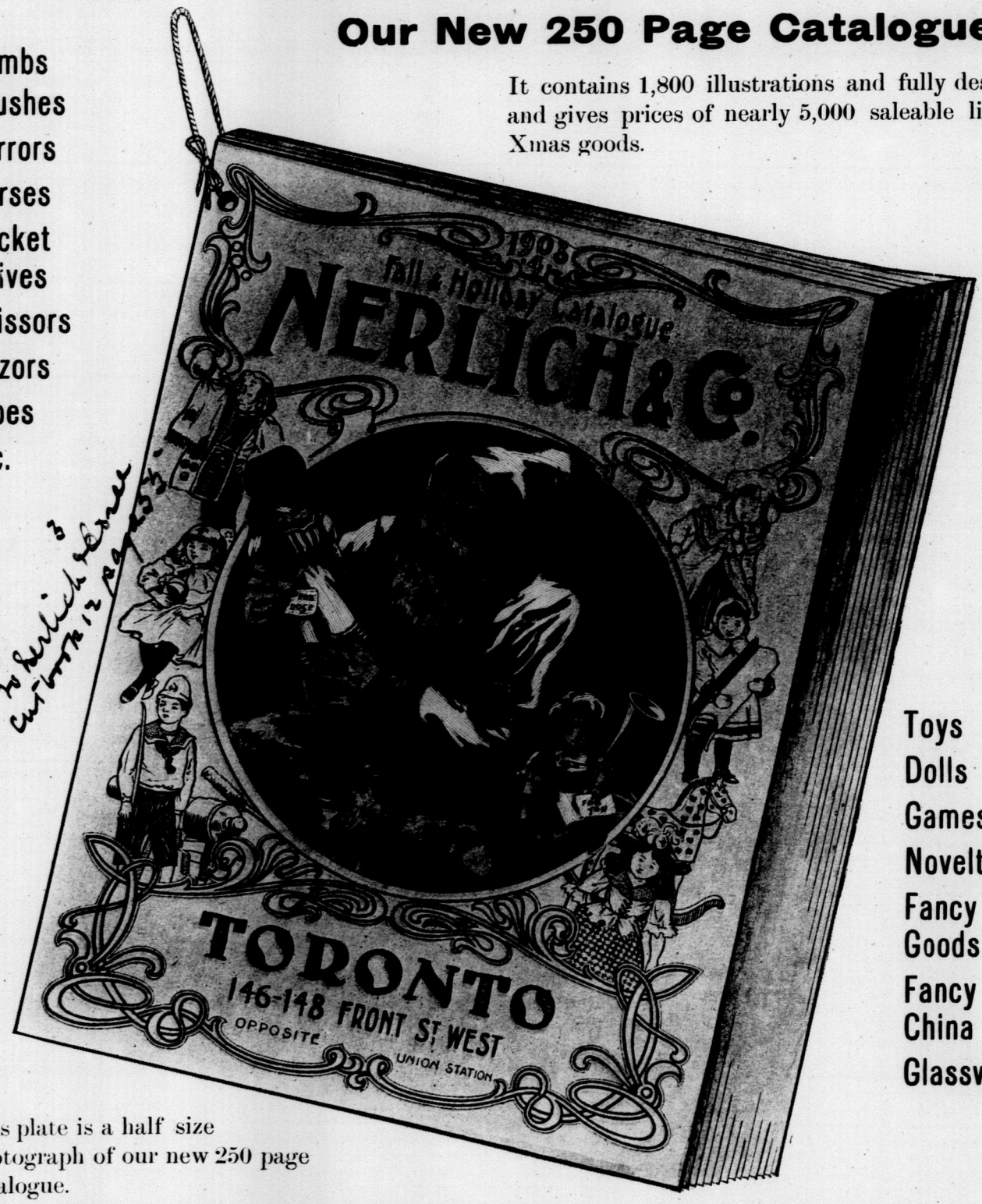

Toys
Dolls
Games
Novelties
Fancy Goods
Fancy China
Glassware

This plate is a half size photograph of our new 250 page catalogue.

Write mentioning THE CANADIAN GROCER and you will receive copy by return mail.

Nerlich & Co.,

146-148 Front St. West
(Opposite Union Station)
TORONTO.

Christmas Trade in the Grocery Store

By M. A. C.

CHRISTMAS is the season of joy, peace and plenty in all households of Canada. No matter how poor or how lacking in sentiment the head of the family may be he recognizes Christmas as the season of seasons when he should do something special for his family. While the retailer should be pleased to know that joy and peace are abroad in the land about Christmas time he should not fail to remember that he is one of the factors in making the term "plenty" expressive in the true sense to the households.

It is not too early for the grocer to make plans for doing his part during the Christmas season. First provision must be made to have on hand ample stock of flour and other supplies, raisins, currants, peel, etc., for the baking season, which is such an important feature in many homes in the preparation for Christmas.

Some housekeepers make their Christmas cake weeks, even months, before the day it is cut. The general Christmas baking is, however, done from two to three weeks in advance. The shrewd grocer, in recognition of this fact, will start talking Christmas trade early in December and keep on talking it until ten or eleven o'clock Christmas eve. Even after the holiday it may be wise to have a clearance sale of some lines.

While attention in selling will be first devoted to baking supplies, owing to their

Some Soldier Dolls.

being called for so early, the same rule does not apply to buying. For instance, many grocers find it pays them well to handle several lines of fancy goods at the Christmas season. These should be bought well in advance, displayed two or three weeks at the shortest before Christmas Eve. Fruits and candies are beyond question a paying line at Christmas time. Orders for these should be placed in good time to ensure prompt delivery. The same is true of tobaccos and cigars. The Christmas season would be, in fact, an excellent season for grocers who have not handled candies, cigars, etc., but who have decided to start to make the step. Buying is more general as well as more generous at this season and it would be easier to make sufficient sales to make these lines pay well than would be the case at other seasons.

The important consideration is, in short, what to buy and when to buy it. Let us consider the matter in greater detail. We will take for granted that every grocer will stock up baking supplies and have them ready for display in good time. How about other lines?

Should a grocer handle such a line as dolls, for instance? It is a question that must be decided by circumstances. If, after sufficient counter or shelf space has been given to ordinary grocery lines one still has space for a counter show case or a few shelves on which dolls can be shown to advantage, and if one can spare the capital, not a great amount, this line will be found an excellent one. But it is one that should never be touched unless space can be given it for display and time for its sale. A point worthy of consideration is that for $2 or $3 per week one can easily get a bright young boy or girl who in the busy part of the day can look after the doll or fancy goods tables and in the rest of the day can be used to advantage at something else.

Granting the advisability of handling dolls, how should they be bought, handled and sold? It is not a moment too soon to place orders for either toys or dolls. They should be bought for delivery in late November or early December and at once displayed.

ARRANGING A DOLL EXHIBIT.

The doll of to-day with its delicate clothes and dainty millinery is so easily soiled by the hands of careless shoppers, that one of the problems of handling it is to place them where they can be seen but not soiled. Where stocks are large, provision must be carefully made for the display, even though the expense be great, and where stocks are small the question is still worthy of consideration.

The best way to show dolls is to enclose them in upright positions in large glass cases against the wall, but as this is more expensive than many feel they can afford, a compromise has been affected in some cases by the use of counters with glass tops, beneath which the dolls are placed on their backs. The advantage of this scheme is that such a counter is really the best for all purposes, as everything can be shown with the best success in such a case, and the merits of it are of permanent value in all lines. Dust and handling is avoided, and yet a neat display is made.

Dolls with Several Costumes.

One large store has dolls arranged on end in their boxes on the front of the shelving, beyond the reach of customers, and yet in plain sight. A doll, when asked for, is taken down and shown in the box, so that unless the customer is very favorably impressed, no hand touches the delicate clothing. Another merchant has built a small room in his store with a side of the store forming the back of the room, and two partitions about eight feet high jutting out at right angles making the sides. A sloping platform of about 15 degrees from the perpendicular, is built around the walls, and on this the dolls are placed in their boxes (with the tops off, of course), and narrow slats retain them in position. The slats are distanced to suit the different sizes of dolls, and the slant prevents the boxes from falling forward.

TOYS IN THE GROCERY STORE.

Toys hold much the same place as dolls, and are about as valuable a line to carry at the Christmas season. Every child must have its toy, whether it is home-made or not, and every store carries something in the toy line. But it is left for the merchant to decide how and when to carry toys, what lines to handle, what class to satisfy, and how best to arrange the stock. With them, be it tops, or banks, dolls, or leaping clowns, rattles or speaking figures, price, display, quantity and all the other little details are earnestly considered.

Every stock in these days is made up, for a great part, of mechanical toys, and

in this branch particularly every year is producing a profusion of new ideas that makes the buying season a nightmare for anxiety and variety, and a pleasure for the novelties shown, to every merchant. Toys that run around when wound up can now be bought for the smallest piece of silver, and all the bankings of a child can be spent in spouting whales that swim around in water, or twining, twisting figures that do all the actions of the vaudeville stage. Cheap tin trains on wheels stand beside mechanically correct

Humpty-Dumpty's Jointed Figures.

steamboats that float around and spurt water through hose, and locomotives run rapidly around circular tracks, drawing parlor and dining cars.

FANCY CHINA AND GLASSWARE.

Should the grocer carry glassware and crockery? The answer lies in the simple fact that an increasing proportion of grocers do handle the line, make good profits out of it and are, in the opinion of leading crockery jobbers, the best agents for it, particularly in the towns. In the Christmas season it is one of the best lines in the store. No line affords more variety of plans for its successful display than that of chinaware and glassware. In itself each piece is usually a piece of art, and the shapes lend themselves so readily to every kind of arrangement, that with any thought at all novel ideas, and ideas that will show the goods to advantage, can be worked out by any merchant. So many of these present themselves that no china department should be without its attractiveness to the customers of a store, no matter how often they enter.

A china table recently had the top arranged in steps of about six inches width ascending from one side to the other, while what might be called the back was divided off into shelves about six inches high, designed to hold cups and saucers. Viewed from one way the cups with their saucers were seen on shelves one above the other, and showing the side pattern of the cups, and from the other side, cups and saucers and other small lines were arranged on the steps. The table was covered with a deep red material.

A good method to adopt in separating goods of one quality or price from another is to use a long table built up in narrow steps from both sides to the centre. At certain points at the edges of the top step, little brass hooks can be screwed in, and, hanging from them by means of a screw-eye, down the steps, strips of a narrow gilt or black picture framing divide the sides into sections, each of which can contain ware of a certain kind or price. This method of subdividing has the great advantage of affording opportunity for sizing the different compartments by inserting the top hook wherever desired.

When a complete set of dinnerware, or a certain expensive chinaware, is to be shown, the separate pieces of which are also for sale, it is well to display it all on one table, each kind of plate and as many cups and saucers as possible being stacked by themselves. On the table a loose card can be placed containing the price of each piece and that of the complete set. This does away with much handling and the consequent risk of breakage, and in this way the display retains its original position longer than when each piece has to be turned up to find the peice.

Where pillars occur, shelves can be built up around them to almost any height, and the pillar behind covered with some dark material. The smaller articles should be on the bottom shelves and the larger ones higher up if the shelves run above the head, so that all can be seen without handling.

CHRISTMAS CONFECTIONS.

Some gracers will not be disposed to handle dolls, toys or crockery ware, but will devote considerable attention to confectionery, particularly candies. Others will be able to carry all these lines. The retailer who stocks confectionery should allow for its display one of the best situated counter show cases in the store. Most of the city retailers who handle this line put in the counter case nearest the street door their display of high-class chocolates, etc. This has been found to attract customers who might not otherwise enter the store, people who do not buy the family groceries, but who spend a good deal of money in the year on candies, fruit and other dainties. They are good friends to make.

About Christmas time an especially good display of this line should be made, for on Christmas Day almost every member of the average Canadian household gets from one person or another some present of candies, whether it be five cents worth of "sweeties" or a three-pound box of bon-bons. These are bought by the giver any time from a month to a few hours before the holiday and the wise retailer will be ready all this time to supply this demand.

CIGARS IN THE GROCERY TRADE.

"What can I give Jack this Winter," asked a married woman of another. The object of the question was the speaker's brother-in-law.

"Give him a new pipe," was the suggestion.

"That would be all right," came the response, "but I will not go into a tobacco store to get it. Who could I get to buy it for me?"

The above conversation gives in brief one reason why the grocer has a particularly good sale of tobaccos, pipes, etc., at the Christmas season. It might surprise many merchants to learn how many women buy nice pipes or tobacco for their friends of the male persuasion. They, however, prefer not to go into a tobacco store where even the atmosphere is redolent of tobacco fumes. The grocer, by keeping an attractive display of this line and by having this line, like the rest of his store, fresh and clean-looking, may expect good returns on the investment necessary to its installation.

WATERLOO BROOM & BRUSH CO. LTD.

The Berlin Brush Co., of Waterloo, Ontario, have sold their entire business to a new company known as The Waterloo Broom & Brush Co., Ltd., which will carry on the business of the former company at Waterloo as heretofore. They are erecting a large three-storey factory, comprising over 10,000 square feet of floor space and will now be able to do business on a much larger scale than heretofore. The new firm is a joint stock company, composed of practical business men, with O. S. Martin, the old manager, as president and manager and N. Martin as secretary.

ADVERTISING COURTESY.

The explorer who is visiting the sheik in the Soudan is much impressed with his magnificent grove of trees.

"You have a splendid collection of trees," he says politely. "It must have taken much time and money to bring them together and plant them in such an orderly manner."

"Really," says the sheik, "they cost me nothing."

"You don't say?"

"It's a fact. You see our insurance companies remember their patrons with a tree the first of each year."

"How odd! At home our insurance companies give us calendars."

"Which amounts to the same thing. These are date trees."—Judge.

ON TOP.

JAMES' DOME LEAD

This shiner has been shining ahead of all others for sixty years.

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

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844

IS THE BEST.

For Sale Everywhere.

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ASK FOR

MOTT'S.

THE MOP THAT THE SUN NEVER SETS ON.

Self-wringing Mops and Mop Cloths

Much, very much, depends upon the **cloth** with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is, of any value. One of our regular standard Cloths would redeem, in a large measure, a very poor imitation of our Mop; but 'twould be better business acumen to insist upon getting the regular, true

"Tarbox" Self-wringing Mop

with its full value and completeness and thereby give your customers value received in the start.

It means better results in the line and greater confidence between buyer and seller. A very large percentage of the better class of jobbers of kindred articles handle our goods.

TARBOX BROS., Toronto, Canada.

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.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

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

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Oakville Basket Co.

Oakville, Ont.

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

A Business Man for the Senate.

THE GROCER has always advocated the election and appointment of M.P.'s and Senators from among our business men and it is a hopeful sign that such appointments are becoming more and more common. The Hon. Thomas R. Black, of Amherst, Nova Scotia, who is prominently mentioned for the Senate and whose appointment is said to be assured, is a fine example of the type of men who should be more common in our Houses of Parliament..

Mr. Black was born in Cumberland County, on October 16, 1832, and is thus in his seventy-first year. He is a prominent citizen of the growing town of Amherst, a farmer and stock-breeder, real estate owner, builder, and local politician, having been a valued member of the Local Legislature since the year 1884.

He is of Scotch ancestry, his great grandfather being William Black, born in Paisley, in 1727. William Black, who was the son of a gentleman of independent fortune, lived for a time in Huddersfield, England. In 1774 his attention was drawn to Nova Scotia, and he took passage in a vessel which arrived at Halifax in May of that year. Having visited the section now known as Cumberland County, and being pleased with the country, he purchased an estate which is still largely in the hands of his descendants. In 1775 he returned to England, chartered a vessel and transported his family to Nova Scotia. A notable fact is that he brought with him some stock of improved breeds,—and to-day his great-grandson is one of the most successful breeders of and believers in improved breeds of cattle, sheep and horses.

Thomas R. Black was brought up on the farm adjoining Amherst, and received his education in the grammar school of that town. Early in life he moved into the town and though he still continued farming, he engaged largely in real estate, in building operations, and grew up with the town. He is an engineer, architect and builder of no mean ability, designs, plans and superintends the erection of his buildings and is credited with some of the most ornamental and substantial buildings in the town, both in wood and stone. He has also constructed some of the most important bridges in the county.

Mr. Black has always taken the greatest interest in the improvement of stock, and in connection with his son, Wm. W., this valuable and profitable work is carried on—not valuable alone to himself, but to the whole province. He is not a visionary enthusiast but has practical ideas on this subject which he puts into practice, and he considers the problem as one in which there may be almost indefinite improvement. He has naturally taken a large share in the development of the annual Nova Scotia Exhibition. On their extensive stock farm may be seen the finest of herds of Hereford and Jersey cattle, and French Percherons, Clydesdales, and Hackney horses.

Mr. Black has always taken the deepest interest in the affairs of the town of Amherst, and his public spirit has won for him the esteem of his fellow citizens, and he has several times been called on to serve in a public capacity. In July, 1884, this esteem was shown by the fact that in a strongly Conservative county he was elected to the Local Legislature by acclamation. He was re-elected at the head of the poll in 1886, and again in

Hon. Thamas R. Black.

1894 and 1897. In July, 1896, he was appointed a member of the Murray administration.

Hon. T. R. Black is a man of broad views and wide experience; thoroughly imbued with the importance of Nova Scotia as a part of the Dominion, and of the Dominion as a whole, he is well qualified to fill a seat in the Senate. As a matter of political advancement, no man in Nova Scotia has more right to look to his party for preference. His influence in the County of Cumberland for the Liberal party has been great, he has held his own party together, and such is their confidence in his ability to further the interests of Cumberland and the province in general that he receives the endorsement and support of the better element of the Conservative party throughout the county. The appointment will be a very popular one.

THE OYSTER SEASON OPEN.

ALL indications point to a successful oyster season this year, and the planters of New York Bay and Long Island will probably reap a rich harvest, says The New England Grocer and, as by far the greater part of the oysters raised in the waters of New York, Connecticut and New Jersey are either sold in New York City or shipped to interior points by the wholesale dealers business will boom in the oyster trade for about three months. Hundreds of extra men must be put on to cull the oysters and prepare them for sale. The methods followed in raising oysters for market are very interesting, and to the uninitiated are little known.

For many years the market was supplied from the natural beds, but most of these were soon exhausted and it was then necessary to have recourse to the method of private planting. The law permits oystermen to lease certain plots of ground under water which are suitable for oyster cultivation, provided there are no natural beds on the ground at the time. Each planter divides and stakes off his planting ground into rectangular lots of varying sizes, governed in number by the necessities of his business, and also to some extent by his individual opinions as to the most advantageous arrangement of them. The number, therefore, varies somewhat with the different planters, but usually four or five lots are necessary. The reason for this is that the oysters have to be shifted from time to time in order to improve them and expedite their growth. Some planters have hundreds of acres under cultivation.

When the planter secures his ground he proceeds to cover the bottom with old oyster shells. This is to furnish something for the spat or young oyster to attach itself to.

In Staten Island Sound, Newark Bay and Long Island Sound are the natural beds, and from these the planters secure a good part of their seed, which they dump on the old shells previously placed in the beds. The growing period, which intervenes between the first planting and the final shifting of the oysters, is ordinarily three years, but is not confined strictly to that length of time. The size of the seed when planted, the rate of growth and the opinion of the planter have a great deal to do with this point. Some seed are quite large when planted and these, of course, require less time to mature, while on some grounds the rate of growth is much more rapid than on others. The longer the oysters are allowed to grow the larger they will be and the greater the return to the planter.

Between March 1 and July 1 the plan-

Has stood the test of every climate.

Purest and best for all purposes.

The **ST. CHARLES CONDENSING CO.,** producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Home Office and Address:

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Correspondence and trade orders solicited.

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

THE MOST PROFITABLE to the GROCER and MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CANADIAN PACKERS AND PRODUCE SHIPPERS

WE HAVE EXCEPTIONAL FACILITIES for disposing of your consignments in the Old Country, having branches in Liverpool, London and Manchester.

WE KNOW THE BRITISH MARKETS like a book, and can sell big shipments to the best advantage.

WE ARE KNOWN TO THE LARGEST CANADIAN EXPORTERS and receive regular orders for Canadian produce from importers throughout the whole of Britain.

CANADIAN PRODUCE FOR GREAT BRITAIN

AGENTS FOR

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GEO. & JNO. NICKSON & CO., Limited

PRODUCE MERCHANTS, IMPORTERS AND BROKERS,

Liverpool, London, Manchester and Dublin.

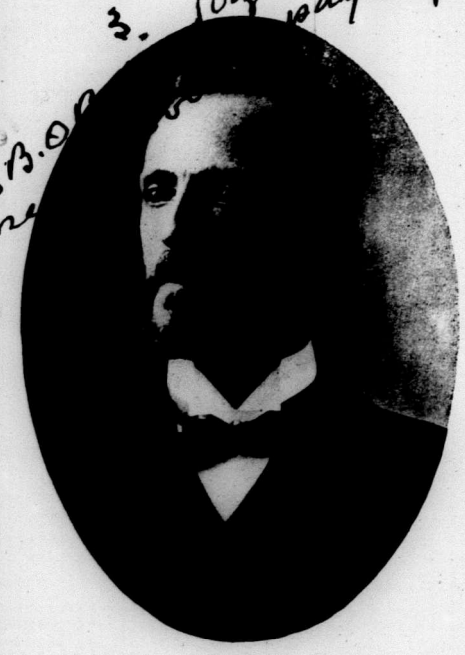
ter shifts from the beds of soft bottom to those of hard bottom the oysters he intends to market in the Fall. This is done because it has been found beneficial to the oyster, as it cleans it from mud and other extraneous substances, improves its color and flavor, and gives an opportunity for separating the clusters, when necessary, into single oysters. The bed so cleaned by shifting is then replanted with seed. The season for marketing the full grown oyster is from September 1 to shortly before Christmas. Formerly each planter gathered his own oysters when they were ready for market by means of his own sailing vessels, but now he usually hires one of the numerous small steamers engaged in the business, and in one-third of the time formerly required the oysters are ready for shipment. They are taken from the beds by means of dredges and tongs, and are then ready for "drinking" in fresh water. The Staten Island planters take their oysters around to the Raritan River to "drink," while the Keyport, N.J., planters "drink" their oysters in Luppatatong creek, which flows through the town. The purpose of "drinking" is to clean the oyster from dirt, remove a portion of its salty flavor, and, by causing the oyster to swell up with the fresh water absorbed, give it a plumper and whiter appearance. In the Raritan River the oysters are put into large floats, the bottoms of which are submerged, but in Luppatatong creek they are dumped on the bottom, which is of sand and almost bare at low tide. They are put in the fresh water at the time of high water and are removed at low water.

They are then shipped to the city by rail, by sailing vessels, or by the regular lines of steamers plying between the city and the different oyster centres. In Boston there are two wholesale oyster districts—one alongside of Fulton Fish Market, at Beekman street and the East River, and the other at West Washington Market Basin, at West Eleventh street and the North River. At both places are moored large barges with houses built on them, and in these the work is carried on. On arrival at the barges the oysters are sorted into three sizes known respectively in the trade as "box," "culls" and "cullentines." The "box" oysters generally average about $6.50 a thousand, the "culls" about $3.50 a thousand, the "cullentines" about 50 cents a basket. These are the prices paid to the planters, and vary considerably from time to time during the season. It is estimated that the dealers of New York city, in a fairly good season, handle between $3,000,000 and $4,000,000 worth of oysters.

The Keyport oyster planters also do considerable business in marketing oysters during the Summer season. As the native oyster is not fit to eat during this season, which is the spawning time of the bivalve, the planters secure large seed from Chesapeake Bay in the Spring and plant these on the beds. In April they are shifted, and about July 1 are ready for market, and bring a good price, as there is little competition at that time. At home the Chesapeake oyster is not good to eat during the spawning period, but transplanting it to northern waters hardens its spawn and makes it delicious. —N. E. Grocer.

B. O. BELAND.

Mr. B. O. Beland, manufacturers' agent, Montreal, a cut of whom appears on this page, although relatively a young man, has had no little experience, having been in business since youth. The last four



B. O. Beland, Montreal.

years he has spent in Europe verifying the best products and making a choice of firms producing real good medium articles to the finest. He believes now that all cheap products and falsified goods have been eliminated from his list. Comfort and health is the motto of Mr. Beland—in other words, live and let live.

In champagne he represents the good make of Leon Chaudon; in cognac the old firm of Jacques Nicot & Co., Cognac; and in apperitive and medicated ozonified wine, Quino Excelsior. Mr. Beland represents P. Garnier, and G. Hartmann & Co. in fancy liqueurs, and claims that the most difficult tastes can be satisfied with their goods—chartreuse, monastine, curacao, maraschino and cremes of all kinds. In gin it is sufficient to say he represents H. Jansen, of Shiedam, Holland, which distillation is under the direct supervision of the authorities. His Scotch whisky specialties are the "Extra Special," "Freedom" and the "Liqueur Creme" of Macleay, Duff & Co., distillers, Glasgow Scotland. In chocolates and cocoas he represents the Chocolaterie de l'Universe Lyons; in vermicellis and macaronis those of Buschetts Freres, of Toulouse; in truffles, mushrooms, alimentary products, castile soaps, the choice of many firms.

PLUM PUDDINGS AS A SPECIAL LINE.

A NEW and profitable line in which there is a steadily increasing trade for the grocers is plum puddings. For years there was a prejudice—and among some grocers there is still—against factory-made puddings. There was every reason for this objection. The puddings put on the market were made by indifferent cooks, who believed, however, that they were perfect because at some time their mistress had praised them. Others were made by boarding-house keepers who had been similarly complimented by their lodgers who had stomachs capable of digesting iron. They were made in small quantities in small kitchens and peddled about the local town or city. They were generally coarse and lacked flavor because cheap and nasty materials were used in making them.

They sold, however, and the sale increased; then the bigger concerns took them up and immediately there was an improvement. The very best materials were used. Instead of $10 cooks, chefs worth $200 or $300 a month superintended the mixing and preparation, and to-day the plum puddings sold in the grocery stores bearing the names of well known firms, are much superior in every way to those made by even the high priced family cooks.

In Canada Christie, Brown & Co., Ltd., whose reputation as biscuit manufacturers is second to none in the world, have built up a steadily increasing trade in plum puddings. In the United States F. H. Leggett & Co., New York, have done likewise. The latter firm have recently offered to send any regular reader of "The Grocer" a sample pudding with their compliments, and no doubt many of those who have not hitherto handled factory-made puddings will take advantage of this offer to test the matter for themselves.

Once the housewife realizes that she can get a very much better article, as cheap if not cheaper than it can be made at home, there will be a large trade for the factory-made article, not only at Christmas, but at other times during the year. It is for the grocer to be sure he handles a first-class brand, otherwise the trade cannot be developed satisfactorily.

Their Excellency

Has made my brands welcome everywhere, and once used are always called for again. My aim has been to give them the highest standard of quality, and an increasing business is proof that my efforts are appreciated by the best buyers, to whom I appeal.

My brands will build up your trade and hold it. Try them.

Condor Japan Teas in 30-lb., 40-lb., and 80-lb. packages, from ***20*** to ***42½c.***— this last the finest and best sent out of Japan.

Condor Japan Tea, in 1-lb. and ½-lb. ***lead packets,*** 60-lb. cases. A magnificent tea at 30c., to retail ***40c.***

Golden Pheasant Japan Blend of Tea ***in fancy*** air-tight ***cartoons,*** a choice tea, at ***25c.***

Condor Ceylon Black Tea, in lead packets, at 20, 23, 26, 30, 34 and 40c. per lb. retails at 25, 30, 35, 40, 50 and 60c. per lb.

Condor Ceylon Black Tea, in ***5-lb. Catties,*** a Golden Tipped or Pekoe, at ***35c.***

Nectar Indian and Ceylon Black Tea, in lead packets, at 20, 26, 36 and 45c., retails 25, 35, 50 and 60c. 1-lb. fancy tins at 32½, 42½ and 50c.

Old Crow Blend of Black Teas, in ***fancy Cartoons*** (air-tight) of ¼, ½ and 1-lb., at ***23c.***

Old Crow Blend of Black Teas, in useful bronzed tins, of 10-lbs., 25-lbs., 50 and 80 lbs., at 17½, 20, 25, 30 and 35c. per lb.

Old Crow Ceylon Black Orange Pekoe, in 5-lb. Catties, at ***27½c.***

ƎMD Vinegar at ***30c.***, ***Condor*** Vinegar at ***25c.***, ***Old Crow*** Vinegar at ***20c.*** 3 prices, one quality, the highest for the money.

Condor Mustard, absolutely pure, in ¼s, ½s, and 1-lb. tins, 12-lb. boxes at ***35c.*** per lb.; 1-lb. jars at ***35c.;*** 4-lb. jars, ***$1.20*** per jar.

Old Crow Mustard, high-grade compound, in ¼, ½ and 1-lb. tins, 12-lb. boxes at ***25c.***, 1-lb. jars, ***25c.***, 4-lb. jars, ***70c.*** per jar.

ƎMD Baking Powder, pure cream of tartar, 1-lb., ***$3.25*** dozen.
Condor " " high quality, " ***2.25*** "
Old Crow " " good quality, " ***1.25*** "

Madam Huot's Coffee is without any exception the finest, richest, purest Coffee put up in tins, 1-lb, ***31c.;*** 2-lbs., ***60c.***

E. D. MARCEAU,

Wholesale Teas, Coffees, Spices and Vinegars.

281-285 St. Paul St., Montreal.

Blue Ribbon *Ceylon* Tea

is imported direct from certain tea estates in Ceylon. The only packet tea in Canada that in this way insures the highest and most uniform quality.

Push the Red Label Brand. Each Grocer our agent.

No. 23.

Under-Counter Mill

List Price, $52.00.

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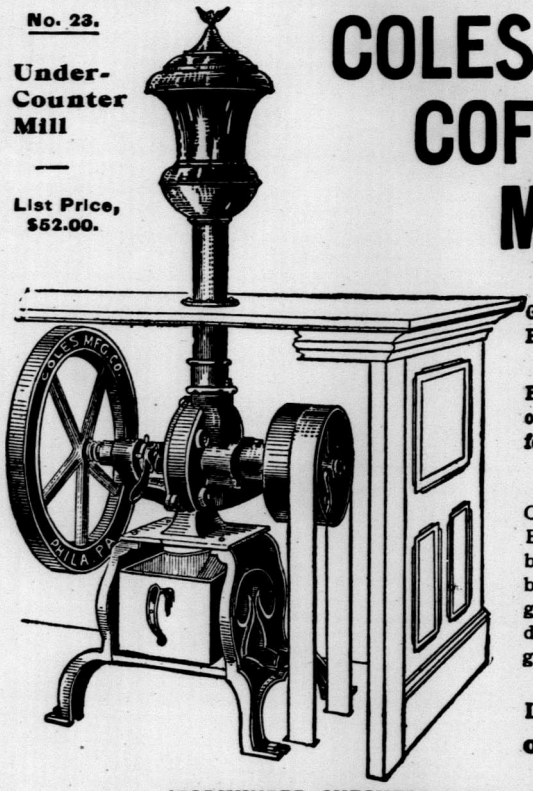

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Our mills will Pulverize without heating Coffee.

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

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WE STILL HAVE WINNIPEG.

"WELL, we still have Winnipeg," philosophically remarked a disappointed citizen when the decision of the Alaska Boundary Commission was announced. And, ironical as it was, there is perhaps more wisdom in the remark than the speaker designed. We never had any chance of winning our contention from the time that the United States chose their representatives on the tribunal. Despite this Canada put up a manly fight, and, in the opinion of her citizens, made out her case. The commission has decided otherwise, and the hope of an open Canadian port to the Yukon is doomed to disappointment.

That motives of imperial diplomacy had a place in determining the verdict it would be unfair to a man of Lord Alverstone's character to impute without having before us the text of the decision, but it is peculiarly aggravating to Canadians that in the British press Canadian rights were given scant consideration as compared with the exigencies of imperial diplomacy. Indeed, in the past Canada has suffered far greater losses from the laxity of British diplomacy and the "slimness" of American negotiators than in the matter just passed upon.

Our experience with international litigation has been of a nature as to discourage any further dealings with "the party of the second part."

But we still have Winnipeg. There is a world of comfort in that thought. And we have the greatest wheat belt in the world. We have outlets to the Atlantic and to the Pacific independent of our grasping neighbor to the south, and before long we will have all-rail communication to the Yukon which will render nugatory the temporary advantage the United States has won.

In the meantime let us turn our attention to our own development. Let us fill our prairies with wheat fields and our cities with workshops. Let "Canada for the Canadians" be our policy. Let us forget international politics, and for that matter internal politics, and let the aim of our public men on both sides of the House at Ottawa be to advance the general interests of this Dominion.

The key to our future greatness lies in the West. Let us fill that West with teeming millions, and the wealth of the Yukon will pale into insignificance in comparison with what the prairies will yield.

A WISE CONCESSION.

A FEW weeks ago THE GROCER had occasion to consider the selling terms of the Canadian salt manufacturers and to criticize one of the clauses therein. We are glad to be able to announce the issuance of a circular in which it is stated that the observance of this clause will not be insisted upon. This is as it should be, and we are confident that the trade will respond generously to this action upon the part of the salt manufacturers. There have indeed been exceptional circumstances this year which have hindered them greatly in filling orders, but the improvements that have been made during the Summer are said to be almost completed, and no further cause for complaint is anticipated.

We believe the trade will demonstrate to the manufacturers that the abatement of this clause rebounds to the advantage of both sides.

It is now to be hoped that The Canners' Consolidated Co. will follow the example set by the salt manufacturers and withdraw the exclusive clause of their selling terms.

With the prospect held out of delivering but 80 per cent. of tomato orders and still less of corn, and with no orders being accepted even at the high-listed prices, the clause in their case becomes, not only inequitable, but absurd. It is hard to conceive that the canners should long continue to maintain this impossible position.

THE KERNEL OF SUCCESS.

ENDEAVOR at all times to please your customers. The faculty of doing so is the kernel of successful business methods. The customer may be a small purchaser, but he may become a large one. But at any rate he is probably able to influence other buyers. It is therefore all-important that misunderstandings should be removed. It is only by removing them that high reputation can be attained.

When a customer is dissatisfied, make it a rule of the store, warehouse or factory that he must be satisfied even if a small loss is entailed thereby.

As a rule, it is more profitable in many ways to lose a few dollars than one customer. This is the principle upon which the largest and one of the most successful retail stores in Canada works. Not long since a mail order for six cents worth of sewing silk was received. The particular color was not in stock, and another was sent, accompanied by a letter to the effect that if it would not do the customer was to return it at the expense of the firm. It did not suit, but although such an insignificant amount of money was involved in the order, the firm persisted until it had satisfied the customer.

It frequently costs a good many dollars to get a customer, but it usually costs a good many more to lose him. In order to hold an offended customer it is not necessary to "eat humble pie." All that is necessary is a little tact and a touch of magnanimity.

CLAIMS FOR SHORTAGE.

WHOLESALERS often complain of the fault-finding of their customers. There is not a jobber of any standing who does not exercise great care in having the goods shipped from his house carefully checked and properly packed. It is to his own interest that he should exercise this care for, otherwise, he would very soon fall behind in the race for trade. Active competition compels him to be careful. Yet in spite of the precautions taken by all first-rate houses, there are some retailers who are constantly making complaints. No doubt there are occasions when complaints are justified, but equally true is it that there are some retailers—fortunately, very few—who have the reputation among the wholesale trade of being confirmed kickers, who, seldom or never, receive a shipment of goods without sending in a claim either on account of shortage or on account of damaged goods. In conversation with THE GROCER the other day, a leading jobber put the case in this way: "There are some men who, when they receive a bill of goods amounting to $100, seem to imagine that the jobber's profit on it is $99.99 and they immediately commence to send in their claims in order to collect as much of that $99.99 as they possibly can. Now every wholesale firm of any standing takes good care that no mistakes are made, that there are no shortages, and that only goods in first-class condition are allowed to leave the warehouse. Goods are carefully checked, usually by three different employes. Of course it is possible that mistakes may sometimes occur, but it is incredible that they should always occur with the same men. It is needless to say that, when a man has made several complaints, very special precautions are taken to ensure that no mistakes be made again in shipping his goods. The jobber is anxious that he may have no excuse to kick. When, after such special care has been taken in sending a shipment of goods, the retailer sends in a claim for shortage it is evident that there can be only one explanation, and that a most unpleasant one."

Inquiries among different wholesale houses show that the number of such customers is fortunately very small in the grocery trade, but, no doubt, every house has more or less of this kind of trouble. As stated above, it is recognized that there are instances, more or less frequent, in which a complaint on the part of the retailer is quite justifiable. He would be foolish not to complain of an actual shortage. But we agree with the jobber quoted above that there is something wrong when, in spite of extra precautions taken, complaints continue to come in from the same customers. It is difficult to find any adequate remedy, but in this connection it is interesting to note the method employed by a number of American houses to protect themselves from such claims. With every shipment of goods, these houses send a card reading somewhat as follows:

NOTICE.

All goods billed on this invoice were shipped as specified on invoice. The goods were checked three times and were delivered in good condition to Transportation Company. If any shortages are found, make claim at once to Transportation Company. Our responsibility CEASES when we deliver goods in good condition to Transportation Company.

Respectfully yours,

.....

To our mind, this remedy is too drastic, as it relieves the wholesaler of all responsibility. We imagine that the retailer would find some difficulty in compelling the transportation company to make good claims for shortage. No railroad could properly be held responsible for a shortage in a case of goods the contents of which it never checked. No railway would assume such responsibility, and in all cases of shortage the retailer would be certain to be the loser. Claims for damaged goods should always be made to the transportation company, which can properly be held responsible when goods are delivered to it in good condition.

We call attention to this American practice not from any desire to approve or disapprove, but merely to show how this ever-present difficulty is actually met by some United States firms. The problem is a difficult one, and most jobbers are anxious to find a solution. It is an easy matter to criticize a proposed remedy; it is more difficult to suggest a workable substitute. But to the American method there is the fatal objection that, if generally adopted, it would stifle all complaint, legitimate as well as illegitimate. The jobber would be relieved of all responsibility. He is exceedingly careful now, but it would be only human nature if, with all checks removed, divorced from all responsibility in the matter, there should be an unconscious slackening of his vigilance. There would be more mistakes made, and the retailer would have practically no remedy. For these reasons we are not inclined to advocate this American plan. But there should be some remedy; we are not inclined to dismiss the subject with a "laissez faire." THE GROCER would be pleased to receive from its readers suggestions whereby the wholesaler may avoid the loss to which he is now subjected by the despicable conduct of a few retailers without stifling bona fide claims from the great body of his customers. Suggestions from the trade are invited.

TAKING THINGS FOR GRANTED.

IT is not good policy to take everything for granted. Be sure you are right, then go ahead. To go ahead without being sure that you are right is surrounded with more or less danger. To fathom the situation and weigh the circumstances may take time, but it pays in the long run; and it is certainly accompanied with a great deal more safety. Many a merchant, as well as many a mariner, has been wrecked because of the habit of taking everything for granted instead of carefully investigating before taking action.

One cannot always be sure; and to refrain from doing certain things because the results were not sure would be business cowardice. One must take a venture in business as well as in matrimony. What is to be discountenanced is taking a venture when by making an investigation certainty might be acquired.

To take everything for granted is, after all, a type of laziness, and for that reason should be ignored in the practice.

HIGHER EDUCATION AND BUSINESS.

IN these days of enlightenment, when one hears so much about higher education, the value of a practical business training is a topic almost forbidden. The opinion of one of the most prominent clergymen in Canada—and for a time himself a university professor—on this subject is worthy of consideration. In speaking of University vs. Business—and unfortunately one seems to be more or less antagonistic to the other—he remarked incidentally that he would like to see some of our university professors in a down-town office for one week; it would be worth more to them in immediate, practical results than all the logic of the schools. He had a large number of business men in his parish who, as far as general information, practical sagacity, and general ability were concerned, could walk all round the average university lecturer.

Strange to say, the man of the market-place is to-day the power most influential in shaping the future of this new country—not the man pursuing an academic career pure and simple; the man of strenuous life, not the recluse. Yet a senior at the university is sure to have become tainted with the notion—and his professor is largely to blame—that a business career is no career at all. If, perchance, he should ever descend into the midst of the vulgar throng, he would go there, not to pursue his vocation, but only a vocation. Business was a sort of necessary evil. Between it and the sort of life he intended to lead there was a "great gulf fixed." The summum bonum would be reached when matters of business had been relegated to a secondary place—if not to the closet—and in their place, the "activity of pure thought" supreme. The man down town carried an imaginary stigma with him, and because of it he was unworthy of common consideration from his high and mighty brother up at the college. This was a sin of which certain associates of our universities were guilty every day. On the other hand, of the two highest callings in this world he considered the Christian ministry as first and foremost; next in the van came that of the business man. There is no better training school in practical theology than business.

Notwithstanding the fact that some people will persist in pointing the finger of scorn at the strenuous life of the business man, thousands are finding their way into the practical business world. Canada, with its grand possibilities, offers a splendid future to her young men. Without doubt, the field of business is going to be the most attractive for many years to come. Is it not significant that the university graduate is gravitating thither, notwithstanding counter influences which are being exerted? Business is a great vocation—just the thing for the newly-fledged graduate who has completed a thorough drill in mental gymnastics and ought to be in a position to use what brains he has to the best advantage. It is the duty of every university man going into business to do all he can to dissipate false notions that have come to be associated with business because of certain misguided academicians.

A BUOYANT CHEESE MARKET.

CHEESE has again advanced. The weakness displayed on the 10th was short-lived, and on Saturday the market reacted a good three-quarters, and now stands firm at 11 5-16 to 11½c., a shade above the level before the last decline. The continued and persistent buoyancy of cheese in the face of the extraordinary large make this year is at once a great thing for the dairy farmer, and an evidence of the increasing hold our cheese is taking on the British market. Already the chief source of Britain's cheese imports, the fine quality of our make is bringing it more and more into favor.

What has been done in cheese has unfortunately not been duplicated in butter. Why not? Simply because our butter has not been put on the British market in proper condition.

Our cheese trade is growing year by year, but not so our butter trade, as will be seen by statistics elsewhere in this issue.

This butter problem is one that must be faced and solved unless we are to give way to the countries of Northern Europe.

THE MARITIME FISHERIES.

MR. BORDEN struck the right note in the House of Commons the other night when he urged that the Government should adopt a systematic, fair and generous plan for the development of the fish catching and curing industry of the Maritime Provinces as it has developed the agricultural and manufacturing industries in the other provinces.

This is right in line with the policy advocated by THE GROCER for years.

The manufacturing industries have been encouraged by protective tariffs and bounties. The agricultural interests have been encouraged by the establishment of dairy schools, cold storage depots, improvements in transportation and the like. The result has been that these industries are not to be compared with their precursors of a few decades ago.

Mr. Borden is authority for saying that both in taking and curing fish the Atlantic fishermen are 50 years behind the time. If this be so, what steps have the Government taken to remedy matters? The results of the travelling dairy schools show what can be done in improving even such a household art as butter-making. Similar instruction in scientific methods should not be beyond the sphere of an energetic and capable Minister of Marine and Fisheries.

It is to be hoped that Mr. Borden will not let his suggestion drop. Departments are always loath to take on any new duty, and it will require persistent effort to bring the matter to a practical conclusion. But should Mr. Borden induce the Government to carry out his proposal he will not only confer a great benefit on the producing provinces in the east, but on the consumers of the west.

THE GROCER will welcome the day when the fishing interests of the Maritime Provinces receive the attention from the Government their importance and possibilities deserve.

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE

IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

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

The Western Cattle Industry.

From our Winnipeg Correspondent.

OWING to the weakness of British markets during the past few weeks the export cattle trade of the West is presenting some features that are rather new to it. For this reason your correspondent called upon Mr. J. T. Gordon, M.P.P., western head of the great exporting firm of Gordon, Ironside & Fares, and asked his opinion on the present rate of shipments. Mr. Gordon is an extremely popular man among newspaper fiends for the simple reason that when applied to for information, if he can give it he does so, and does not make you feel that he has conferred an inestimable benefit upon you, or that you have wasted the time of a very busy man, which by the way, he is.

Mr. Gordon said, "Up to the present time we have not shipped more than one-third of the number of cattle we had shipped at the corresponding date last year and those we have shipped included the stock from our own ranges in the West." The Gordon, Ironside & Fares ranges, by the way are among the largest in the West and the same firm has an enormous range in Old Mexico. Continuing, Mr. Gordon said: "The reason for this falling off in shipments through our channels is threefold. In the first place, owing to a number of different causes the cattle are about a month later than last year and then again the Summer has been an exceptional one for rainfall, which has made the grass soft, and although the cattle are all strong and vigorous they are thinner than they should be at this season, but the third is probably the principal reason for the falling off in shipments. The British market, as you know, has been low even for fat cattle and very low for range cattle, and we have not been able to offer more than 3¼c., point of shipment, for several weeks. On the other hand, commission men, particularly in Montreal, have been sending circulars through the country. I have seen them myself, in which they state the price of Canadian cattle to be 12c. on the English market, this at a time when the price of range steers was only 9½ to 10c.

"When a rancher gets a circular like that he assumes that the price quoted is for range steers, the only cattle he has to sell, and when you go and offer him 3¼c. a pound at his own station he refuses to accept it.

"A few of the ranchers have been shipping through the commission houses and I greatly fear that when they get their returns they will be still more dis-satisfied. For instance, taking into account the present price of steers, they have paid far too high a price for steamer space. It all had to be contracted for ahead and some of them are paying 50, 52 and even 55 shillings for it. No matter what price range cattle slump to, that space must be filled at the contract price. Now the average of our steers this year is about 1,200 pounds; such a steer would dress 60 pounds to the hundredweight in Winnipeg, and 55 to the hundredweight in Great Britain. That would give you 660 pounds of dressed beef to sell at 9¼c. or $62.70 for the beast sold in England. Now allowing 52 shillings for space and all the freight, feeding and other charges, it costs to lay that beast down in England $32, leaving just $30.70 for him on the ranch after three years' keep, when probably the same animal cost his owner $27 as a stocker. You can figure the profit on that for yourself.

"Personally, I do not expect much improvement in the British market for two years at least, as times are not so good among the working classes in Great Britain as they have been and consequently the demand is not so good, while the supply on this side of the water is constantly increasing."

While the subject of cattle is under discussion it is of interest to note that the new beet sugar industry at Raymond, Alberta, of which notice was sent you last week, is taking up a scheme for the feeding of cattle in connection with the by-products of their factory. Several cattlemen who have been asked about the matter regard the proposition with favor. By another season Alberta may be in a position to ship a small number at least of fatted beeves. The question of finishing cattle from the western ranges on Manitoba farms is also receiving more or less attention. It is only a revival of the doctrine preached so clearly and forcibly by Professor Robertson, Dominion Dairy Commissioner, that the West should ship all her products in the most concrete form.

COMMISSION MAN MARRIED.

Mr. John A. Gunn, of Gunn, Langlois & Co., the St. Paul street, Montreal, commission merchants, was married on October 7, in Toronto, to Miss Isabella Elliott Montgomery, third daughter of Mr. Wm. J. Montgomery. The ceremony was performed by Rev. Mr. Gandier, assisted by Rev. John Neil, at the residence of the bride's father, 22 Isabella street, in the presence of only the immediate relatives of the bride and groom. The bride, who was unattended, was given away by her father. After the ceremony and the wedding breakfast Mr. and Mrs. Gunn left for New York and the Eastern States. On completion of their tour they will reside in Montreal. Mr. and Mrs. Gunn have the best wishes of "The Grocer" for a long and happy life.

The Ubero Coffee Co., an American firm, who have a plantation in Mexico are understood to be making an effort to float a company in Canada.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

Exhibit of Lumsden Bros. at the Dominion Exhibition.

WE WANT AGENTS

in every town where our goods are not now sold to handle and push

JERSEY CREAM YEAST CAKES

SOCIAL TEAS
SOCIAL COFFEES
SOCIAL COCOAS
SOCIAL BAKING POWDERS
SOCIAL BREAKFAST FOOD

We are prepared to make special inducements to the right men. If you are interested drop us a line. We will be glad to quote you.

LUMSDEN BROS.,

HAMILTON——————and——————TORONTO.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES

Lovely Spanish AND Smyrna Fruits

at tempting prices. Now is the time to get in before our stocks are broken up.

Boxes "Rein's" Choice Clusters.
Boxes "Rein's" Choice Clusters, each 28 - 1s Cartoons.
Boxes "Rein's" Dehesa Clusters.
Boxes "Rein's" Cock Brand Shelled Almonds.
Boxes "Solari's" Eleme Figs, 10s.
Boxes "Solari's" Eleme Figs, 14-oz. Glove boxes.
Boxes "Solari's" Finest Figs, each 24 - 1s Cartoons.
Boxes "Solari's" Pulled * Magnum, extra choice, each 28 lb.
Boxes "Solari's" Imperial Sultanas.
Boxes "Solari's" Royal Sultanas.

JAMES TURNER & CO.

Wholesale Grocers, = = = = HAMILTON.

What the grocer in Canada wants is an out-and-out good commission house in Toronto to which he can consign his BUTTER, EGGS, POULTRY, etc., and get CASH straightway if desired; or, if preferred, a market opportunity such as his own limited field cannot offer.

The grocer may have exactly what he wants—quick cash, or a first-class market opportunity—that is, a sale on commission when the market is at its high point.

Send us your produce. Your butter, eggs, fowl, are better in our possession than in yours. We have a COLD STORAGE plant, thoroughly modern, with a capacity of 75,000 cubic feet, the equivalent of a room 100 x 75 x 10. We can take care of all the shipments made us without trouble. Whether we buy your consignment outright, or hold for your advice, or sell when we think the markets are highest, we are in a position to handle your consignments better than other firms who lack our advantages.

When the grocer knows that he has a sure, safe outlet for his produce, he need not hesitate to buy or take in exchange all the BUTTER, EGGS, POULTRY, etc., that may offer. There is good money in barter if one has a quick and sure market.

Do you want assurance as to our integrity, our commercial standing? Get your Bank to get a Bradstreet's report on us. We are quite prepared to have the searchlight turned on us. We have our markets in the big Canadian cities and in England. Our connections are of long standing and are constantly increasing. It is the firm with an outlet, a big outlet, that is good for you to be in touch with all the time. Firms with a purely local trade can never do so well for you as we can. We appeal to your intelligence and leave the decision to you with full confidence.

BANKERS' REFERENCES.
ENGLISH REFERENCES.

To the English trade we have to say that our Canadian business is growing rapidly; that every week we are having consignments from country merchants who have been persuaded to entrust their produce sales to us. Thus it follows that we are able to cater to a larger market.

A long and intimate acquaintance with the Export Trade to England has made us understand thoroughly what to send, how to send, and when to send. The demand for Canadian Produce of good quality is never satisfied. English dealers will do well to correspond with us if interested in importing Butter, Cheese, Eggs, Fowl, etc.

CASH for your PRODUCE
WE SELL IN ENGLAND

The J. A. McLEAN PRODUCE COMPANY, LIMITED

73, 75 and 77 Colborne St.,

TORONTO - - CANADA

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Review of Season's Cheese Trade.

THE production of cheese this season has increased considerably as compared with last year. This is shown by the export statistics which, although not official, may be taken as substantially correct, as follows :

Shipments of Canadian cheese from the ports of Montreal and Portland, compiled to October 10 :

This season	1,998,773 boxes.
Last "	1,593 595 "
1901	1,413,953 "

This increase in the production of cheese, however, has been at the expense of the butter output, which has fallen off very considerably, as compared with last season ; the total exports from the same ports and for the same dates being :

This season	286,998 packages.
Last "	394,287 "
1901	339,664 "

The higher range of prices for cheese which has prevailed during this season is largely responsible for the increased production.

The stocks of last year's cheese on hand in the early months of the year both here and in Britain were inadequate to supply the trade until the arrival of the new make in sufficiently large quantities to meet the requirements of the British market. As a result prices advanced considerably, and the remaining stocks of old cheese were sold at extraordinarily high prices, while the April and May make of new cheese were sold at prices which were the highest on record for new-made cheese. The price for April ran up to from 13 to 13½c , and the price for May, though lower, was still on a high level.

These prices, of course, could not last, and, as the production increased, were gradually forced down, reaching the lowest point of the season about the end of July, when they hovered about 9c.

On account of the exceptionally large make it was expected at this time that prices would continue at about this level, and the sharp advance which followed was entirely unlooked for by the majority of those in the trade. The advance, however, was warranted by higher prices obtained in England, and the rise was continued until in the early part of September prices reached a level of about 11c., which was 1 to 1¼c. higher than at the same time last year.

Just at this point the market appeared to come under the control of speculators, and prices rose rapidly to as high as 12⅜c. This advance, however, was not warranted by market conditions, and prices have since eased off till on October 10 prices ranged at the boards from 10½ to 10⅞c. There has been an improvement since then, however, and the latest board sales at time of writing were at from 11½ to 11 7-16c.

On the whole the quality of our cheese has been very good this year There have been some complaints of taint, but these have been largely confined to the Kingston district, and strenuous efforts have been made to determine the cause and provide a remedy. Some complaint has also been made of cheese being forwarded in too green a condition. This, of course, was due to no imperfection in the making, but to the fact that buyers have been over-eager, on account of the light stocks, to secure cheese, and they have insisted on shipping before it was really ready to leave the curing-room.

In looking back over the closing season there are many grounds upon which we can congratulate our cheese producers.

Cheese Section at the Dominion Exhibition.

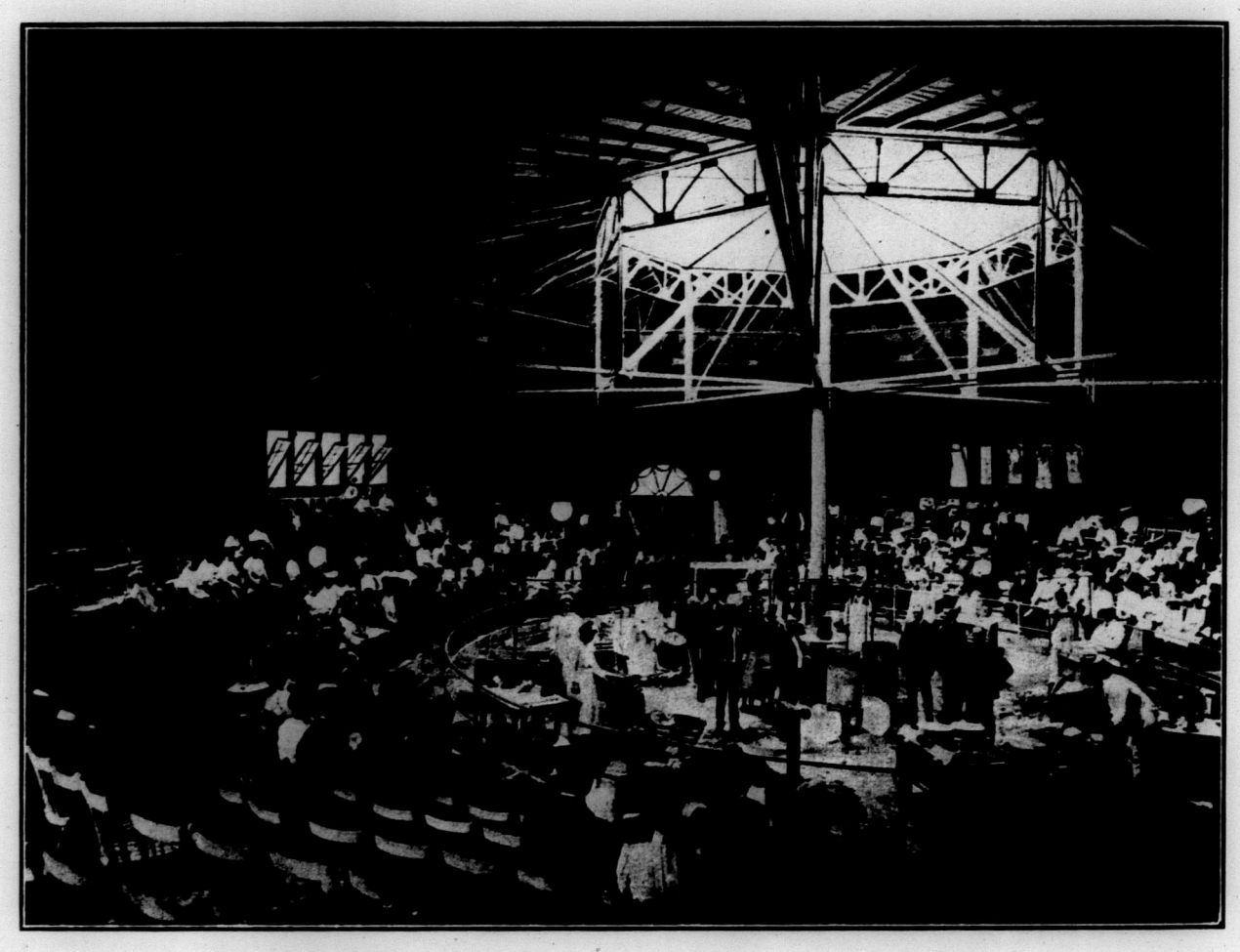
Dairy Products at the Dominion Exhibition.

THE interest taken in the dairy section at the Dominion Exhibition was as deep as it was deserved. The exhibit of cheese, a view of which is herewith given, is said by old cheesemen to have been the finest they had ever seen, and they were convinced that it had never elsewhere been equalled. The exhibits represented a wide field, and were of the highest quality.

The companion view of the dairy amphitheatre, adding the competitive element, was perhaps of even greater interest. Here daily competition in butter and cheese-making was carried on between amateurs, graduates of our dairy schools

and professionals. The most approved scientific and sanitary appliances were in use, and while the interested spectators in the seats around watched the process of making gilt-edged butter and cheese lectures were delivered by experts on various matters of dairy interest, and answered questions proposed by interested auditors. The dairy section was at once a school of instruction and a convincing advertisement of Canada's determination to excel in the products of her dairies.

In the view of the cheese section is seen a group of representative cheese men with Mr. A. F. MacLaren, M.P., the chairman of the dairy section, in the centre. The view of the amphitheatre, taken during a butter and cheese making contest, shows the young lady and young men contestants at their work, and in the centre the lecturers and officials in charge.



Butter and Cheese Making Competition in Dairy Amphitheatre—Dominion Exhibition.

A Few Provision Statistics

REFERENCE to the receipts from our Trade and Commerce statistics given below shows a very satisfactory progression. True, 1900, the year of the South-African war, shows an abnormally large output in some lines which has not since been duplicated, but, on the whole, oru progress has been steady and continuous, as witness the growth from $13,797,690 in in 1890 to 41,463,488 in 1902.

Exports for fiscal year indicated up to June 30:

	1890.	1895.	1900.	1901.	1902.
Cheese..... lb.	107,489,877	155,780,972	192,573,261	200,385,432	202,873,73
Cheese ..... $	10,523,946	15,118,894	20.483 981	21,123,251	19,870,14
Butter..... lb.	3,189,083	3,720,245	26,980,607	16,656,279	27 889,90
Butter ..... $	526,654	709,126	5,429,563	3,355,197	5,667,15
Eggs.....doz.	12,844,610	6,500,818	10.187,966	11.363,914	11,639. 75
Eggs..... $	1,795,913	807.991	1,457,942	1,692,296	1,736 14
Bacon and hams..... lb.	7,725,644	40,134,054	135.036,495	105 581,967	107,987,88
Bacon and hams ..... $	647,296	3,806,714	12,758,525	39,783,264	12,404,99
Total provisions.... $	13,797,690	21,496 054	41,031,513	39,886,449	41,463,488

The returns for the fiscal year just ended, i.e. to June 30, 1903, are as follows:

Exports of cheese:

	Lb.	$
To Great Britain.....	228,394,482	24,620,004
United States.....	56,676	7,779
British West Indies	337,683	44,674
Newfoundland	198,622	21,334
Other countries....	112,462	19,152
	229,099,925	24,712,943

Exports of butter:

	Lb.	$
To Great Britain.....	32,203,944	6,554,014
United States.....	50,745	10,225
Newfoundland	353,286	69,017
Other countries....	1,520 969	321,362
	34,128,944	6,954,618

Exports of eggs:

	Doz.	$
To Great Britain.....	7,305,136	1,420,76
United States	57,821	11,56
Other countries....	52,191	8,93
	7,415,148	1 441,25

Exports of bacons and ham:

	Lb.	$
To Great Britain	141,699,171	15,873,739
United States.....	47,593	7,00
Other countries....	250,487	31,45
	141,997,251	15,912,19

The total for the four items of cheese, butter, eggs and bacon and hams, is therefore $49,021,009, or $7,557,521 in excess of the grand total for all provisions for 1902.

Cheese Markets.

London, Ont., Oct. 17.—At to-day's market a total of 1,402 boxes cheese offered 245 being white, balance colored. Sale

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

We are offering attractive prices on

Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay** and **Oats.**

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

FEARMAN'S . .

English Breakfast Bacon

and

"Star" Brand Hams

are unequalled in quality.

—PUT UP BY—

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Mess Pork, Short Cut Pork, Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots

The Park, Blackwell Co., LIMITED

PORK PACKERS,

TORONTO, ONT.

were made at 11⅜c. to 11 5-16c.; next market Saturday, Oct. 24.

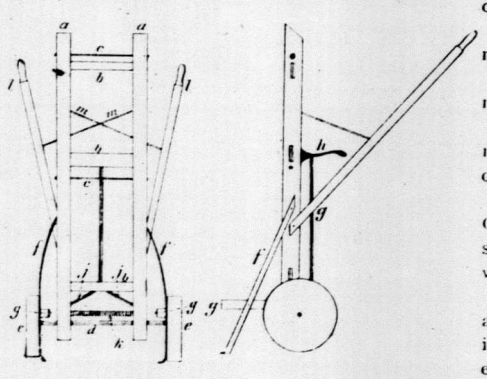
Belleville, Oct. 17.—At meeting of Cheese Board to-day 2,490 boxes cheese registered, 2,345 white, balance colored. Sales were: Watkins 375, Bunton 510, Magrath 450, Alexander 370, Hodgson 280 at 11½c. and Alexander 30 at 11 7-16c.

Watertown, N.Y., Oct. 17.—Cheese sales, 5,500 at 11c. for large and small.

Cowansville, Que., Oct. 17.—Forty factories offered 1,859 boxes cheese; 18 creameries offered 1,069 boxes butter; creameries, 10⅝c. to 11 5-16c.; butter, 20⅛c. to 20⅞c.

Device for Handling Cheese.

WE give below a rough draft of a recent invention for handling cheese, which has been found very serviceable. The device consists of two wooden standards (aa), 2 by 3 inches by 5 feet high, securely fastened together by cross pieces and rods (bbb) and (cc). To these standards is fastened an iron axle (d), with wheels (ee) about 8 inches in diameter, with 2 in. face fastened to either end. Strips (ff) and (gg) of band iron are used as clamps to catch the sides of the boxes of cheese, rendering it easy to pick



up a pile of cheese as high as, or higher than, the truck. These clamps are operated by means of lever (h), rod (i) and braces (jj), which, being pressed down, hold the clamps together on the boxes. These are held in place by a "dog" on the back of truck, which is not shown in the drawing; which, being released, allows spring (k), fastened to the rear end of (gg), to draw said clamps together at the back, thus spreading them at the front and releasing the boxes. The operator wheels the truck up to the pile of cheese, presses down lever (h), tips the truck so as to about balance, when it can easily be wheeled along carrying a load of from 350 to 400 pounds by means of handles (ll), which are braced with braces (mm).

Pork Factory to be Reopened.

The Farmers' Co-operative Pork Packing Co.'s large factory and outbuildings at Brantford, which have been lying idle for the better part of this year, have been purchased by Geo. Matthews' Co., of Peterboro' and Hull, who will start the factory going as soon as needed changes are made in the drainage of the place. It is said that the Matthews people will push the factory to its full capacity.

The Butter Act, 1903.

WE have at hand a copy of the new Butter Act passed and assented to this session and now in force. The Act defines the various grades of butter, fixes the legal limit for water, and prohibits the manufacture of margerine, or improper marking of packages.

THE ACT.

The important clauses are as follows:

2. In this Act, unless the context otherwise requires,—

(a) "Creamery" means a place where the milk or cream of not less than 50 cows is manufactured into butter;

(b) "Dairy" means a place where the milk or cream of less than 50 cows is manufactured into butter in a building equipped with proper appliances;

(c) "Butter" means the food product commonly known as butter, which is manufactured exclusively from milk or cream or both, with or without the addition of coloring matter, common salt, or other harmless preservative;

(d) "Creamery butter" means butter which is manufactured in a creamery;

(e) "Dairy butter" means butter which is manufactured in a dairy;

(f) "Renovated butter" or "process butter" means any butter which has been melted, clarified or refined and made to resemble butter.

3. No person shall manufacture or import into Canada, or offer, sell or have in his possession for sale any butter containing over 16 per cent. of water.

4. No person shall mix with butter any acid, alkali, chemical or any substance whatever, which is introduced or used for the purpose or with the effect of causing the butter to absorb water or any part of milk or cream.

5. No person shall manufacture, import into Canada, or offer, sell or have in his possession for sale, any oleomargarine, butterine or other substitute for butter, manufactured wholly or in part from any fat other than that of milk or cream.

6. No person shall manufacture, import into Canada, or offer, sell, expose or have in his possession for sale any renovated butter, process butter or butter which has been treated in the manner described in section 4.

7. No person shall brand or mark the word "creamery," or any combination of words which includes the word "creamery," upon any box, package or wrapper containing butter, unless the butter contained in the box, package or wrapper consists wholly of creamery butter manufactured at one place.

8. No person shall sell or offer, expose or have in his possession for sale any butter contained in any box, package or wrapper upon which the word "creamery," or any combination of words which includes the word "creamery," is branded or marked, unless the butter contained in the box, package or wrapper consists wholly of creamery butter manufactured at one place.

9. Nothing contained in sections 7 and 8 of this Act shall apply to butter in rolls, prints or packages or less than 25 pounds in weight, not intended or export, provided the said butter is manufactured n a building equipped with the appliances used creameries.

The remaining clauses provide for the penalties and the machinery for enforcing the same.

CONDITIONS OF THE TRADE.

Accompanying the copy of the act is bulletin from the Department signed by J. A. Ruddick, chief of dairy division, and Jas. W. Robertson, commissioner of agriculture and dairying, in which the following interesting comments are made, viz.:

The expansion of our dairy industry in the future depends very largely on the export of creamery butter, and as the extent to which this trade may be developed depends in turn on a high standard of quality being established, we are justified in adopting every possible means necessary to protect the good name of Canadian creamery butter.

The relative selling price of all butter made in Canada is influenced and regulated by the price obtained for that which is exported, and therefore it is obvious that anything which tends to improve that price will help the whole butter trade.

That there is still room for a great increase in our exports of fancy creamery butter to the markets of the United Kingdom is shown by the fact that during the year ending June 30, 1903, we sent only about 6 per cent. of the total importation.

OUR COMPETITORS.

The following countries compete with us for this trade, viz.:

Denmark, Russia, France, Holland, Sweden, New Zealand, Australia, United States, Belgium, Argentina, Norway and Germany. The four first named each supply more at present than Canada does.

In some of these countries very stringent laws have been enacted to regulate the marking, grading and export of butter, but they do not depend wholly on legislation to enable them to capture the trade. They are applying the knowledge gained through investigation and the advancement of dairy science to the production and handling of milk and the manufacture of butter. Canadians must do likewise if they wish to compete successfully in this important trade.

NEEDS OF THE INDUSTRY.

The following are some of the most pressing needs of the Canadian creamery butter-making industry:

(1) Better constructed and more sanitary creamery buildings.

(2) Improved refrigerators at the creameries where the temperature can be kept at least below 36 deg. Fahr.

(3) Delivery of the cream in a fresher and sweeter condition where the cream gathering system has been adopted.

(4) Stronger and neater finished packages for export butter.

(5) Heavier and purer vegetable parchment paper for lining packages.

(6) Frequent and regular shipment of butter from the creamery to a cold storage warehouse where lower temperature can be secured.

(7) Great precaution in transferring butter from the creamery to the cars to prevent it from becoming unnecessarily heated.

Some of these improvements may be effected by simply exercising ordinary care and following common business methods, while others will in

Money for you

Vinegar— White Wine XXX **17c.**

Pork— Boneless Shoulder Pork **$18.00**

I am buying all kinds of **PRODUCE**, and pay the highest prices.

Write me.

JOSEPH GRANT,

Wholesale Grocer and Liquor Merchant.

OTTAWA, ONT.

MADE IN GUELPH

AND WHY NOT?

It stands to reason that a biscuit house to live and flourish must make biscuits second to none. The success we have had in the few years we have been making

"SUPERIOR BISCUITS"

admits of no other conclusion than that we are exceeding the average. Quality, not tradition, counts.

ARE YOU SELLING
ROYAL CREAM SODAS, SALTED CRACKERS,
AND OUR OTHER LINES—60 VARIETIES IN ALL?

Guelph Biscuit & Confectionery Co., Limited

GUELPH, CANADA.

The

Harriston Pork Packing Co.

Limited

Manufacturers and Curers of the

"HARRISTON" BRAND

of Bacon, Hams and Lard

—ALSO—

All kinds of Sausage, Bologna and Canned Goods.

NSIST ON HAVINIG THIS BRAND.

NONE BETTER.

Harriston, Ontario

Griffin & Culverwell,

PRODUCE BROKERS

3 Bristol Bridge, BRISTOL, ENG.

We are in a position to accept Canadian agencies for **Butter, Cheese, Bacon, Lard, Lard Oil, Oatmeal, Peas and Canned Goods.** Correspondence and consignments invited.

TELEGRAPHIC ADDRESS: "GRIFFIN, BRISTOL."

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.

W. YOUNGER

(LATE JAMES FLACK & CO.)

PRODUCE AND PROVISION IMPORTER

Is in a position to receive consignments.
Correspondence invited.

3 and 5 BROADWAY, **Stratford, London, ENGLAND.**

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 Whyte Packing Company, Limited.

STRATFORD, ONT.

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

volve some extra expense. When it is considered, however, that the general quality of Canadian butter may still be improved to the extent of increasing its value at least 1c. a pound—and that must be done before it is on a par with the best butter now sold in Great Britain—there is nothing unreasonable in suggesting that a portion of this possible increase in value should be invested in the manufacture of the butter in order to secure the higher return.

Canadian Butter and the British Market.

By Walter W. Jones.

THE quantity of produce which finds its way into the English market from foreign centres, to meet with ready sale, would probably amaze the casual visitor. The ease, too, with which consignments are "ranked" as to their commercial worth is not a little remarkable, and a "mark" that has been well reported on by previous purchasers is sure to meet with active attention.

Probably one of the most interesting to Canadians is found in that of the London and Liverpool butter markets.

The quantity of butter distributed from these two centres is of great volume, quality in almost every case being the chief consideration. Inferior butter is not wanted, and will go begging for an offer; whilst at the same time there will be found ready buyers for anything showing "quality" and "good making."

An interesting feature, too, and one which should carry weight with Canadians, is the purpose for which the great bulk of butter is purchased. True it is that a fair quantity ultimately finds its way to the breakfast table; but by far the greater bulk is used for confectionery purposes, and for these uses buyers are always in evidence to snap up suitable lines. But here is where the difficulty begins—to find a butter carrying that uniformity of solidity, flavor and color necessary to successful manufacture.

The confectionery trades in Britain have made enormous strides during the past few years, and now the rule is for the housewife to purchase her cake, biscuits and small pastries from her grocer or store, where, heretofore, they were all made at home. This, it can be readily seen, has opened the door for establishing important factories to exploit these industries. Cakes, etc., are made in these factories by the ton, and in an ever increasing variety.

The care and attention which has to be given to every detail of manufacture is what counts in the successful handling of such an industry, and it is not an uncommon sight to see a board of directors consisting of several gentlemen, passing judgment and deciding as to the "mixture" to be used by the foreman in making any given line of cake, etc., and from that moment he must maintain his product equal in every respect to the sample submitted to his directors, and comparison is constantly being made of the various "bakings" by the manager in charge, to secure continued uniformity.

As mentioned before, large batches are made at one time, and the material used accurately measured and weighed for each batch to ensure as far as possible equal final results.

Large quantities of butter are purchased for these industries, and it is an absolute necessity that the butter should be properly made and uniform throughout, as otherwise no two batches of confectionery would be alike, causing serious hindrance and loss to the trade, as upon the fat used, in great measure depends the ultimate fine flavor, texture and quality of the finished cake. For instance, a baker might be most careful to have all his ingredients correct as to quantity, and especially so as to quantity of butter he weighs out; but should that butter differ in its intrinsic value, through improper making, his calculations are all thrown out of line, giving a totally different result in the finished article; often a disastrous one, as a batch once started must be carried through quickly, and there is little time to correct an error in course of manufacture.

The importance, therefore, to the industry of being able to secure a "brand" of equal consistency and continued uniformity, is evident; and the Canadian who wishes to secure the British market for dairy produce cannot afford for one moment to let slip so important a feature.

The continental markets have long since given attention to this feature, and are sending in butter of a fair degree of uniformity, and in some instances—particularly so from Russian centres where the Government are giving special attention to the industry—consignments of different dates can be relied upon to compare favorably with each other.

From other centres—notably American—the difficulty is sought to be overcome by making special "fat" mixture for the purpose, and endeavoring to secure the market by selling at low rates; but the objection to these products is, that they invariably carry with them a flavor foreign to the genuine butter that they are meant to replace, and which can be clearly detected in the finished confectionery.

Unquestionably the scope in this direction is large, and no trouble or care should be spared to secure this output for Canadian butter, as we cannot but think, that with the facilities at our disposal, such as cold storage, continuous and quick freight, any difficulties might be easily overcome to adapt our produce to such market requirements.

Further—butter for household purposes on the British market should be looked at from another standpoint; this market has been held, to some extent, by the continental product know as "margarine," sold at a price with which it would appear to be impossible to compete. The British law, however, is very stringent in this regard, and it cannot be sold otherwise than under its own name, and but very small per cent. of natural butter is allowed by law to enter its composition as flavoring.

There still remains the open market for first-class "table butter," held, to a large extent, by the Brittany and Danish butters but which Canada with her superior advantages should, by a steady and decided hit for first-class quality, secure against all comers.

Meat and Meat Prices in Germany.

THE continued high prices of meat in Brunswick, Germany, have caused a number of complaints, writes United States Consul T. J. Albert from Brunswick, Germany. A few months ago, when there was a decrease in the price of cattle, it was hoped that it would be accompanied by a fall in the price of meat. This did not occur and there seems to be no prospect of the hope being realized.

WHOLESALE PRICES.

At the end of August the market prices for cattle at the city slaughterhouse, per 110 pounds slaughtered weight, were as follows:

Beef cattle	$15 23 to $17 66
Fatted calves	18 32 to 21 42
Small sucking calves	14 28 to 16 52
Wethers	17 37
Sheep	16 52
Hogs	13 80 to 14 76

These prices for hogs have prevailed for some time. The lowest price for them during the year was slightly under 50 marks (11.90) per 110 pounds slaughtered weight. The tendency is for still higher prices for hogs than the highest given.

RETAIL PRICES.

According to the statements of the Brunswick Butchers' Union the retail prices for meat per pound at the end of August were:

	Cents.
Beef	17 to 19
Veal	18 to 19
Mutton	18
Pork	17

It must be remembered that the German pound is one-tenth greater than the American pound.

A comparison of the wholesale price for cattle with the retail price for meat gives little promise for an early reduction in the latter. The "Freibank," or table, at the slaughterhouse—where meat of an inferior quality, but considered not injurious to health, is exposed for sale at low prices is more frequented than usual. Nothing is allowed to go to waste here which can

Holiday Specials

P. P. P.

PREMIER PLUM PUDDING.

SIZES:

Individuals, 4-doz. case, per doz.	-	-	**$ .95**
1s - 2-doz. " "	-	-	**2.40**
2s - 2-doz. " "	-	-	**4.50**

It is put together by an expert who has made this article a special study, and we do not believe it can be made better by anybody.

N.B.—We manufacture, prepare and pack ninety other specialties under Premier label (send for Special List). Our King Street plant is one of the sights you want to see when you visit the metropolis. It will furnish you with some excellent business pointers, and prove conclusively why your big competitors come to New York so often.

Olives.

Send for booklet—10,000 quotations. Copy free for the asking.

Nabob Pancake Flour.

Finest article of its kind ever placed on the market. This is the verdict of thousands of discriminating grocers. It is one of the very few Pancake Flours that always delights the consumer.

PRICE LIST.

Cases, 18-2s.	-	-	**per case, $1.45**
" 36-2s.	-	-	**" 2.85**
5 Case lots, 36-2s.	-	-	**" 2.75**

Premier Oat Flakes.

(None better produced.)

36-2s.	-	-	**per case, $2.65**

Fancy Cluster Raisins.

Write for price list.

Confectionery.

Send for booklet, 1903 issue.

A Fancy Article.

The Golden Syrup

Made by Messrs. Abram Lyle & Sons, Limited, London, England, has attained sales throughout the world to an extent beyond that of any syrup manufactured. IT IS PURE CANE SUGAR SYRUP, crystal clear, and of **grade higher than anything refined in the United States.** We have undertaken the distribution of this syrup for the United States, and unhesitatingly commend it to our buyers as the finest Syrup produced in any country, yet sold at a moderate price.

48 2-lb. tins, in cases,	-	-	**per doz., $2 00**

Mince Meat.

We manufacture and pack this article in our King Street plant.

	Crystal.	Windsor.	Franklin.	Christmas
Pails, 17 lb, per lb.	.06½	.08	.10½	.15
" 38 lb., "	.06	.07½	.10	.14½
" 5 lb., per doz.	4.25	5.50	7.25	
Barrels, 1-4s, per lb.	.05¼	.07¼	.09¾	.14¼
" 1-2s, "	.05¼	.07¼	.09¾	.14¼
" Whole "	.05	.07	.09¼	.14

Short qt. Mason Jars, $1.80 doz.
Glass Jars, 3 lb., $7.25 doz.
Leggett's Condensed, 12-oz. cartons, per gross, - $9.00
Crown " " " " - 7.00

Send for Wholesale Price List
SPICES

Francis H. Leggett & Company

Office and Salesroom: Franklin Street and West Broadway.
Factory: 132-136 King Street.
Foreign Office: Bordeaux, France.
Telephone: 2230 Franklin.
Mail Order Department.

Importers, Manufacturers and Wholesale Distributors,

New York.

be made use of advantageously and without injury.

SIBERIAN MEAT FOR GERMANY.

The German butcher's special organ, The Allgemeine Eleischerzeitung, announces that a company has been formed in Berlin to purchase meat in the vast country opened up by the great Siberian railroad. For this purpose salted meat will be packed in 4-kilogram (8.8-pound) packages and transported in carlots of 10,000 kilograms (22,000 pounds) and then brought for sale to the great central meat market of Berlin. Only the better cattle will be slaughtered for the company, representatives of which start on the journey to make arrangements in a few days. The expenses for transport duty and other outlays are placed at 3,500 marks ($833) for a carload of 10,000 kilograms (22,000 pounds). The imports are expected to begin in the Spring.

Canadian Dairyman for South Africa.

Mr. W. J. Palmer, D.S.A., manager of The City Dairy Co., Toronto, has been appointed to the position of director of agriculture for the Orange Free State, and he will accept the position, leaving Toronto for his new home about December 1. The Orange Free Staters have for some time been endeavoring to secure a suitable Canadian to fill this position, the salary accompanying which is $6,000 in gold a year, with various perquisites. Mr. G. E. Day, professor of agriculture in Guelph, was offered the position, and for various reasons he found it impossible to leave Canada. Mr. G. C. Creelman, B.S.A., superintendent of farmers' institutes for Ontario, was also offered the position, but found himself likewise unable to accept it.

Dr. Mills, of the Guelph College, was asked to further recommend a suitable person to fill the responsible office, and he at once nominated Mr. Palmer.

The newly appointed director for the Orange Colony was a student at the O.A.C. ten years ago, and was one of the brightest of its students. He took a leading part in the travelling dairies throughout the province when that work was organized. Mr. Palmer is 35 years of age and is the son of a well-known barrister of Prince Edward Island.

THE PROVISION MARKETS.

Toronto.

The provision market in most lines exhibits a firm tone. This is particularly true in regard to hams. Stocks are short, and with orders booked ahead to be filled as soon as cured, there is evidently a satisfactory demand. Heavy mess pork is weaker and lard is quotable on a lower level. We quote :

Long clear bacon, per lb	$ 0 10½	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11	0 12
Medium hams, per lb	0 14	0 15
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, per lb	....	0 15
Heavy mess pork, per bbl	18 00	19 00
Short cut, per bbl	21 00	21 50
Shoulder mess pork, per bbl	16 00	17 00
Lard, tierces, per lb	....	0 08½
" tubs "	....	0 08½
" pails "	....	0 08½
" compounds, per lb	0 07¾	0 08½
Dressed hogs, light weights, per 100 lb	7 25	7 50
" heavy "	7 00	7 25
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 50
Mutton	5 00	7 00
Lamb	7 50	8 50
Veal	7 50	9 00

Montreal.

Trade has been somewhat better this last week. Prices are said to have been shaded somewhat to effect business. We quote :

Heavy Canadian short cut mess pork	$19 00	$20 50
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb	0 13	0 14
Hams, per lb	0 12½	0 13

Prices of lard are unchanged. We quote :

"Boar's Head" brand	0 08½
Carloads, less	0 00½
60-lb. tubs, over tierce	0 00½
20-lb. tin pails, "	0 00½
20-lb. wood " "	0 00½
10-lb. tins, "	0 00½
5-lb. tins, "	0 00½
3-lb. tins, "	0 01
Pure lard, in pails, 20 lb	1 85
" in tubs, 50 lb., per lb	0 09½
" in tins, per lb	0 10½ 0 10½

St. John, N.B.

This line has been a puzzle. After the higher prices quoted the market is again easier. Barrelled pork is quoted at quite a low range. There is a fair sale. Mess and clear are at about the same figure, except for the best clear. Beef is quite low; there is a steady sale. While refined lard shows no change, pure lard is again quoted rather lower. It also has been quite a puzzle. In fresh beef there is a fair sale. Western beef is steady at quite full figures. Domestic beef is not very plentiful; prices are, however, quite low. Lamb is low; there is ample supply. Mutton has had a very light sale. Pork is more freely offered at quite steady prices. Veal is not offered. We quote :

Mess pork, per bbl	$18 00	$19 00
Clear pork "	18 00	20 00
Plate beef "	13 50	14 00
Mess beef "	12 00	13 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07	0 09
Mutton "	0 05	0 06
Veal "	0 06	0 07
Lamb "	0 06	0 07
Pork "	0 07	0 07½
Hams "	0 13	0 15
Rolls "	0 12	0 14
Lard, pure, tubs "	0 10	0 10½
" " pails "	0 10½	0 11
" compound, tubs, per lb	0 09	0 09½
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09½	0 09¾
" " pails "	0 09¾	0 10

DAIRY PRODUCE.

Toronto.

BUTTER.

There is little change in the butter situation since last writing. Export enquiries are light, nor are stocks so heavy as last year. Creamery prints, however, are in good demand. We quote :

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 21
Dairy rolls, large	....	....
" prints	0 17	0 19
" in tubs, best	0 16	0 17
Under qualities	0 12½	0 14

CHEESE.

The decline of last week did not endure. Improved export demand caused a reaction and the boards showed decided improvement. The local market has firmed up a quarter and if the strength on the boards is continued may go another. We quote :

	Per lb.	
Cheese, large	0 11¾	0 1
" twins	0 12	0 1

Lindsay, Oct. 19.—Victoria Cheese Board met this morning; 2,200 boxes of September and part of October were boarded. The highest price was 11⅛c., but only a few factories were bought at the price. Buyers present were: Flavelle Fitzgerald, Cook and Whitton. Board adjourned until Monday, Nov. 9.

Montreal.

BUTTER

There is not much change in the situation. The receipts which are coming forward are being taken up for the local trade. There is not much export demand. Eastern Townships are costing 20½c. at the factories, and are being sold locally at 21½c. The local demand is good for all lines. We quote fresh made creamery prints 22c., boxes, 20 to 21c.; dairy, 18c.; baking butter, 15 to 16c.

CHEESE.

The local trade continues unchanged since our last report. As stated before, the local market is more or less supplied with the small 20-lb. cheese, which are selling at from 11 to 12c.; strong cheese, 13c. The country markets for the large cheese continue steady, 11 to 11¼c. being the ruling price. Export demand is dull.

St. John, N.B.

BUTTER

While there are quite full stocks held and rather free receipts, prices are quite firm. The difficulty is to get right quality. Good butter is always in demand. We quote :

Butter, creamery prints, per lb	0 21	0 22
" creamery solids (fresh made), per lb	0 20	0 21
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 17	0 19

EGGS.

Stocks are light. Market is largely supplied from Prince Edward Island, where holders are asking rather higher prices. There is a good sale. We quote :

Eggs, new laid, per doz	0 20	0 2
" case stock, per doz	0 17	0 1

CHEESE.

The market is very lightly supplied. The output in this province has not been as large as was expected. While prices are higher the market is now quiet. The price has affected local sales. We quote :

Cheese, per lb	0 12½

Provision Notes.

The F. B. Dunn Packing Co., [illegible], made up of leading citizens from all over the province of New Brunswick, has been incorporated.

The premises of the recently organized Sussex Packing Co., of Sussex, N.B., are expected to be ready within the next few weeks. The plant is designed for hog packing and will have a capacity of 400 carcases per day.

FROM THE MAGAZINES.

In this department are catalogued articles of special interest to the business man appearing in the latest issues of the leading publications.

HARPER'S MAGAZINE.

Industrial Education in the South.
A Lapp Fishing Trip.
The South in American Letters.
Ancient South American Civilization.

COSMOPOLITAN.

The Staff of Employes.
Making a Choice of a Profession.
Captains of Industry.
The Story of the World's Greatest Corporation.

CANADIAN MAGAZINE.

The Empire's Business Parliament.
The Imperial Commercial Congress.
The Threshing of the Grain.
Canadian Celebrities — Hon. Clifford Sifton.
Ancient and Modern Conceptions of Liberty.
The British Embassy at Washington.

NINETEENTH CENTURY.

The Great Fiscal Problem.
The Resources of South Africa.
Native Labor Question.
The Growth of the Japanese Navy.

NATIONAL REVIEW.

Are We Consuming Our Capital ?
Will Mr. Carnegie Corrupt Scotland ?
The Influence of the West upon the East.

CONTEMPORARY REVIEW.

To Unionists and Imperialists.
The Inner Meaning of Protectionism.
France, England and the Anarchy of Europe.

NORTH AMERICAN REVIEW.

Congress and the Currency.
Flood Prevention and Irrigation.
The New Cunard Agreement and American Shipping.
Ireland's Bright Prospect under Recent Regislation.
Japan's Growing Naval Power.
The Dominion and the Republic.
College Training and the Business Man.

CENTURY.

Yellow Fever and Mosquitos.
The Census in Foreign Countries.
The Way of the Engineers.

FORUM.

British and French Submarines.
Administration of Public School Systems.
American Politics.
Finance.
Making and Remaking of Nations.
Sociological Questions.

LEISURE HOUR.

The British Antarctic Expedition.
The Killed and Wounded in Industry.
The Fight for the City.
Cipher Writing.
The Co-operative System among Animals.
Science and Industry.

MONTHLY REVIEW.

A View of the Fiscal Controversy.
Mr. Chamberlain's Proposal.
The Tide of Civilization.
Epistle to a Socialist.
Free Trade and Preferential Tariff.
Free Traders--The Position of a Unionist.

REVIEW OF REVIEWS.

The Progress of the World.
The Death of Lord Salisbury.
Africa After the Peace.
Imbecile War Makers.
A Pilgrimage of Labor to the Holy Land of Peace.

PALL-MALL GAZETTE.

Our Colonial Naval Reserve.
The Discoverers of Radium.

THE ECONOMIC REVIEW.

Moral Principles of Compensation in Temperance Reform.
Co-operation and Commercial Morality.
Present Position of New Trades Combination Movement.
An Arbitration Treaty with France.
The Fiscal Policy of the Future.

MUNSEY.

The Man of Success.
Woman Gamblers.
The Great Promoters.

FRANK LESLIE'S POPULAR MONTHLY.

The Laborer's Hire.
The Clouds.
An Occupation for the Unemployed.

EVERYBODY'S MAGAZINE.

The Machinery of Much Money.
A Guide to Shopping.
With the Procession.

SCRIBNER'S.

The Wastes of a Great City.
Some Phases of Trade Unionism.
The South-West From a Locomotive.
The Day's Shooting.

PEARSON'S

Marvels of the Mighty Atom.
The National Trust.
The Corps of Indian Princes.

ARCHITECTS AND BUILDERS.

The Fire Escape Problem.
Distribution of Hot Water.

CHAUTAUQUAN.

Race Elements in Canada.
Canadian Northwest.
What America Spends in Advertising.
Training for Citizenship.

CASSELL'S.

Last of the Tread Mill.

NATIONAL MAGAZINE.

Industrial Prospects in America.
Shall White Men Rule or be Ruled ?

WHITE & CO., Toronto
CANADA.
IMPORTERS, EXPORTERS and AUCTIONEERS.

WHOLESALE FRUIT and PRODUCE.

We import from all quarters of the Globe, direct **from Producer to Consumer.** Your account solicited.

A FEW OF THE LINES WE HANDLE---Bananas, Oranges, Lemons, Cranberries, Almeria Grapes, New Eleme Figs, Nuts, Dates, Oysters, Finnan Haddie, Salted and Pickled Fish.

1,000 boxes of **New Messina Lemons,** due November 5th. Direct importation.

WRITE FOR QUOTATIONS.

EXPORTERS---Canadian Apples, Onions, Potatoes.

AUCTIONEERS---Auction Salesroom, Cor. Scott and Esplanade Sts. A general Fruit Auction Business conducted.

OFFICE AND WAREROOMS---64 Front St. East.

COLD STORAGE---British Linde System installed throughout the premises. Capacity, 25,000 cubic feet.

BANKERS---Canadian Bank of Commerce, Market Branch.

REFERENCES---Our Bankers, or R. G. Dun & Co., and Bradstreet's

CONSIGNMENTS---Owing to our splendid location and excellent facilities, we are enabled to give best results on shipments of **Poultry, Butter, Eggs, Fruit, Honey, Etc.**

INFORMATION CHEERFULLY GIVEN.

WHITE & CO., Toronto
CANADA.

OUR CANADIAN FRUIT AND FRUIT TRADE

Products of Orchard and Garden.

WE are a great fruit-eating people in Canada. When we grow eloquent over the natural resources and products of our country it is most often our wheat, our minerals, and our marine products that are held up to the admiration of the world. Of these great staples we have ample cause for pride, but Our Lady of the Sunshine is equally bountiful in the luscious fruits which in uninterrupted succession are ours almost from springtime to springtime. With exception of the tropical fruits there is scarcely a variety which is not produced to perfection somewhere within our broad confines.

In the east the apple orchards of the Annapolis Valley, famous alike in the world's marts and the realms of verse, are the pride of the Nova Scotian's heart, and thence westward there is scarcely a farm throughout New Brunswick, Quebec or Ontario which has not its orchard lot gleaming pink and green in the blossoming springtime and flushing a rosy red with the ripened fruit in the Fall. From these orchards, in some specially favorable districts, running into hundreds of acres, are gathered the million odd barrels above our own requirements annually exported to the world abroad, and although the apple tree is the one regret of the easterner who takes up his abode in our prairie provinces, the fruit reaches the highest degree of excellence in the valleys of British Columbia in the far West.

Apples are, of course, the staple of our fruit culture and are, with the exception perhaps of small fruits, most widely distributed, but pears, plums, peaches and grapes nowhere reach a higher degree of perfection as to appearance, texture and flavor than they do in our Canadian orchards and vineyards.

Pears and plums find a rather more extended field than do peaches and grapes, and exhibit a luxuriant growth over a considerable portion of Southern Ontario and Quebec. Unfortunately there have not yet been evolved adequate arrangements for placing these fruits on the British market. The matter is this year, however, receiving more attention. The Dominion Government has been demonstrating at the local fairs and exhibitions proper methods of packing fruit, especially pears, for export shipment; and experiments, the full returns from which are not yet available, have been made in forwarding wrapped pears in 20 and 40-pound bozes. The secret of the popularity of California fruit has been largely in the attention given to packing and there is reason to hope that with more experience, scientific methods in packing and cold storage transportation facilities, our more tender fruits shall take the important place in the British market their quality deserves.

View of a Nova Scotia Orchard—Early Summer.

Peaches and grapes, looked upon as semi-tropical fruits, are raised to the greatest perfection in the Niagara and Essex fruit districts. A visit to the peach orchards and vineyards of these districts any time from August to October should be arranged for every visitor to Canada who is still laboring under the delusion that the proper title for Canada is Our Lady of the Snows. It is safe to say that nowhere in the world are peaches and grapes more deliciously luscious or of more exquisite flavor to be found.

But these are by no means the full complement of the fruits "Made in Canada." The strawberry, of which it has been said, "God doubtless could have produced a better fruit, but doubtless God never did," is the first visitor to our markets and tables. Following come the raspberries, black and red, cherries, thimbleberries, the humble but succulent huckleberry, in the West the saskatoon, currants, gooseberries, etc., that make up the large catagory of small fruits.

From the first strawberry that blushes under the June sunshine till the frosts of late October there is not a moment when Canadian fruit of one kind or another is not in abundant supply for all requirements.

To the matter of fruit culture the provincial and Dominion Departments of Agriculture have given a great deal of attention. Experimental stations have been established in various parts and bulletins are sent out from time to time giving the results of the experiments; advising as to the best varieties for various conditions of soil and location, in regard to laying out the orchard, cultivating, fertilizing, pruning, picking the fruit, packing, and indeed there is scarcely a detail in the whole industry on which the grower has not received advice and counsel from the department. This may seem like paternal government, but it is a species of paternity that is appreciated and effective, as witness the wonderful development in

OUR FRUIT TRADE

this industry in the last decade. The trees have been kept low for picking, the most valuable varieties have been determined, the fruit has been saved from blight by spraying, and the best methods of marketing inculcated.

On the other hand the Government has insisted that the improved quality of Canadian fruit should not be deprived of its proper reputation by the dishonest practices of a few unscrupulous shippers, and to this effect a stringent Fruit Marks Act is being enforced which ensures a uniform quality to packages by inflicting severe penalties on delinquents.

The following table will give an indication of the course of the export fruit trade for the last few years. The figures are for the fiscal year ending June 30 of the year indicated:

		1898	1899.	1900.	1901.	190
Apples, green	bbls.	439 538	1,077,939	956,674	678,670	516
	$	1,307 059	2,624 470	2.578 853	1,483,048	1,567
Apples, dried	lbs.	2,552,075	8,167,280	4,181,038	4,328,069	1,688
	$	125,658	429,656	210,892	191,386	102
Berries, all kinds	$	79 464	89,348	127,740	113,824	84
All other fruits	$	271,330	571,932	466,528	261 165	226
Totals		1,783,511	3,715,406	$ 3,304,013	2,049,423	1 980

Our fruit exports for the year ending June 30, 1903, with the country of destination are as follows:

Apples, green or ripe—	Bbls.	$	
Great Britain	973,805	2,696,927	
United States	6,064	11,508	
Other countries	20,659	50,289	
	1,000,528	2 758,724	
Apples, dried—	Lbs.	$	
Great Britain	539,865	29,143	
United States	271,221	12 975	
Germany	4. 89,314	230,204	
Holland	2 555,309	125,297	
Other countries	139,651	4 783	
	7,795 360	402 402	
Berries of all kinds—			
Great Britain		$ 145	
United States		109,098	
Other countries		411	
			110,254
Fruit all other—			
Great Britain		$5,547	
United States		6,776	
Newfoundland		1,605	
Other countries		2 768	
			16,096
Total			$3,287,476

To this might be added our exports for the same period of canned fruits amounting to $402,186, an item yearly growing in importance. With the increased attention being paid to the cultivation of fruit by the Agricultural Departments at Ottawa and in the different provinces, there are abundant reasons for hope.

View of a Nova Scotia Orchard—Autumn.

At the Dominion Exhibition the fruit exhibit, a reproduction of a section of which is given herewith, was a feature of the very greatest interest, and a revelation of Canadian possibilities, from apples of almost every conceivable variety represented by the very finest specimens, to prize bunches of grapes, reminding one of the trophies brought by Joshua and Caleb out of the land of Canaan; there were fruits of every description fit for the gods.

Our Export Trade.

Our exports of fruits, statistics of which are given below, although noticeably irregular, comprise a very important item in our trade and promise to be more so in the future.

A Fruit Calendar.

THE fruit trade is without doubt one of the most interesting branches of the grocer's business. The utmost parts of the earth are ransacked to provide the delicacies which from month to month appear on our markets and thence find their way to the table of the rich and poor alike. There is no month in the year in which you may not have a choice of fruits plucked from the plantations of the Indies, the groves on the Mediterranean shores, the orchard slopes of sunny California, or, where you will.

During the Summer and early Fall months our home-grown fruits, while not altogether excluding the products of the Sunny South, occupy a large space in the

Grocers !

Use Oranges with a reputation.

MEXICAN "STAR."

CALIFORNIA "ROSE."

Ask for price list.

The Mexican "Star" and California "Rose" have a reputation for unexcelled quality and flavor. We have completed arrangements for handling these brands. Ask for quotations.

We would also like to interest you with prices on our new lines of Dates, Figs, Almonds, Walnuts, Cranberries, etc., as enumerated in our Price List, weekly.

OFFICE: Phone Main 645.

McWilliam Mc. AND E. Everist.

WAREHOUSE: Phone Main 3394.

25-27 Church Street, - - TORONTO.

FOR OVER 40 YEARS the name of

WALKER, GUELPH, ONTARIO

has been favorably known to all dealers of Fruit throughout America.

We are Direct Importers and Jobbers in Foreign Fruits and Produce.

OUR SPECIALTIES

Also Figs, Dates and Nuts of all kinds, Oysters and Scotch Finnan Haddies.

ORANGES,
LEMONS
CRANBERRIES
MALAGA GRAPES

OF EXTRA FANCY QUALITY.

We want your business—price and quality always right.

HUGH WALKER & SON, Direct Importers, Guelph, Ont.

market. But each returning moon brings some new variety, marking the harvest time of some far off land to the south.

With the early part of the present month the deliveries of native peaches and grapes begin to fall off, but the market is by no means left bare. Oranges from Jamaica have been in for some little time and late Valencias from California are now arriving. In lemons, Sicilian Verdillis are still the leaders, while Californias are now coming forward together with a few Floridas. Bananas, which are with us all the year round, we are now receiving from Central America, since the West India crop was destroyed by the recent storm. Cranberries, of the early black variety, are being received from Cape Cod, Jersey, Wisconsin and Nova Scotia, while Almeria grapes from Spain via Liverpool are also available.

With November the Florida oranges will take the premier place, while Mexicans and Jamaicas will be an important feature in the market. The new cut Sicilian lemons will now be at hand, and bananas and cranberries will continue on about the same scale as during October. Dates and figs, along with currants and raisins, from Mediterranean ports, will also arrive during the early part of the month, while the Almeria grapes will be more plentiful and less dear. California dried fruits—peaches, apricots, and so forth, will also be arriving in considerable quantities.

With December comes the California navel orange, which, with the Florida, will constitute the leaders. Genuine Spqnish Valencias will also be available, and Mexican Senoras will supply the demand for low-priced goods. In the latter part of this month come the first Florida pineapples, just in time for the Christmas trade.

Through January California oranges will increase their hold and on through February, when the Cuban pine may be expected. Thenceforth oranges and pines will be the staples on the fruit market through to May, when they will about have reached their limit.

In April the November cut of Mediterranean lemons reaches Montreal in four large steamers, arriving about a week apart. The big sale of lemons following the arrival of these steamers is one of the events in the Canadian fruit market, buyers being present from as far west as Chicago.

In May the California deciduous fruits begin to arrive, commencing with the plum and the early peach, followed shortly by the Bartlett pear and Tokay grape. These hold the market until the arrival of our own basket fruit, somewhere about the middle of June. Early May sees the arrival of the southern strawberry, which is shortly displaced by the home-grown berry, to be followed before long by copious supplies of our home-grown raspberries.

Between the end of the raspberries and the first of our own peaches and pears the market sags, but in the meantime California deciduous fruits receive fresh attention, and California Valencia oranges assist, with the aid of the Georgia peach, to fill up the gap. Nor must it be forgotten that from April to July the ever-present banana is at its best.

With early August our native deciduous fruits begin to arrive and soon crowd out the foreign importations, holding the market for themselves till the middle of October again rolls round and the fruit cycle is completed.

Glimpse of the Horticultural Hall, Dominion Exhibition.

Cold Storage for Pears.

THE effect of an invention upon an industry is often noted. According to a United States Agricultural Department study just made public the pear acreage of that country has been more than doubled in the last decade due largely to the introduction and perfection of the refrigerator car and cold storage warehouse, supplemented by some growth in the canning industry. These facts should be of interest to all dealers in Winter fruit.

Pear storage has developed most largely in the east. In New York and Jersey City from 60,000 to 100,000 bushels of Summer pears, 30,000 to 60,000 bushels of later varieties, and many cars of California pears are stored annually. In Boston, since 1895, there have been stored each year from 5,000 to 15,000 bushels of early pears, principally Bartlett, and from 7,000 to 20,000 bushels of later varieties, such as Anjou, Bose-Duchess, Seckel and Sheldon. In Buffalo 10,000 bushels are sometimes stored in a single season and in Philadelphia from 30,000 to 35,000 bushels. While there are no accurate statistics available and the quantity

SPECIAL FRUIT IMPORTS

FOR

Christmas Trade.

Oranges, Lemons, Malaga Grapes,
Florida Tomatoes, Strawberries, etc.

Nuts, Dates. Figs,
Apricots and Prunes.

Complete Oyster and Fish Department.

EXPORTERS OF APPLES

Cable Address: "HUB."

Husband BROS. & CO.

82 Colborne St.,

TORONTO.

Seasonable Goods

FANCY CAPE COD CRANBERRIES,
SPANISH ONIONS,
JERSEY SWEET POTATOES,
NEW CHESTNUTS,
SCOTCH FINNAN HADDIES,
FRESH OYSTERS.

HUGH WALKER & SON, Direct Importers, Guelph, Ont.

MORGAN & BIERMANN

FRUIT BROKERS

CARDIFF, - WALES.

Receivers of CANADIAN APPLES, etc.
Correspondence invited. Consignments solicited.
BANKERS: National Provincial Bank of England, Limited.
Telegrams: "MORGAN, CARDIFF."

AMOS H. BAKER

PICTON, ONT.

DEALER IN

GRAIN, FANCY PEAS, GREEN, DRIED AND EVAPORATED APPLES

"SAM. NESBITT BRAND"
"J. G. DUDLEY & SONS BRAND"
"THISTLE BRAND"

Canadian Apples

Controlled and offered for Sale in

Liverpool, Glasgow, London

Salesrooms, every week during the season, on account of

SAM. NESBITT, BRIGHTON, ONT.

WANTED!

BRIGHT, QUARTERED

Dried Apples

The W. A. GIBB CO.

Packers and Exporters

5 & 7 Market St., HAMILTON, ONT.

Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high grade and flavor.

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company,
TORONTO, ONTARIO, CANADA.

fluctuates from year to year, it is probable that 300,000 bushels are stored in a single year throughout the country.

ABOUT PEARS

Pears of all kinds need to be picked, this investigation shows, before they reach maturity, and to be ripened in a cool temperature, if the best texture and flavor are to be developed. They ripen much more rapidly after they are picked than they do in a similar temperature while hanging on the tree. The rapidity of ripening varies with the maturity of the fruit when picked, and the conditions under which it has been grown. From the experiments with the Bartlett and the Keiffer pears it was found that the Bartlett, if properly packed, kept in prime condition in cold storage for six weeks, provided it was stored within 48 hours after picking in a temperature of 32 deg. Fahrenheit; but that if the fruit did not reach the storage room until four days after it was picked there was a loss of 20 to 30 per cent. from softening and decay under exactly similar storage conditions. The Kieffers stored within 48 hours in a temperature of 32 deg. Fahrenheit have kept in perfect condition until late Winter, although there is little commercial demand for them after the holidays.

There is no uniformity of practice in the temperatures in which pears are stored. Formerly a temperature of 36 to 40 deg. Fahrenheit was considered most desirable, as a lower temperature was supposed to discolor the flesh and to injure the quality of the fruit. The pears were also believed to deteriorate much more rapidly when removed to a warmer air. In recent years a number of storage houses have carried the fruit at the standard apple temperature, i.e., from 30 to 32 deg. Fahrenheit. Large quantities of pears have been stored in 32 and 36 deg. Fahrenheit in the experiments of the Department. The fruit of all varieties has kept longer in the lower temperature and the flesh has retained its commercial qualities longer after removal from the storage house.

FRUIT WRAPPERS.

The life of a fruit in a cold storage is prolonged by the use of a fruit wrapper, and the advantage of the wrapper is more marked as the season progresses. If the fruit is to be stored until late Spring the wrapper keeps it firmer and brighter. It prevents the spread of fungus spores from one fruit to another, and thereby reduces the amount of decay. It checks the accumulation of mold on the stem and calyx in long-term storage fruits, and in light-colored fruits it prevents bruising and the discoloration that usually follows. Careful comparisons have been made of the efficiency of tissue, parchment, unprinted newspaper, and waxed papers, and but little practical difference has been observed. A double wrapper has proved more efficient for long keeping than a single one, and a satisfactory combination consists of an absorbent, unprinted newspaper next to the fruit, with a more impervious paraffin wrapper outside.

There is a general impression that cold storage injures the delicate aroma and characteristic flavors of fruits. It is not true, the reports say, that all cold storage fruits are poor in quality. On the contrary, if the storage house is properly managed, the most delicate aromas and flavors of many fruits are developed and retained for a long time. The quality of the late Fall and Winter apples ripened in this way is equal to that of the same varieties ripened out of storage, and the late pears usually surpass in quality the same varieties ripened in common storage.

SINISTER CONDITIONS.

On the other hand, it is certain that the quality of stored fruits may be injuriously affected by improper handling or by faulty management of the storage rooms. Respiration goes on rapidly when the fruit is warm. If placed in an improperly ventilated storage room, in which odors are arising from other products stored in the same compartment, or in the same cycle of refrigeration, the warm fruit may absorb these gases and become tainted by them, while the same fruit, if cool when it enters the storage room, will breathe much less actively, and there will be less danger of injury to the quality, even though the air is not perfectly sweet. The atmosphere of the rooms in which citrus fruits or vegetables of various kinds—such as cabbage, onions and celery—are stored, is often charged with the odors arising from these products if the ventilation is not thorough.

There is a general impression that cold storage fruit deteriorates quickly after removal from the warehouse. This opinion is based on the experience of the fruit handler and the consumer, and in many cases is well founded, but this rule is not applicable to all fruits in all seasons. The rapidity of deterioration depends principally on the nature of the fruit. A Bartlett pear, which normally ripens quickly, will ripen and break down in a few days after removal. If ripe or overmature when removed, it will decay much more quickly, and in either condition its deterioration will be hastened if the weather is unusually hot and humid.

The easiest way to court failure is not to strive for success. This is an age of hustle.

Production and Consumption of Oranges and Lemons.

THE interesting statistics concerning the production and consumption of oranges and lemons, translated from a recent publication of the Ministry of Agriculture, Industry, and Commerce of Italy, are taken from a report of United States Consul Bartleman, of Cadiz, Spain.

France.—The greater quantity of the oranges and lemons consumed in France are imported from Spain. Bordeaux imported during 1900 203,108 pounds from Italy, 161,770 pounds from Spain, and 11,000 pounds from Algeria. Lyons imported 176,000 pounds from Italy and 110,000 pounds from Spain. Marseilles imported 4,220,000 pounds from Algeria, 3,018,700 pounds from Spain, and 2,040,400 pounds from Italy. Paris, during the first three months of 1901, imported from Spain 36,494,900 pounds, from Algeria 3,392,600 pounds, and from Italy 2,731,400 pounds.

Germany.—Germany imports more and more each year, Hamburg being the centre of distribution not only for the Empire but for Denmark, Sweden, Norway, and Russia. From July 1, 1900, to June 30, 1901, Hamburg imported 800,000 boxes from Italy, 280,000 boxes from Spain, and 5,000 boxes from Syria. (The Spanish boxes contain twice as many oranges and lemons as the Italian and Syrian.) In 1900 Berlin received 102,850 pounds from Italy and 34,207 pounds from Spain. The principal towns in Germany, where there is great demand for this fruit, are Cologne, Dresden, Frankfort, Kiel, Leipzig, Mannheim, Stettin, Munich, Nuremberg, and Stuttgart, which in 1900 imported 25,715 tons from Italy and 8,552 tons from Spain.

Great Britain.—The greater part of the oranges consumed in England come from Spain and the lemons from Italy. Cardiff receives about 50,000 boxes of oranges and 8,000 boxes of lemons from different countries and double the quantity could be consumed. Glasgow receives about 245,000 boxes of oranges from Spain, 26,000 boxes from Italy, 12,000 boxes from Palestine, 2,000 boxes from California, and 1,000 boxes from Jamaica and Florida; in addition to which it receives some 50,000 boxes of lemons from Italy. Liverpool receives 866,910 boxes of oranges from Spain and 26,422 boxes from Italy, as well as about 285,000 boxes of lemons from Italy. London received during the first six months of 1900 (place of origin not stated) 1,448,050 boxes of oranges and for a like period in 1901 1,415,277 boxes of oranges and 239,103 boxes of lemons.

Greece.—Greece exported in 1898 oranges and lemons to the value of $44,901; in 1899, to the value of $68,647.60.

GREAT BRITAIN FOR CANADIAN PRODUCE

Do you want to increase your Export Trade? Yes? Then just drop us a line, because we know the Canadian trade, and can help you. We want to handle **CANADIAN MEATS, CHEESE and BUTTER, in LONDON, LIVERPOOL and GLASGOW,** or to sell, cost, freight and insurance.

You had bette write us **because**

BRITAIN WANTS CANADIAN GOODS
OURS ARE THE BEST DISTRIBUTING POINTS
WE WILL INCREASE YOUR TRADE.

WHITELEY, MUIR & CO., HEAD OFFICE: 15 Victoria Street
LIVERPOOL,——————ENGLAND.

YOU have go ds in your store you want to be seen. Do not keep them in the dark. Brighten up your store.

A Bright Store Means Bright Business.

You'll find the public is attracted by a bright place of business.

We can supply you with almost all kinds of

Oil and Gas Lamps
AND
Oil Heating Stoves

Both in Rochester Lamps see ad - Goods in page 5 -

The expense is trifling but the results enormous. Drop us a line, we would explain and send you full particulars.

THE ROCHESTER LAMP CO. OF CANADA,
84 FRONT ST. WEST, - - TORONTO, ONT.

Roumania. — Roumania receives large quantities of oranges and lemons, the normal imports amounting annually to about 5,600 tons, mainly from Turkey and Italy.

Russia.—The principal supply of Russia comes from Italy, lemons ranking first. The same holds good for Finland, which in 1900 imported oranges to the value of only $7,057, but imported lemons to the value of $67,955. At Batum there arrived from Sicily during the year 1901, 18,627 boxes, of which lemons constituted 60 per cent. Helsingfors received, in transit for Germany, during the same year 158.4 tons of oranges and 29.7 tons of lemons. Moscow receives nearly all its fruit from Italy. Odessa receives annually 385 tons from Italy, 220 tons from Turkey, and 5.5 tons from Greece. Revel, Riga, Libeau, and St. Petersburg also receive large quantities by sea, or in transit, via Odessa, Taganrog, Trieste, Hamburg, etc. The imports of oranges into all Russia in 1901 amounted to 26,841 tons and the imports of lemons to 25,580 tons.

Servia.—Servia receives its fruit almost wholly from Italy. Of a total import of 179 tons, however, only 18.6 tons are consumed in the country, the rest being re-exported.

Sweden and Norway.—In 1899 Christiania received 3,858 tons of oranges and lemons, one-third of which came from Italy. During the same year Stockholm received 3,082 tons of oranges, valued at $262,801, of which 890 tons, valued at $75,890, came direct from Italy, and lemons, valued at $1,277, also from Italy.

Switzerland.—Switzerland imports oranges and lemons annually to the amount of 2,678 tons, chiefly from Italy and Spain.

Turkey.—Turkey produces a great quantity of oranges and mandarines; nevertheless it imports lemons from Italy, Syria, and Tripoli. The same may be said of Smyrna, Trebizond, Saloniki, Monastir, etc.

South Africa.—Cape Colony imports these fruits from the Canary Islands, Madeira, and Natal, and some from Italy.

Egypt.—Egypt imports chiefly from Turkey and Italy in great quantities.

Argentine Republic. — The Argentine Republic is reducing its importations, owing to the increase of the home production and that of Paraguay. In 1898 Italy sent thereto 113,000 boxes of oranges and 26,863 boxes of lemons; in 1899, 433,000 boxes of oranges and 19,876 boxes of lemons; in 1900, 1,038,000 boxes of oranges and 13,484 boxes of lemons. Spain and Brazil sent small quantities. Other South American republics do not import this fruit, while some export in small lots.

Canada.—Canada receives its oranges and lemons from Jamaica, California, Florida, and Italy.

Australia.—Australia receives about 12,000 boxes of oranges and 28,000 boxes of lemons. All come from Italy.

United States.—In 1900 Chicago received from Italy 45,900 boxes of oranges and 2,150,000 boxes of lemons; from California, 8,000,000 boxes of oranges and 800,000 boxes of lemons; from Jamaica, 800,000 boxes of oranges; and from Florida, 1,000,000 boxes of oranges. The receipt of oranges at New York in 1901 was as follows: From Italy, 2,934 tons, valued at $113,915; from Mexico, 3,900 tons, valued at $136,926; from the British West Indies, 16,925 tons, valued at $444,044; from Japan, 186 tons, valued at $7,751; and lemons from Italy, 72,335 tons, valued at $3,412,308; lemons from Canada, in transit; 1,101 tons, valued at $98,030.

As the production in the United States (California and Florida) increases each year, in a very short time the United States will have to look for a foreign market for its enormous production.

SUGAR BEET PULP AND MOLASSES AS CATTLE FOOD.

AN interesting outgrowth of the beet sugar industry is the utilization of the pulp from which the sugar has been extracted and the waste molasses left in the process of making the sugar, for the purpose of feeding cattle. The pulp of course has been used locally around the factories as fodder, but the device of drying it and, mixed with molasses, pressing into small compass for shipment throughout the country will greatly increase the area within which it may be available. The Dresden Sugar Co, has recently installed a fine plant for using these residues to prepare what is known as Improved Molasses Cattle Food. The process of manufacture is simple. The pulp is simply pressed so as to expel surplus moisture, and is then run into kilns or cylinders where it is subjected to a high degree of heat while being constantly agitated. During this process the waste molasses from the sugar factory is mixed with the pulp, and thus the nutritive ratio increased to a little more than that of plain pulp. The finished article comes out in the form of flakes, the water content being reduced to about 5 per cent. of the whole. Thus the dried pulp as a food is much richer in nutritive elements, pound per pound, than ordinary pressed pulp. The drying process also makes it possible to preserve the pulp a long while and ship it long distances at a minimum expense.

As yet we have made but little progress in Canada in the production of dried pulp. Directly its utility becomes common property among the farmers it may be expected to become one of our staple articles of commerce. To-day in Germany, France and Russia dried pulp is sold in the feed stores the same as bran and oil-cake in our own country, and almost ever stock-owner is a consumer of pulp.

In coming into competition with foreign fed meats such as mutton and beef, and especially that from England and Scotland, Canadian feeders realize that in order to place Canadian meats, butter and cheese on the tables of foreigners they must not only produce quantity at a low cost, but quality as well. It was the discovery of this fact that led our intelligent successful feeders to investigate the cause contributing the fine quality and flavor of English and Scotch beef and mutton.

It was found that England and Scotland fed along with their dry forage and grain considerable succulent feed, such as turnips, mangel wurzels, sugar beets and rape. Agricultural experiments were immediately begun of using rations composed of ordinary dry feeds and succulent matter. The result of their efforts has been a great modification in the whole system of feeding for meat production. A food-ration is now recommended containing, along with such concentrated feed as cereals and dry forage, a good supply of succulent foods as essential to excellence in a steak, chop or roast.

The preparation of sugar beet pulp known as "Improved Molasses Cattle Food" offers to the feeder of stock just such a succulent food for stock rations.

Sugar beet pulp is said to be valuable not solely on account of the nutrients it contains, though in this respect it is directly comparable with coarse fodders. Its further value results rather from its aid to digestion and the general healthful tone it gives to the animal. Practically as much grain and other forage is fed in a ration, whether pulp is fed or not. The gain is not accomplished in the saving of grain in a daily ration but in the rapidity with which the animal takes on flesh and gains in weight, thus cutting down the total requirement.

A SUCCESSFUL BUSINESS.

That the plan of interesting the trade, and thus securing a large number of active workers is a success, has been proved in the case of E. W. Gillett Co., Ltd., who are the makers of Royal Yeast, Gillett's Lye, Magic Baking Powder, etc. Ever since the formation of the company the dividends have been gradually increased until stockholders are now receiving at the rate of 10 per cent.

A STATUE IN SUGAR.

A striking feature of Louisiana's sugar exhibit in the Palace of Agriculture at the World's Fair will be a life-size statue of Miss Louisiana, chiseled from pure white sugar.

The Interstate Grocer suggests the following definition for the dictionary of the future: "Sugar—a sweet substance on which fool grocers lose most of their money."

Estabrooks' Blended Teas

(IN BULK)

Chests, ½-chests, and cads or tins of all sizes, are pure Ceylon and Indian.

They are teas that are made to drink and made to bring repeat orders.

They will help increase your tea business.

A postal card will bring you samples and particulars.

T. H. ESTABROOKS,

TEA IMPORTER AND BLENDER,

Branches: Toronto and Winnipeg. ST. JOHN, N. B.

Hamilton Pottery

"CHAMPION."

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.

JONAS'

FLAVORING EXTRACTS

are genuine.

A man cannot always be judged by the clothes he wears. You wouldn't care to deal with a man simply because he dresses extravagantly. There are extracts put up in handsomely-labelled bottles—well dressed—but, oh dear, the contents are of a quality that is in objectionable contrast to the appearance of the bottle. It's the bottle containing the ***pure, strong, rich, genuine*** flavoring extract that the careful housekeeper seeks. She doesn't buy the attractively-dressed bottle.

JONAS' FLAVORING EXTRACTS

are the kind that can be depended upon. Their unequalled purity, strength, richness are the leading factors about them. The progressive grocer does not consider his stock complete without Jonas' Extracts. They are ***reliable*** goods for ***reliable*** grocers. Our ***thirty-three*** years' experience as extract manufacturers is a sufficient guarantee for ***quality.*** No other line of extracts is as ***profitable*** or ***popular*** for the dealer to handle as ***Jonas'.***

MANUFACTURED BY

HENRI JONAS & CO., Montreal.

An Artistic Store Plan.

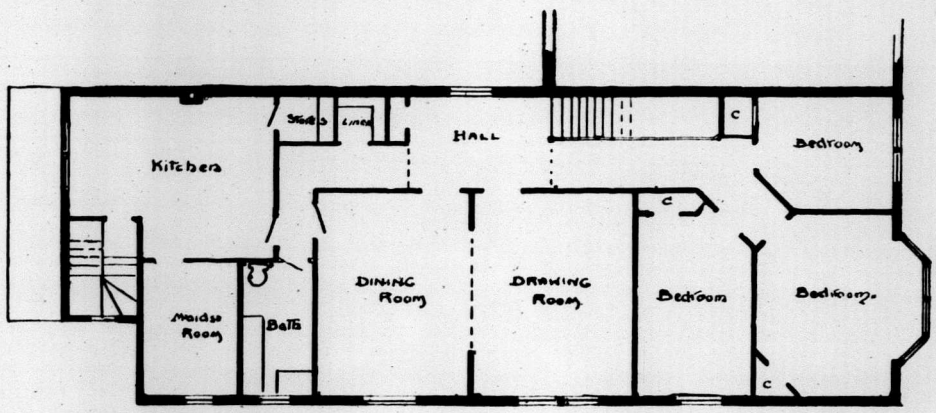
THE average town is too apt to show by the appearance of its business section that the only consideration attended to, in the construction of the buildings, is the convenience of the interior. The exterior effect is of such small value that the entire block or town suffers a defacement that, with little attention, might have been turned into an ornament. The exterior is not even considered as a subsidiary matter, but is often almost entirely ignored, and a suitable interior satisfies all demands.

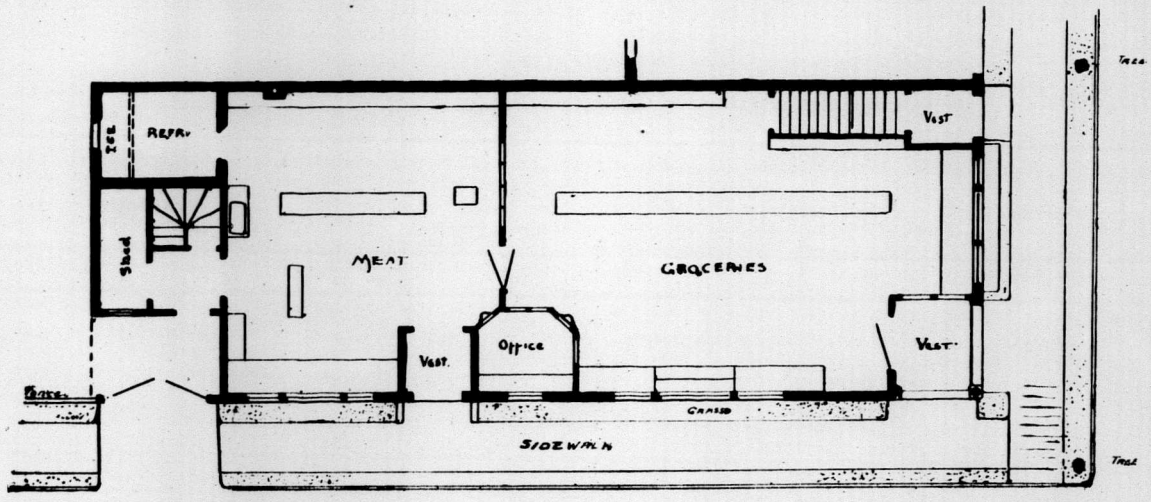
This lack of taste has reached such lengths that the majority of merchants estimate the value of an artistic exterior by deducting it from the interior, feeling that every addition to the appearance of the former must mean a loss to the latter. Unfortunately this class has had its ideas strengthened by the work of a few architects whose sole aim is to advertise themselves in the more evident way, with the result that the convenience inside has been sacrificed. Constructed in this fashion, there is impressed upon the mind of the observer who intends building, the idea that the merits of interior and exterior accompany each other in inverse ratio.

So strong has this feeling become that the architect of to-day oftentimes finds it policy to plan a plain, stiff exterior, to convince his client of the value of the interior. His artistic tastes, which must be strong in every successful architect, are handicapped by the plainly spoken or implied ideas of the merchant who is building, that convenience and art are forever antagonistic in the store building.

Another idea, which is almost as great folly, is that the artistic building is much more expensive. This may be caused by a poor appreciation of the word "artistic." Such an adjective applied to a building does not necessarily mean that there must be numberless corners and projections, ornamental brick or stonework, and fancy-shaped windows and doors, but rather there must be displayed a true grasp of proportion, in many cases combined with enough variety (proportion, surroundings, and use all being considered) to relieve the monotony of a perfectly plain elevation.

The accompanying plans show the side elevation and the two interior floors of a corner grocery store with butcher shop attached. Plain as the exterior is when viewed closely, it does not require an artist to note that there is a taste displayed which would radically change the outline of the average town view, and while fully recognizing the value of interior arrangements, caters also to a taste which tends more to enjoyment than an exclusive attention to business. The store floor is carefully planned and takes advantage of the street on two sides; the living floor is much more conveniently laid out than the usual store residence.





Interior Plan of a Corner Grocery.

These plans were designed by Mr. J. Rawson Gardiner, Temple Building, Montreal, an architect whose aim has always been "to prove the inaccuracy of the assertion that artistic exteriors mean inconvenient interiors, and considerable unnecessary expense." The "corner grocery" together with its historic charac-

ter, has a situation guaranteeing a gratifying business, providing building and management are good, and Mr. Gardiner has undertaken successfully to supply the suitable building.

RICE CULTURE IN TEXAS.

MR. SHAW T. NISHIMURA, representative of the Central Tea Trading Agency of Japan, in Montreal, has just returned from a journey through the United States. Mr. Nishimura's trip was made in the interests of Japan teas, and while away he visited the leading centres in the Eastern, Middle and Southern States. His report to "The Grocer" is a most interesting one, comprising as it does an account of the situation of the trade in Japan teas in the United States, also the condition of the new venture in Texas and Louisiana, in the cultivation of rice. It was partly with a view of looking more closely into the matter of Japan rice culture in Texas that the trip was undertaken, and during his tour he visited Galveston, Austin, New Orleans and other southern cities. Mr. Nishimura had for many years studied the question of rice culture in America, and particularly of those districts in the south peculiarly adapted by soil and climate for the cultivation of rice, and his trip was made with a view of occularly substantiating the reports received. That he is satisfied with his investigation may be assumed from the fact that he purchased some 3,000 acres of rice lands, which he is laying out and cultivating. During his visit south Mr. Nishimura had the pleasure of meeting the Consul-General of Japan, Mr. S. Uchida, New York, who also had been in Texas looking after this industry. Mr. Uchida is quoted as saying in an interview, by The Times-Democrat, New Orleans, that it was his intention to bring out from Japan a class of men with a thorough knowledge of the cultivation of rice. These rice farmers, while not exactly men of means, have still sufficient capital to purchase large tracts of land in the rice belt of Louisiana and Texas at the prices that are quoted for such lands, and they would bring to work a thorough knowledge of rice culture. Experiments now being conducted by Japanese farmers in the rice country of Texas will largely determine the success or failure of the Japanese immigration movement to that section. The cheapness of rice lands in Texas will prove a strong inducement to the location of Japanese rice farmers in that State. Rice land in Japan is worth from $300 to $600 per acre, and few farmers cultivate over two or three acres. For these sums they could purchase in the United States fifty or sixty times as much rice land as they own in Japan. There are certain features in connection with the American method of rice cultivation that would have to be studied, but as the Japanese are ready and apt students, it would only take two or three years for them to be able to compete successfully with other rice growers now located there.

Mr. Nishimura is convinced that the prospects for the cultivation of rice in Texas are of the brightest, and if operated by experienced Japanese rice farmers, a very profitable business will be developed in the near future. His personal venture, at least, speaks of his confidence in rice culture in the Lone Star State.

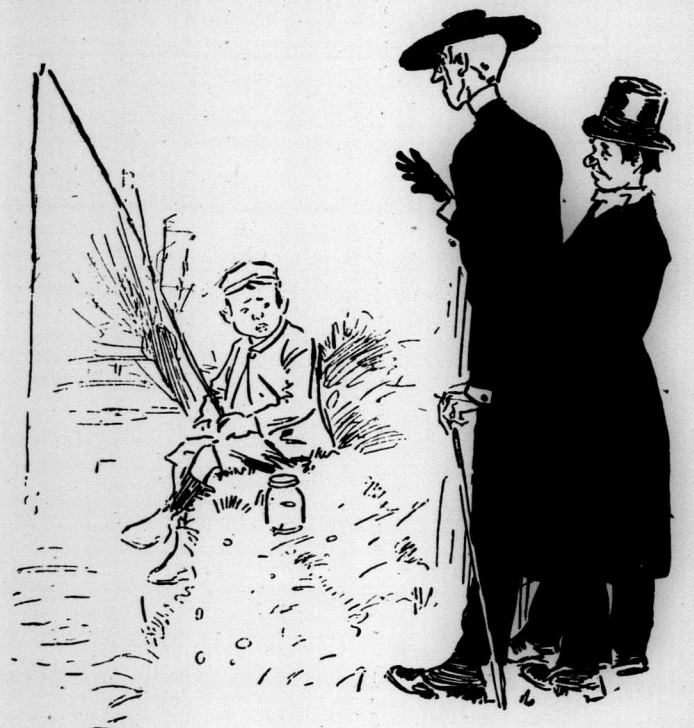
Besides the business portion of his three weeks' trip, Mr. Nishimura combined a fair share of pleasure, and, altogether, his holiday trip was a most enjoyable and interesting one.

WAREHOUSE IMPROVEMENTS.

White & Co., the wholesale fruit people on Front St., Toronto, have recently effected some improvements in their premises which add greatly to the appearance of their warehouse. The new offices are very convenient and commodious and the new arrangement gives the firm much larger storage capacity. The growth of the business during the past twelve years has been very marked and has much exceeded the anticipations of Mr. White, who says that the output this year will again show a very large increase. Mr. Despard, the general manager, is a hard worker and deserves much credit for his active and progressive enterprise.

Side Elevation of a Corner Grocery.

In Cuba cabbages frequently weigh as much as 20 pounds. All vegetables do well. Radishes may be eaten from 14 to 18 days after sowing, lettuce in five weeks after sowing, while corn produces three crops a year. Sweet potatoes are perpetual.



Cured and Packed
Where Caught!

"Thistle" Brand Canned Fish.

One reason why the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly-caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully-selected fish—**only the best will do for the "Thistle" Brand!**

The cost per tin, or can, to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained from year to year even in the face of strong competition. The "Thistle" Brand competes **on quality** and **not on price. It is the Standard Brand of Canned Fish!**

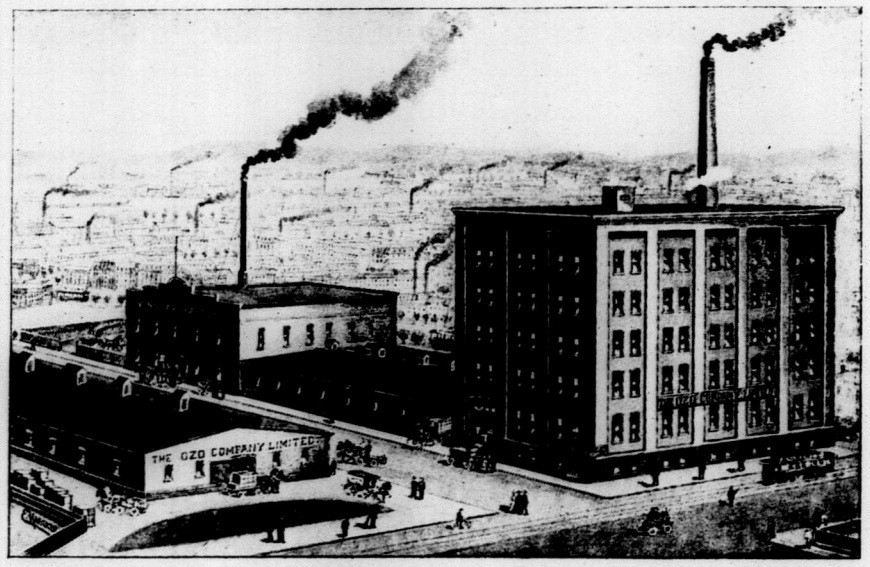
Highest Quality Always.

ARTHUR P. TIPPET & CO.,

8 Place Royale, Montreal. Sole Agents, 20½ Front Street, Toronto.

A MOST COMPLETE ESTABLISHMENT.

IT was the writer's privilege last week to pay a visit to the vinegar, pickle and jam works of The Ozo Co., Limited, Montreal, and, accustomed as he was to tours of inspection among the different factories throughout the land, what he saw was a revelation, not only as to the modern arrangement of the plant and machinery, but also the thorough manner in which the products of this company are turned out. There is an air of brightness and cleanliness throughout the entire works that impresses one indelibly with the idea of safety and healthfulness in the products of the firm. The Ozo Co., Limited, of which Mr. John Carsley is the president and manager, comprises the vinegar works of M. Lefebvre, Brosseau & Co.'s vinegar and pickle works and the original Ozo Co., Limited.



Plant of The Ozo Co., Limited, Montreal.

The combined factories are situated on Mount Royal avenue, corner Drolet street, and cover an area of 200 ft. on Mount Royal avenue and 600 ft. on Drolet street. Besides the main factory and works, there is a large storage warehouse on the west side of Drolet street extending over 150 ft.

Under the guidance of Mr. Carsley your representative was shown through the establishment and the various departments and machinery and plant explained. On the main floor, back of the large and airy general and private offices, is located the shipping room, 125 x 40 ft., with every convenience for careful handling of goods. Behind the shipping room is the large pickling department containing 55 immense vats, each holding 18 tons of pickle. Though every vat was filled, Mr. Carsley stated that more than half of the number were now in their second filling, the first "putting down" having been sold.

A visit was then paid to the large, airy basement running the entire length of the main building, this basement being used as a pickle-cutting, bottling and labelling room. Some 30 girls were busy preparing and packing the pickles. The arrangements here for prompt handling and clean work are most striking, it being the object of the company to preserve in every respect the idea and fact of absolute cleanliness.

Taking the elevator to the third floor, the boiling room was reached. This large flat contains eight large copper kettles for preparing jams and jellies. These large jacket kettles are of the latest and most approved pattern, and are capable of turning out many tons of jams a day. There are also several immense coolers, necessary in the preparation of these goods.

On the next, the fourth floor, is the spice department, and here are located the various sifting, grinding, packing, weighing and labelling machines. This spice department, the writer was informed, has developed in a most flattering manner, evidencing the fact that meritorious goods are bound to win the confidence of the trade.

The fifth floor is devoted to the packing of the "Ozo" brand package teas, and is arranged most completely for careful and expeditious handling and packing, tea-cutters, sifters and a large revolving mixer of a capacity of three tons of tea being noted. The bulk teas of The Ozo Co., Limited, and which trade is a large and constantly growing one, are located in a large warehouse in the business section of the city. This is done with the idea of saving shipping and transfer charges and convenience in prompt shipment by boat or rail.

The sixth floor is used as a storage room for barrels, cases, boxes, labels and other requisites to the business.

On returning to the ground floor Mr. Carsley took the writer to the vinegar factory, immediately to the rear of the large main building. Here there are 100 generators, producing, under the management of expert vinegar manufacturers, the excellent grades of vinegars used by the firm in the preparation of their products and supplied to the trade of Canada. These 100 generators contained each 150 to 180 gallons of vinegar, besides which there were in bond five tanks, each containing 20,000 gallons, or nearly 300,000 gallons of vinegar.

Back of the vinegar factory is the large storage yard for empty barrels and kegs, and the cooperage.

The Ozo Co., Limited, manufacture their own light and power, using the latest acetylene gas machines for illuminating purposes.

A feature in the production of high-class goods mentioned by Mr. Carsley is that all their supplies for pickling purposes, such as cucumbers, cauliflowers, onions, etc., are grown especially for The Ozo Co., special arrangements having been made with farmers for careful and select cultivation, and only the best products being accepted.

The fallacious idea, and one that has been a great injustice to the pickling vinegar and jam manufacturers of Montreal and Quebec, and one that certain manufacturers of similar goods in other parts of Canada have not been any too keen to contradict, is that the quality of goods produced in this province is inferior to those of the West. This erroneous idea must be dispelled, and should the idea still exist in the minds of a certain section of the trade, a visit to the works of The Ozo Co., Limited, would convince the most critical that nothing better, cleaner or healthier can be made in Canada. It is with a great deal of gratification that The Ozo Co., Limited, can point to their record and the high quality of the goods turned out by them. As an evidence of the wide-spread popularity of the company's products, it need only be said that while the writer was inspecting the premises, eleven solid carloads of pickles and other products were shipped to Winnipeg. On the writer's remarking to Mr. Carsley on this large shipment, he was informed that the entire capacity of the factory "was sold up to December 1st."

Certainly a most convincing argument of prosperity and popularity. As regards local trade and trade throughout the Province of Quebec, the old saying that "a prophet is not without honor save in his own country," does not apply to The Ozo Co., Limited, and its products, for here, where they are best known, their friends are most numerous and loyal.

This modern establishment is most certainly a credit to Montreal, and one of its leading industries. Under the management of Mr. John Carsley, The Ozo Co. should enjoy a prosperous future.

Business Changes

ONTARIO.

Wm. Brown, grocer, Chatham, is advertising his business for sale.

J. T. Fleming & Co., general merchants, Killaloe Station, are out of business.

Dehaitre Zotique, general merchant, Rockland, has assigned to Wm. A. Cole.

Alfred R. Buckles, grocer, etc., Long Branch, has assigned to John Lewis, Toronto.

D. P. Gormley & Co., general merchants, Finch, have dissolved and Mr. D. P. Gormley will continue the business.

QUEBEC.

Charles Cote, grocer, Levis, is deceased.

M. Amiot, grocer, Montreal, has registered.

H. Duhamel & Co., grocers, Montreal, are retiring from business.

E. F. Lavoie & Co., grocers, Hedleyville, have registered.

Dubois & Gauthier, grocers, St. Louis, have dissolved partnership.

Mrs. W. S. Cunningham, general store, Howick, is retiring from business.

J. O. Massicotte, general merchant, Chicoutimi, has effected a compromise.

The assets of the grocery business of Chas. Fortier, Montreal, are to be sold.

Beaudette & Co., grocers, Quebec, have assigned to V. E. Paradis, prov. guardian.

Ed. Dallaire, general merchant, St. Ludger, has assigned to Lefaivre & Taschereau.

J. N. J. Bisson, general merchant, Broughton Station, has assigned to V. E. Paradis.

G. A. Biron & Co., general merchants, St. Telesphore, have assigned to Larcarche & Benoit.

N. Lepage, general merchant, Rimouski, has sold his stock to M. Rinquet at 62½c. on the dollar.

Small & Blais, general merchants, St. Agathe, were burnt out; partially covered by insurance.

A meeting of the creditors of Pagnuelo Freres, wholesale grocery and liquor dealer, St. Hyacinthe, was called for October 16.

MANITOBA AND N.W.T.

G. C. Sayles, grocer, etc., Melita, has sold his business to T. H. Evans.

W. L. Roblin & Co., general merchants, have sold their business to Gavin & McClure.

A. Serkan, general merchant, Choritz, has sold his business to Naiman & Kliman.

McCocklin & Co., general merchants, Grand View, have sold their business to Vance Bros.

John Smale, grocer and shoes, Neepawa, is advertising his stock for sale by auction on October 24.

BRITISH COLUMBIA.

The King Mercantile Co., general merchants and saw millers, Cranbrook, have sold their grocery stock to Manning & Lacey and their confectionery stock to A. Chartrand.

NOVA SCOTIA.

Maggie Bonner, Antigonish, has taken a declaration under the married woman's act to carry on a retail grocery business in her own name.

NEW BRUNSWICK.

T. B. Roberts, general merchant, Hoyt Station, has sold his business to Hugh Monahan.

C. B. Parker Co., Ltd., general merchants, etc., Cole's Island, have been incorporated.

A meeting of the creditors of the estate of H. F. Finley, wholesale grocer, St. John, was held on October 20.

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 arrival is announced of new quintal codfish, No. 1 split herrings and new mackerel in half barrels and kitts by Balfour & Co., Hamilton.

The attention of the trade is called to the ad. in another section of this issue of Laporte, Martin & Cie., Montreal. The various lines advertised are controlled by them from Canada and the brands are of the highest.

The attention of the trade is called to the advertisement of Mr. Horace Haszard, Charlottetown, P.E.I., in this issue. The success that has attended the introduction to the trade in Prince Edward Island and the Maritime Provinces of "Brahmin" tea has spread throughout Canada and from coast to coast in the leading centres it has won a fine reputation for itself. Mr. Haszard is sole agent for Canada and the United States. The trade is requested to write for samples and prices.

A bargain in a 12 cents mixed biscuit, excellent in appearance and quality, is offered at 6½c. per pound by Joseph Grant, Ottawa. Write for sample barrel.

"Maple Leaf" granulated sugar, from new crop beets, is now in store with The Eby, Blain Co.

Under the brands of "Diamond G" and "Atlas," W. H. Gillard & Co. are offering some exceptionally fine peels.

Laporte, Martin & Cie., Montreal, report arrival by steamer Escalona, just arrived, of a large assortment of new Malaga table raisins, all grades and size boxes—Valencia raisins, f.o.s. selected and 4-crown layers, best packs; Valencia shelled almonds, currants, fine Filiatras, in barrels, and ¼ cases; cleaned in ¼ cases, loose and 1-lb. packages; also fancy Vostizza currants. Merchants who have not as yet placed their orders will find values by communicating with above advertisers.

Joseph Grant, wholesale grocer, Ottawa, calls the attention of the trade to special values offered in red and pink salmon, 500 cases of each grade, good brands being in stock now.

The Eby, Blain Co. are offering exceptional values in new sultana raisins for bakers' and confectioners' trade.

A. F. MacLaren Imperial Cheese Co., Ltd., have just been appointed sole selling agents for Bensdorp's Royal Dutch Cocoa in Ontario, Manitoba, Northwest Territories and British Columbia. They have a large consignment now on the way. Quotations for quantities may be had on application.

The quality of the choice Eleme figs now in stock by W. H. Gillard & Co. is said by that firm to be better than they have ever seen in previous years.

The Eby, Blain Co. are just in receipt of shipment of "Judge" brand salmon, in porcelain lined tins. This is one of the highest grades of sockeye salmon packed, and will be in great demand with high class trade.

The attention of the grocery trade is called to advt. of Henri Jonas & Cie., Montreal, in this issue.

Laporte, Martin & Cie., Montreal, are offering a fine premium, an electric hand lamp, with 10 cases of their lines advertised in this issue. This is a most useful and valuable article for every store, it being absolutely safe, conveniently carried and always ready for use.

IMPROVED

MOLASSES CATTLE FOOD

As a feed for beef cattle, sheep, etc., it is unexcelled. It is a quick fattener, and in combination with a grain or hay ration it invariably converts old, lean animals into tender, juicy meat.

Its highest value, however, is for dairy purposes. As a food for milch cows it is the most profitable and effective article produced to-day. Gives equal or better results than beets, and is much less expensive.

Thoroughly evaporated so that it will keep in any climate. Packed in 100-lb. Sacks. Write for literature, prices, etc.

The DRESDEN SUGAR COMPANY, Limited

DRESDEN, ONT.

PURNELL'S

MALT

VINEGARS

Brewery: Bristol, England.

Charlottetown, P. E. I.—Horace Haszard, South Side Queen Sq.

Halifax, N. S.—J. Peters & Co., 47 Upper Water St.

St. John, N. B.—Robert Jardine.

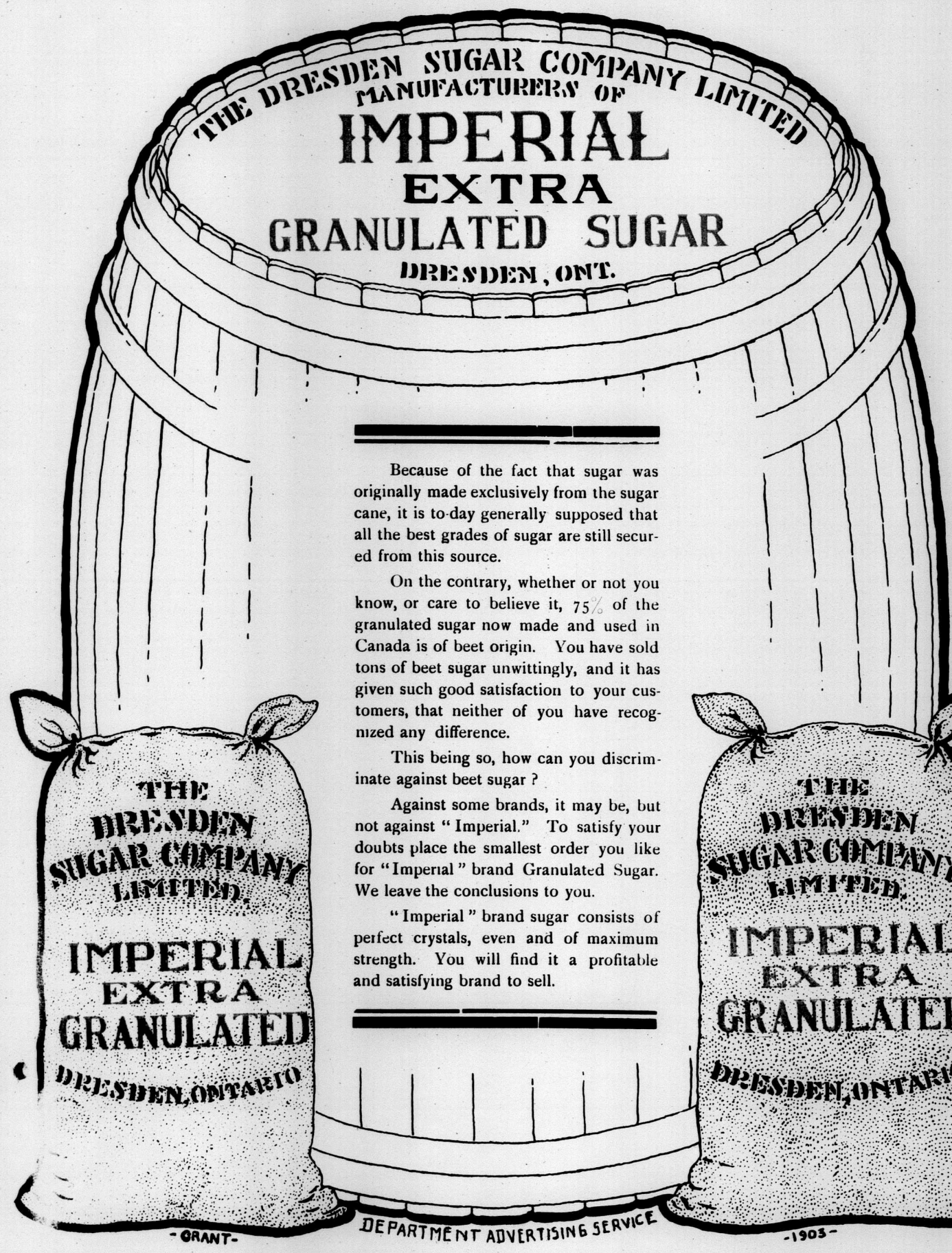
Montreal—J. M. Kirk, 18 Hospital St.

Toronto—J. Westren & Co., 630 Ontario St.

Hamilton—Imperial Vinegar Co.

Winnipeg—A. Strang & Co, Portage Ave.

Vancouver, B. C.—C. E. Jarvis & Co., 328 Holland Block.



Because of the fact that sugar was originally made exclusively from the sugar cane, it is to-day generally supposed that all the best grades of sugar are still secured from this source.

On the contrary, whether or not you know, or care to believe it, 75% of the granulated sugar now made and used in Canada is of beet origin. You have sold tons of beet sugar unwittingly, and it has given such good satisfaction to your customers, that neither of you have recognized any difference.

This being so, how can you discriminate against beet sugar ?

Against some brands, it may be, but not against "Imperial." To satisfy your doubts place the smallest order you like for "Imperial" brand Granulated Sugar. We leave the conclusions to you.

"Imperial" brand sugar consists of perfect crystals, even and of maximum strength. You will find it a profitable and satisfying brand to sell.

DEPARTMENT ADVERTISING SERVICE

BRANCHES AND AGENCIES.

Toronto.
Montreal.
St. John.
Halifax.
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Pittsburg.
Cleveland.
Philadelphia.
Washington.
Indianapolis.
Hartford.
Duluth, Min.
Jersey City.
Milwaukee.
St. Paul, Min.
Richmond, Va.
Jacksonville.
Rochester.
Norfolk, Va.
Scranton, Pa.
Portland, Me.
Baltimore, Md.
San Francisco.
St. Louis.

Listen to this

"SALADA" Ceylon Tea is winning favors everywhere, new branches and agencies are being constantly established to meet the growing demand.

To the observant one the reason is not far to seek, as "SALADA" is run by live, hustling, resourceful business men, who have always worked (and are still at it) with the fixed belief that "Quality," backed by a faithful adherence to every claim and offer made, is absolutely essential to a lasting success. Our past experience in this connection has only tended to strengthen these views.

Black, Mixed or Natural Green. Sealed Lead Packets Only. 25c., 30c., 40c., 50c., and 60c., per pound. Full net weight guaranteed.

Correspondence Solicited.
Address, "SALADA," Toronto or Montreal

Branches at NEW YORK, MONTREAL, DETROIT, BUFFALO, PITTSBURG, CHICAGO and BOSTON.

Two Trade Winners

FOR THE LAUNDRESS.

In all homes where dainty women dwell there is a demand for

CELLULOID STARCH

The starch that requires no cooking and never sticks. It has made perfect laundry work possible.

Most progressive merchants sell large quantities of it.

How about you?

FOR THE COOK.

In the homes all around your store, the housewife is looking for dainty desserts.

Suggest

CRYSTAL MAIZE CORN STARCH

and you will win a friend.

It is a pure product and makes truly delicious desserts.

If you don't sell it now, you can sell it. You are losing profit by not selling it.

The BRANTFORD STARCH WORKS LIMITED

BRANTFORD, ONTARIO.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, October 22, 1903.

GROCERIES.

THE good trade reported last week is keeping up. The country merchants are buying freely in most sections. Staples form the chief line of interest. Rice and tapioca, and dried fruits are being freely enquired for. Collections for the week are reported good and altogether the outlook is satisfactory. The interest in canned goods is maintained and from dependable sources it would seem that the canners are not looking forward to filling more than 80 per cent. of tomato orders, and less than that of corn. In coffees the demand is fair but at the firm prices buyers are not evincing much interest. Spices continue firm and unchanged. Syrups and molasses maintain the strength last reported, while a fair movement s to be noted. An advance in tapioca on the primal markets is announced, but has not yet been reflected locally. Teas are steady locally and the demand fair. Advices from the London market indicate a re-establishment of confidence and a more optimistic feeling than has lately prevailed. Japans and Ceylon greens are meeting an active demand. Dried fruits from the steamer Escalona are arriving on the local market and affecting the quotations, especially for raisins. Sugar remains fractionally unchanged locally. The tone is steady with but little new business. Dominos and cream have been withdrawn.

CANNED GOODS.

The attention of the trade is still centred on canned goods. Back orders are being delivered as fast as goods are received from the factories. From a reliable source it is learned that the canners do not expect to deliver more than 80 per cent. of the tomato orders. No further orders are being taken at any price. The proportion of corn expected to be delivered has not transpired. Any tomatoes changing hands at present are said to be going at $1.25. This, it is understood, has been paid by some houses to fill Northwest orders. No salmon is changing hands. A marked advance in asparagus is noted. We quote:

Apples, 3's	....	0 90
" gallons	....	2 25
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	2 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 85
Corn, 2's	0 90	1 00
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 87½	1 40
" extra sifted	1 40	1 50
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 10
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s	....	0 15
" " ½'s	....	0 23½
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ¼'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

The coffee market continues firm. Rios and Santos are stronger and New York reports a fairly active trade with an upward tendency. Stocks are light locally and buyers are cautious. We quote:

	Per lb.	
Green Rios, No. 7	....	0 06¾
" " No. 6	....	0 07¼
" " No. 5	....	0 07¾
" " No. 4	....	0 08¼
" " No. 3	0 09	0 10
Mocha	0 23	0 28
Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR.

There is little of particular interest to record this week, and the market may be called a waiting one. New York has been quiet and dull with only small business doing, and with little desire to operate on the part of either buyers or sellers. Quotations remain nominally unchanged on a basis of 3 5-16c., duty paid New York, for 96 centrifugal, with usual difference for lower grades. Receipts for week have again been light, which has been encouraging to holders to maintain pretentions, but as refiners have had ample stocks for requirements, they have, in the main, stayed out of the market. Total stocks in all hands for week ending October 11 were 132,236 tons, or 18,705 tons less than preceding week; meltings remain unchanged at 35,000 tons, while receipts were only 16,205 tons. Since January 1 the falling off in receipts, as compared with the previous year, has been 50,557 tons. For same period deliveries at United States four ports have fallen off about 92,000 tons. Cuban stocks for week under review are reduced by 8,000 tons. Combined stocks of European and American at latest uneven dates were 1,386,736 tons, being 11,846 tons less than same time last year. A cable received on the 17th inst. from Mr. Licht, of Magdeburg, the celebrated European statistician, estimates a total production for all Europe of 5,850,000 tons, which confirms previous estimates of independent parties, and is about the mean of his two preliminary estimates. Weather is reported as favorable to crop work. Eighty-eight per cent. beet has declined fractionally for the week, and is now quoted 8s. 9d. basis, f.o.b. Hamburg, for October shipment. U. S. refined is reported steady and unchanged, with no special indications for the immediate future. The tone of the local market is steady with but little new business doing and there are no particular indications. The only change to note in the sugar list is a withdrawal of domino and cream sugar. Present quotations are as follows:

Paris lumps, in 5-lb. boxes	4 83
" in 100-lb. "	4 73
St. Lawrence granulated	4 18
Redpath's granulated	4 18
Acadia granulated	4 08
Maple Leaf granulated (Berlin)	4 03
Crystal granulated (Wallaceburg)	4 03
Imperial " (Dresden)	4 03
Beaver " (Wiarton)	4 03
Phoenix	4 03
Bright coffee	3 88
Bright yellow	3 83
No. 3 yellow	3 78
No. 2 "	3 68
No. 1 "	3 48

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES

Values are all very firm in spices with an upward tendency, but no actual change has transpired. Locally there is a fair trade reported. New York advices indicate a general firmness. No new developments have been reported from primal markets. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 20	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

The demand for syrups and molasses locally is good, with no change in prices. In New York molasses is held firmly with slightly improved movement. Syrups there are also strong. A fair volume of turn over is reported. We quote:

Syrups		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02¾
" ½-bbls., "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses		
New Orleans, medium	0 20	0 30
" open kettle	0 45	0 50
Barbados	0 47½	0 50
Porto Rico	0 38	0 42
Maple syrup		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	3 60
Qts. " "	....	6 00

RICE AND TAPIOCA.

No change is reported in rice. A good demand, however, is being met at listed

Sell "Quaker"

Marmalade. Made from a Scotch formula; absolutely pure; equal to anything imported; better than any other of domestic manufacture; packed in good sized glass jars; labelled attractively; and in every respect

A Perfect Marmalade.

No reason under the sun why a perfect Marmalade shouldn't be made in Canada. It is purely a matter of willingness. Costs more of course than the ordinary quality, but there are people who won't use the ordinary quality. "QUAKER" quality was made for the people who discriminate.

We are the people who make the high-class confectionery.

McGregor-Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S
SWISS MILK CHOCOLATE
is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS
WHOLESALE.

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

Butter Eggs
Poultry Game
CORRESPONDENCE SOLICITED.

The Wm. Ryan Co.,
... Limited.
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

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

prices. Tapioca is a good deal stronger on primal markets, having advanced from 6d. to 9d. on the cwt. Trade locally is improving. We quote:

	Per lb.			Per lb.	
Rice, stand. B		0 03¾	Sago	0 03¾	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06			

TEAS.

Teas are meeting with a very good demand locally. The market is steady and prices are firm. The demand for Ceylon greens is steadily improving, in a great measure due to the great scarcity of moderate priced good liquoring Japans. Last mail advices on China greens indicate that prices have eased off, but the advance in exchange has more than equalled the decline in price since the opening of the market. China blacks are featureless. Japans are strong and in poor supply. Latest London advices would indicate that the downward tendency in Indias, noticed recently, has been arrested and good class tippy Broken Pekoes have met an active enquiry, and a growing optimism is being disclosed. In Ceylons, the position of medium and fine leaf kinds has improved, and choicest Broken Orange Pekoes show a rise of ½d. to 1d. per lb. We quote:

Congou	half-chests, Kaisow, Moning, Paking	0 12	0 60
	caddies, Paking, Kaisow	0 19	0 50
Indian	Darjeelings	0 35	0 55
	Assam Pekoes	0 20	0 40
	Pekoe Souchongs	0 19	0 25
Ceylon	Broken Pekoes	0 36	0 42
	Pekoes	0 27	0 30
	Pekoe Souchong	0 17	0 35
China Greens	Gunpowder, cases, extra first	0 42	0 50
	" half-chests, ordinary firsts	0 22	0 28
	Young Hyson, cases, sifted, extra firsts	0 42	0 50
	" cases, small leaf, firsts	0 35	0 40
	" half-chests, ordinary firsts	0 28	0 38
	" " seconds		0 23
	" " thirds	0 16	0 18
	" " common		0 15
Pingsueys	Young Hyson, ½-chests, firsts	0 28	0 32
	" seconds	0 18	0 19
	" half-boxes, firsts	0 28	0 32
Japan	½ chests, finests May pickings	0 38	0 40
	Choice	0 33	0 37
	Finest	0 30	0 32
	Fine	0 27	0 30
	Good medium	0 25	0 28
	Medium	0 21	0 23
	Good common		0 20
	Common		0 19

FOREIGN DRIED FRUITS.

Consignments via the steamer Escalona, which reached Montreal on October 16, arrived in Toronto the early part of this week. The Bellona is expected in about a month. Advices from C. Whittall & Co., Symrna, are to the effect that choice quality Sultana raisins are extremely scarce and are bringing prices out of all proportion to the lower grades. Practically 5-6 of the yield consists of low and medium qualities, suitable for "ordinary," "good," "fine," and to some extent "choice." The price of low grades has weakened, owing to the amount of rain damaged fruit offered, but there is no prospect of fine qualities declining. California prunes are dull. Some fine lines of peeled and unpeeled apricots and peaches are reported. California seeded muscatels have advanced ½c. and other grades ¼c. Currants are quiet and unchanged. The first shipments of filberts have arrived this week. In the local market the arrival of new raisins has modified the quotations for old stock. We quote:

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 05	up	Vostizzas	0 07	0 08
Patras	0 06¼	0 06¾			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 07	0 08
" selected	0 07½	0 09
" selected layers	0 08	0 09½
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 08½	0 09
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04	0 05	Fards	0 07½	0 08
Sairs	0 03½	0 04½			

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04½	60-70s	0 07	0 07½
90-100s	0 04¾	0 05½	50-60s	0 08	0 08½
80-90s	0 06	0 06½	40-50s	0 08½	0 10
70-80s	0 06½	0 07			

CANDIED PEELS.

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

FIGS.

	Per lb.			Per lb.	
Tapnets		0 04	Elemes	0 08	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 10½	0 15

PEACHES.

	Per lb.	
Californian evaporated	0 08	0 12

COUNTRY PRODUCE.

EGGS.

Very few new-laid eggs are now being received, and for these good prices are obtainable. Pickled eggs are still being forwarded at a lively rate. We quote:

Strictly new laid, per doz	0 23	0 24
Candled eggs, per doz	0 19	0 20
Pickled eggs, per doz	0 17	0 17½

HONEY.

A steady trade is being done in honey at previous quotations. We quote:

Extracted clover, per lb	0 06½	0 07½
Sections, per doz	1 00	1 50

WHITE BEANS.

Things are quiet in beans. The sellers and buyers have not yet come to an understanding. We quote:

	Per bush.			Per bush.	
Mixed		1 50	Prime		1 80
Handpicked	2 00	2 15			

DRIED APPLES.

No change can be reported in dried apples. The market is dull and featureless. We quote:

Apples, dried, per lb	0 03	0 03½

POULTRY.

Following Thanksgiving poultry has been in slight demand and values have declined materially. We quote:

Chickens, live per lb	0 08	0 09
Old hens " "	0 06	0 07
Ducks " "	0 09	0 10
Turkeys " "	0 09	0 10
Chickens, dressed, per lb	0 09	0 10
Old hens, " "	0 06	0 07
Turkeys, " "	0 10	0 12
Geese, " "	0 06	0 07
Ducks, " "	0 09	0 10

GREEN FRUITS.

The open fruit market has closed for the season and the receipts, which are fair for this time of the year, are being handled at the commission houses. Grapes are the principal feature of the market, with some late peaches still arriving. Prices generally are somewhat firmer than last week. Almeria grapes at $5.50 to $6.50 per keg are quoted. We quote:

Jamaica oranges, per bbl	5 25	5 50
Bananas, large bunches	1 50	2 50
" small	1 50	1 75
Verdilli lemons, new, per box	3 75	4 75
Tomatoes, per basket	0 25	0 30
Apples, per bbl	1 50	2 00
Siberian apples, per basket	0 25	0 35
Peaches, per basket	0 40	0 60
Pears, winter varieties, per basket	0 25	0 40
California grapes, Tokay		3 00
Cranberries, dark, Cape Cod, per bbl		10 00
" " " per case		3 50
Grapes, Concord, large basket	0 40	0 45
" small basket	0 22½	0 25
" Niagaras, large basket	0 40	0 45
" " small basket	0 22½	0 25
" Almeria, per keg	5 50	6 50
Quinces, per basket	0 30	0 40

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Offi e, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

Butter, Eggs, Cheese, Poultry, Fish, Game, —and also—

DRIED, GREEN EVAPORATED APPLES.

WE HAVE THE BEST MARKET IN CANADA TO GET YOU GOOD PRICES. GIVE US A TRIAL SHIPMENT.

Quick Returns. **Capital Fruit & Produce Co.,**

Cor. O'Connor and Albert Sts., OTTAWA.

G. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of . . .

Skinner's Queensland Turtle Soup

Dealers in . . .

Fraser River Canned Salmon
British Columbia Herrings

IN SEASON CAN SUPPLY YOU WITH FINEST FISH, ALL KINDS.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, **TORONTO**

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

VEGETABLES.

The vegetable market is still brisk. Supplies are ample and the demand is good. Altogether a good season has been experienced. Onions are rather scarce and high, and complaint is still general of potato rot. Prices are firming up with the advance of the season, but not more than might be expected. We quote :

Cabbage, per doz	0 40	0 50
" red, per doz	0 40	0 75
Potatoes, per bag		0 65
Potatoes, per bag, car lots	0 50	0 55
Sweet potatoes, per bbl	3 25	4 25
Onions, per basket	0 30	0 40
Onions, per bag		1 25
Spanish onions, per crate		1 00
Bunch lettuce, per doz. bunches		0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.		0 60
Mint, per doz bunches		0 15
Parsley, " "		0 20
Spinach, per bush		0 50
Beets, per bush		0 40
Cauliflowers, per doz	0 50	1 00
Carrots, per bag		0 50
Parsnips, per bag		0 65
Vegetable marrows, per doz	0 40	0 75
Green corn, per doz		0 15
Celery, per doz	0 25	0 50
Green peppers, per basket	0 30	0 50
Red peppers per basket	0 40	0 75
Egg plant, per basket	0 35	0 50
Butter squash, per doz	0 50	1 25
Hubbard squash, per doz	0 75	1 25
Pumpkins, per doz	0 75	1 50
Yellow turnips, per bag		0 35
White turnips, per doz	0 15	0 25
Oyster plants "	0 20	0 30
Leeks, per doz		0 30
Sage, per doz		0 10
Savoury, per doz		0 10
Citrons, per doz	0 50	0 75
Artichokes, per bush		0 75

FISH.

Demand is quite equal to the supplies and prices are firm at present. Oysters are rather high, about the same as the opening prices last year, but will probably show a decline in a couple of weeks. We quote :

Whitefish, fresh, per lb		0 09
Trout, fresh, per lb		0 09
Herrings, fresh, per lb		0 07
British-Columbian salmon, per lb	0 18	0 25
Halibut, per lb	0 12	0 15
Perch, per lb		0 05
Mackerel, each		0 25
Eastern salmon, per lb		0 25
Haddock, per lb		0 07
Cod, per lb		0 08
Oysters, standard, per small bbl		4 05
" selects " "		5 25

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.

Prices are a little stiffer this week. Ontario wheat is found hard to get hold of. Northern is advanced 1c., and red, ½ to 1c. Oats are ½c. firmer. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto		
" " Northern " "		0 92
Red, per bushel, on track Toronto	0 80½	0 81½
White " " "	0 80	0 81
Barley " " "	0 48	0 51
Oats " " "	0 33	0 33½
Peas " " "	0 67	0 68
Buckwheat " " "		0 45
Rye, per bushel, " " "	0 55	0 56

FLOUR.

Business is improving as a result of confidence in the future of the market. We quote :

Ontario patents, per bbl	3 70	3 95
Hungarian patents "	4 20	4 40
Manitoba bakers' "	4 00	4 15
Straight roller, "	3 50	3 60

BREAKFAST FOODS.

A very good demand is reported this week for breakfast foods. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl		4 25
Rolled oats, standard, carlots, per bbl., in bags		3 60
" " " " " in wood		4 00
" " " " for broken lots	4 00	4 10
Rolled wheat, per 100-lb. bbl		2 50
Cornmeal		4 00
Split peas		4 75
Pot barley in bags		4 00
" in wood		4 25
Swiss food, per case		2 88
Aunt Sally's Pancake Flour, per case		2 00

HIDES, SKINS AND WOOL.

A weakening market is reported as one of the sequences of the season. Calf-

References—THE TRADE. L.D. Phone 578.

GEORGE H. DUCK,

Importers' Agent and Fruit Broker.

Correspondence Solicited. **TORONTO, CANADA.**

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,

MONTREAL.

Tel. Main 778.

CLEMES BROS.

TORONTO,

HAVE—

NEW ELEME FIGS,

"Camel" Brand.

The finest on the market.

ALSO another car

JAMAICA ORANGES.

Write them for prices.

CANADIAN APPLES

NALBOROUGH & SONS, Limited

Harwich, England. Leith, Scotland.

Agents for the A. F. McLaren Imperial Cheese Co., Limited, Toronto, are open to receive consignments of best sorts of Canadian Apples.

CORRESPONDENCE SOLICITED.

Cable Address, "Nalbro" Harwich.
" " "Nalbro" Leith.

TEA.

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

"COMMISSIONER,"

CANADIAN GROCER,

109 Fleet Street E.C. London, Eng.

Seasonable Goods

New Figs, Dates, Almeria Grapes. Jam. Oranges, etc. Ask for prices

Phone Main 615 3394 — McWilliam Mc. and E. Everist. — 25 Church Street, Toronto.

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.

We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

McDougall's Scotch Clay PIPES

are the standard of the world.

D McDougall & Co., Glasgow. Scotland.

CHEAPER AMMONIA

During the summer months our Household Ammonia will be 50c. per gross less in price.

Did you ever try "Harvey's Perfumed Toilet Ammonia" for the bath. If you do, you will recommend it to your customers.

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

We Make Brooms

The kind that sell.

WRITE US. Our prices are right

THE CANADIAN BROOM CO.,

LIMITED

Mfrs. of Brooms and Whisks

400 Wellington St., OTTAWA

Winnipeg Brokers.

IF YOU HAVE ANYTHING TO SELL WRITE CAMERON GORDON & Co WHOLESALE COMMISSION AGENTS WINNIPEG MANITOBA

M. B. STEELE

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

P.O. Box 731. - - **WINNIPEG, CANADA.**

EASTERN MANUFACTURERS —AND— SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker.

skins are in good demand. Wool is unchanged. We quote:

HIDES.

No. 1 green, per lb		0 08
" 2 " "		0 07
" 1 " steers, per lb		0 08½
" 2 " "		0 07½
Cured, per lb		0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive		0 09
" " " 2 " " "		0 07
" " " 1 15 to 20 lb "		0 08
" " " 2 " "		0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheepskins		0 65

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17
Pulled wools, super, per lb	0 17	0 19
" " extra "	0 20	0 21
Tallow, per lb	0 04½	0 05

QUEBEC MARKETS.

Montreal, Oct. 22, 1903.

GROCERIES.

THE weekly review of the jobbing trade shows the general condition of business as fairly good, and, while in some quarters complaints of slow remittances from country merchants are reported, on the whole, a satisfactory state of affairs exists. The volume of business done was satisfactory. Sugars, the season being taken into account, are going out well; no change is prices is reported, though new York markets are strong, with beet advancing abroad. The report was received that French refiners are buying to hold, as the new beet crop was not improving. A few parcels of Austrian and Scotch sugars were received, but not in quantities to disturb local conditions. In teas, matters have been stirred up somewhat by the report of the withdrawal by the Ceylon Packers' Association of the 5c. per pound bounty granted for the improvement and culture of Ceylon green teas. This report has caused an unwonted activity in the trade, and brokers have booked large orders during the week, one having sold over 1,000 packages in an afternoon. Offers are also pouring in from the west, and cabling is kept up actively. This bounty, equal in Canadian currency to 1 2-3c. per pound, it is calculated, will enhance the value of Ceylon teas to that extent, consequently, jobbers and tea merchants are looking for supplies. One reason for the free buying prevailing at present is that the market is absolutely bare of these teas, buyers holding off all Summer and allowing their stocks to dwindle down. It is surmised, and is more than probable, that this withdrawal of the bounty will throw inquiries into Japans, particularly in this district. The high price of low and medium Japans, however, and the scarcity of same, leaves it a matter of keen competition, and Japans not being obtainable freely, will still leave an opening for Ceylon greens even at the advance. Taking it all round, teas are an interesting feature this week. China blacks and greens are firm, with no weakening in primary markets. Indian blacks are reported distinctly stronger. Syrups are in good demand. Molasses is unchanged and business quiet; cold weather setting in will make inquiries more plentiful. The canned goods situation is unchanged from last week. Jobbers are receiving supplies for corn and tomatoes in good quantities now, and the hope, so long cherished, for full deliveries, seems about to be realized. That tomatoes are considered good value by outside canner-

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

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

FOR SALE.

FOR SALE—Grocery and bakery; together or separate; town 4,000; good location for general store. Box 69, CANADIAN GROCER, Toronto. (44)

REAL estate and businesses for sale throughout Canadian Northwest; general stocks, hardware, boots and shoes, furniture, flour mills, cigar factory, laundry, implements, hotels, groceries, offices, travelling and partnership propositions. Leading business chance brokers of the Northwest. The Locators, Merchants Bank Block, Winnipeg, Manitoba. (43)

PROVISIONS WANTED.

WANTED—Eggs, butter and provisions of all kinds; fruits, fruit-pulp, especially raspberry, strawberry, black currant, apricot, etc. Apply first instance to John Crisp & Co., 24 Wellington Road, Birmingham, England. (44)

AGENTS WANTED.

TO MANUFACTURERS AND OTHERS—London firm of enterprising principals of which have had long experience in all branches of the grocery business and thoroughly understand the requirements of the public and the trade, with extensive wholesale and retail connections throughout the United Kingdom, wants buying and selling agency for goods suitable for the trade. They have successfully placed upon the market a number of proprietary articles, and have recently established over 10,000 agents for an article which is having an enormous sale in all parts of the United Kingdom. Splendid opportunity to place any proprietary article on the English market. Highest commercial references given. They will also obtain English goods for, and give use of their London office and staff to, Canadian and American merchants. Alfred King & Co., 38 Great Tower Street, London, E.C. England (47 eow)

WANTED—By an old established firm of boot polish manufacturers in London, a thorough and reliable firm to represent them in Canada. Liberal terms would be arranged. Address "Polish," care of THE CANADIAN GROCER, 109 Fleet St., London, E.C. (43)

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (44)

I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send description, state price, and learn how. W. M. OSTRANDER, 172 North American Bldg., Philadelphia.

...es is evidenced by the report that several small canneries are holding out for $1.20. This is a speculative figure, based no doubt on the assumption of the Canadian Canners' Association's inability to make full deliveries, and the fact that some jobbers who had held off placing their orders with the association would be forced to buy. Coffee is looking up somewhat, and, as the statistical position is strong, the feeling is for an advance shortly. Local trade is quiet and barely affected by the rise in New York, and unless the advance runs very high, no disturbance of values will be noticed. Spices of all kinds continue strong; pepper and cloves principally so. The arrival of the Escalona on Saturday with first direct shipment of Mediterranean dried fruits has thrown a good deal of activity into Valencia and Malaga raisins, currants, figs, etc. Grenoble walnuts have advanced 10 fr. per 100 kilos, according to rumor. Shelled almonds also are quoted 3s. per cwt. higher. California fruits are quiet with a stronger feeling in apricots. In green fruits Canadian apple shipments have been the most interesting line, some 67,000 barrels having left this port during the week for abroad. Canadian grapes are in good demand, with light receipts and consequent firmer prices. Sweet potatoes are on the market and in good demand. Canadian onions are scarce; red varieties almost impossible to secure. Spanish onions, ex Escalona, which brought some 5,000 crates, were freely taken hold of. In fish, herrings continue scarce, also green cod. Prepared fish are higher. Manitoba fish are coming in in good quantities and when weather hardens will get considerable attention. Bulk oysters have been only in ordinary demand, the open, soft weather being a drawback to active buying. Rice and tapioca trade is quiet, the latter being reported advanced 1s. per cwt. In vegetables, prices generally are tending down, supplies coming in plentifully. The local bean market is a very uncertain quantity just at present; prices are easier now, but what the outcome will be it is difficult to predict. Eggs are in good demand and prices are firmer. It is thought that the supplies coming forward will not more than equal the demand. There is nothing new in the honey situation. The evaporated apple market is steadier this week and prices quoted are being well maintained. The hop situation is commented on below. The situation in butter and cheese is commented on under "Dairy Produce." There are no changes as yet in the price of flour, but some reductions are expected soon. Business in grain is quiet.

SUGAR

The market for sugar is steady with no change to report. New York advanced 5c. per 100 pounds last week, but Canadian refiners did not follow, and, as trade is quiet now, it is not anticipated that they will be forced to advance, unless New York rises again. New York raw sugar market is firm. Private cable advices via New York to hand report beet market advancing and new crop beets not improving, also that French refineries were buying to hold. Some foreign refined sugars have lately been received, but not in sufficiently heavy quantities to affect the market. We quote:

Granulated, bags and bbls	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, boxes and bbls	4 65
" " ½-boxes and 1½-bbls	4 75
Extra ground, bbls	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Domino lumps, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Phoenix	3 95
Cream	3 80
Bright coffee	3 80
" yellow	3 80
No. 3 yellow	3 70
No. 2 "	3 50
No. 1 " bags and bbls	3 35 3 40
Raw Trinidad	3 15
Trinidad crystals	3 20 3 25

SYRUPS AND MOLASSES.

Syrups continue in fair demand, prices being low. The quality of syrups has of late years been a matter to which manufacturers have paid a good deal of attention, with the result that consumers are preferring it to even the finer grades of New Orleans and Barbados molasses. The change in the direction of preference by the consumer may also be attributed to the fact that manufacturers have for some time past been putting this desirable and necessary article into more convenient packages for the grocery trade to hand out to his customers, doing away with the clumsy, awkward, and more or less unclean barrels and half-barrels—a good movement, deserving of support by the trade. Molasses is unchanged, Barbados continuing firm. It is expected that as soon as the cold weather sets in a considerably larger trade will be done. We quote:

Barbados, in puncheons, old	0 42
" new	0 43 0 44
" in barrels	0 42½ 0 44½
" in half-barrels	0 43½ 0 45½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02½
" ½-bbls	0 02¾
" ¼-bbls	0 03
" 38½-lb. pails	0 03
25-lb. pails	1 30
Bbls., per 100 lb	0 90
½-bbls. "	2 75
Kegs "	2 75
Cases, 2-lb. tins, 2 doz. per case	3 00
" 5-lb. " 1 doz. "	1 90
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25
	2 10

TEAS.

Some little life has been injected into the local tea trade by the report that the Ceylon Planters' Association of Colombo had decided to terminate the paying of the bonus of 5c. per pound for the export of green Ceylon teas on and after December 31 next. In consequence of this report some very active buying has been indulged in by the trade, and the cables have been kept warm transmitting offers and orders. One broker during last Friday and Saturday cabled orders for no less than 4,000 packages of green Ceylons, while others have cabled orders of good size. On every hand the feeling exists that the withdrawal of this bonus (equal in Canadian money to about 1 2-3c. per pound) will enhance the value of Ceylon greens to the amount of the bonus withdrawn, and buying is being more liberally indulged in. This action on the part of the Ceylon Planters' Association is said to be made on the plea that the bonus had been allowed primarily with a view of encouraging the planters in the production of green Ceylons to compete with the teas of Japan and to reimburse the members for their extra outlay in the way of requisite plant, etc., for the preparation of these teas, and the time had arrived when the protection accorded should be withdrawn, as it had been demonstrated that the teas could be produced profitably without the bonus. In some quarters it is considered a trifle premature for withdrawing the bonus, and the fear is expressed that a reaction will take place in favor of Japan teas, particularly if the production of these latter teas can be increased. There is also a tendency to hold up the price of Indian greens, and some brokers are holding their samples for better figures. The hold that Ceylon greens have taken on the market, particularly in this district, is a strong one, and it is anticipated, as a consequence of the favor that they have met with, that even with the extra cost of the low-grade and medium greens, they will be able to hold their own in the market. What the effect will be on the United States markets, where they were just beginning to make themselves an interesting factor, can only be surmised. That it will have a tendency to restrict in certain quarters the demand for these Ceylon greens is admitted. As regards spot green Ceylons the market is bare, and inquiries are fairly pouring in from all parts of the country. In China blacks the market is reported as firm. The season is almost over for Paklings and there are no low-grades left in primary markets. China greens are steady and firm as a rock, and no weakening in China. Ceylon and Indian blacks are reported as advancing, and a distinctly stronger market is looked for. The low prices prevailing some weeks ago produced a demand so large that prices advanced rapidly. The statistical position is very strong. We quote:

Good to medium Japans	0 18 0 20
Fine to choice Japans	0 23 0 26
Ceylon greens	0 14½ 0 18
Indian greens	0 16 0 19
Japan style China congoes	0 08 0 10
Pealeaf Gunpowder	0 21½ 0 23
Common "	0 12½ 0 15
Ceylon blacks	0 14 0 18
Indian "	0 11½ 0 20

COFFEE.

It looks as if coffee prices would have to advance. The statistical position is very strong. Cable advices received from Brazil on the 16th inst. say that crop movement will show a falling off. This will tend to affect local markets in a measure. Mild coffees are firm at the advance reported some three weeks ago. English advices to hand say market is bare of mild coffees and prices should rule higher until next March-April, when new crop comes in. Locally, trade is quiet, though a stronger feeling is manifested on part of roasters. We quote:

Good cucutas	0 08¾ 0 09½
Choice "	0 11 0 12
Jamaica coffee	0 08 0 10½
Java	0 17½ 0 22

SPICES.

Spice market is strong locally sympathetically with New York. Pepper seems to obtain good attention, as also cloves. In pimento a strong feeling prevails, prices having steadily advanced since September 2 last from 7 to 8½c., last quotation from New York at hand to-day being 8¾c. Cloves continue strong both in London and New York. In black pepper, market locally seems to be well supplied, some large lots having been lately received. Cassia is firm, China being worth from 14 to 16c. Ginger is quiet. Nutmegs are firm and quoted all

the way from 40 to 60c., according to size. We quote :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 20	0 25
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 12	0 18
" " African	0 12	0 13
" ground Japan	....	0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14
Cassin	0 14	0 16

RICE AND TAPIOCA

Very little is doing in rice and prices are unchanged from last week's quotations. Tapioca is somewhat more interesting, primary markets having advanced 1s. per cwt., though even at this advance very little extra business is doing, as no great quantities are bought for stock. We quote :

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25
Tapioca, medium pearl	0 02¾		0 03
" seed pearl	0 03		0 03¼
" flake			4 00
Imported Italian			0 09
Fancy Head Carolina			0 10

CANNED GOODS.

In canned goods the situation of last week is unchanged, jobbers receiving into store their supplies of corn and tomatoes and are filling their orders, the majority of them in full, as the very satisfactory news from the Canners' Association last week gives hope of 100 per cent. deliveries being made to them. There are still some, however, who claim that only 80 per cent. will be made. It is reported that outside canning factories have made sales this week of 1,200 cases of corn at 72½c. and 1,000 cases of peas at 72½c. A few of the smaller outside packers are holding out for higher prices in tomatoes that are asked by the Canadian Canners' Association, one Quebecker asking as high as $1.20. This is presumably done in the anticipation that the association will be unable to fill contracts in full, but the impression is that this is merely a speculative figure and in no way indicates the state of the market. Trade in other lines is quiet. Salmon is holding up at firm prices quoted last week. Canadian sardines are strong and in some quarters are looked to as bound to go higher. We quote :

Tomatoes		1 05
Corn		0 90
Peas	0 87½	1 40
String beans	0 82½	0 85
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 40
Lawtenberries, 2s		1 50
Raspberries, black		1 35
Gooseberries		1 55
Pears, 2s	1 40	1 60
" 3s		2 10
Peaches, 2s	1 55	1 67½
" 3s	2 40	2 60
Plums, Lombard 2s		1 30
" Green Gage, 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 40
Sugar beets	0 90	1 00
Salmon, pink	0 90	0 95
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00

FOREIGN DRIED FRUITS.

The arrival of the Escalona, which event occurred Saturday last, put some activity into the dried fruit trade. Some 2,000,000 pounds of currants are being unloaded and the trade will be supplied from now until the arrival of the Bellona now on the way from Mediterranean ports. Deliveries are being freely made of Valencia and Denia fruits. Market is steady and prices unchanged. The expected decline has not transpired to time of correcting. There is a firmer feeling in Grenoble walnuts and an advance of 10 francs per 100 kilos is rumored. In shelled almonds cables from Malaga indicate stiff market with 3s. per cwt. advance. Figs are being looked to with interest. In California fruits apricots maintain the interest at firm prices. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases		0 05
" " cleaned		0 05¼
" " in 1-lb. cartons		0 06
Finest Vostizzas "	0 06¼	0 07¼
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 09

VALENCIA RAISINS.

Finest off-stalk, per lb	0 06½	0 07
New, finest off-stalk, per lb		0 07½
Selected, per lb	0 07	0 07½
Layers "	0 07½	0 08

FIGS.

Comadres, per tapnet	0 90	1 00
Elemes, per box, new	0 75	0 85

DATES.

Dates, Hallowees, per lb	0 04½	0 04¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 11	0 12
Peaches "	0 09	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 25
"Royal Buckingham Clusters," ¼-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ½s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	....	....
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 07½
50-60s	....	0 07
60-70s	....	0 06½
70-80s	....	0 06¼
80-90s	....	0 06
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 07½
" " 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06¼
" " 90-100s	0 04¼	0 04½
" " 100-120s	....	0 04

GREEN FRUITS.

Shipments of apples from the west have been lighter this week than last. The total shipments from Canada and the United States will be about 117,000 bbls. this week, not including shipments from Halifax. Out of this quantity about 67,000 bbls. are from this port. Market continues good in England showing fair returns to shippers. Lemons are very scarce and high in sympathy with New York and still higher figures are looked for during the next few weeks. Oranges about as last week and in very little demand. Canadian grapes are in good demand, but very light receipts are coming forward and as a consequence prices obtained are showing profitable returns to growers. California grapes are in demand at $2.10 to $2.50, according quality. Sweet potatoes are sel from $2.75 to $3 per bbl. Canad onions are very scarce. It is impos to secure any red varieties in bbls. less than $3.50 per bbl. Spanish on ex Escalona are fetching 75 to 80c. crate, according to quality. We qu

Verdilli lemons 300's, fancy	....
" " 360's, fancy	....
Cocoanuts, per bag of 100	....
Canadian apples, in bbls.	2 00
Pineapples, 24 to case	....
" 30 to case	....
Bananas	2 00
Canadian pears, per basket	0 40
Grapes, Canadian, blue	0 20
" " red and green	....
" Delaware	....
California Tokay grapes, per box	2 00
Jamaica oranges, in bbls.	....
" " boxes	....
Sweet potatoes, per bbl	....
Spanish onions, cases	....
" " crates	0 75

FISH.

The general feeling in fish is qu Prices are unchanged this week. S fish, such as haddock, are high owing heavy storms preventing fishing. pared fish must undoubtedly advan shortly owing to the scarcity of gr cod. Dore are fairly plentiful and arriv ing from Manitoba in good condition, and meeting with ready sale. It is expected that as soon as the weather hardens trade will be better in all lines. Oysters have not been so freely bought and handled on account of the soft weather prevailing. We quote :

Haddies	0 07½ 0 08
Smoked herring, per box	.... 0 15
Fresh haddock, per lb.	0 06 0 07
Dore, per lb.	0 07½
Pike, "	0 06½
Halibut, per lb.	.... 0 13
Gaspe salmon, frozen, per lb	.... 0 15
Salmon trout, per lb	.... 0 07½
Fsesh B.C. salmon, per lb	.... 0 15
Steak cod	....
White fish, per lb	0 07½
No. 1 Herring, Nova-Scotian, per bbl	5 00 5 50
" " half bbl	2 75 3 00
No. 1 Holland herring, per half bbl	.... 6 50
No. 1 Scotch herring, "	.... 6 50
" per keg	.... 0 95
Holland herring, per keg	0 65 0 75
No. 1 green codfish, new, per 200 lb.	.... 6 00
No. 2 green cod, bbls. 200	.... 5 00
No. 1 green haddock, bbls. 200	.... 5 50
Green pollock, bbls. 200	.... 4 50
No. 1 large green codfish, new, per 200 lb.	.... 6 50
Boneless cod, 1 and 2-lb. blocks, per lb.	.... 0 06
" fish, " " "	.... 0 05
" " loose, in 25 lb. boxes	.... 0 04½
Skinless cod, cases 100 lb.	.... 4 75
Dried codfish, new, per 100-lb. bundles	.... 4 75
B. C. salmon, per bbl	.... 15 50
Standard bulk oysters, per gal	.... 1 40
Marshall's kippered herring, per doz.	.... 1 40
Canadian kippered, per doz	.... 0 90
Canadian ¼ sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz.	.... 1 30
Canned cove oysters, No. 2 size per doz	.... 2 25
Shell oysters, No. 1 Malpecques	6 75 7 00
" " " common	5 00 5 50

VEGETABLES.

The potato market is quiet and ten ency is for slightly lower prices. Quite a number of cars are looking for offe Track sales for carlots have been ma at 55c. to 60c. As the crop in Quebec large it is not anticipated that prices tubers will rule high, unless export mand should be heavy. Sweet potat have lately made their appearance and to-day are selling at $2.75 to $3 per bbl Canadian onions are extremely scarce a it is impossible to buy red varieties bbls. at less than $3.50 per bbl. Sto this year are very light. Some 5 cases Spanish onions arrived on Escalona on Saturday, but this sm quantity was all sold ahead and no m can be brought in by direct steamers St. Lawrence route this year. We qu

Cabbage, per doz.	0 30
" red, per doz.	....
Cucumbers, per doz.	....
Onions, per basket	0 50
Cauliflower, per dozen	1 00

HOW about your window display this week? Can I help you?

I saw a great window in Tilsingburg the other day. If it hadn't been Sunday I'd have hunted up Wilson & Bentley, the proprietors, for I know they must be wide-awake hustling merchants —the kind I like to do business with.

They had placed in the center a big anvil—a real one from the blacksmith's shop (the anvil is part of the "FORCE" trade mark, you know). Around it was a mighty well-grouped display of "FORCE" packages — on all sides, top and bottom, back and front.

Three different people stopped to look at it while I was passing —even if it was Sunday.

I'll wager that window sold a lot of "FORCE" — and I'll wager, too, that it brought some new customers to the store—and that "FORCE" made everyone, old or new, feel a little bit better than they did before — better toward themselves, toward that store, and I really believe toward

Yours truly,

Sunny Jim

(To be continued)

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MILLERS AND GRAIN DEALERS

192 King St. East, - Toronto.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

John MacKay

Limited

Successors to John MacKay, deceased

ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

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THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

Carrots, per basket	0 40	0 50
Parsnips, per bunch		0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz		0 10
Radishes, per doz	0 15	0 25
Pumpkins, per doz	0 60	1 35

COUNTRY PRODUCE.

BEANS.

This is the most uncertain item on the list at present, the trade generally being at a loss to know what will be the outcome of the present situation. Since our last report prices have been considerably easier and some deliveries have been made from the west at reduced prices. A leading Montreal broker tells us that prices asked by Western producers vary about 15c. per bushel. Just what will be the final outcome it is hard to predict, but as there is no doubt that the crop is small, it would seem likely that prices will soon settle on a strong basis. Jobbers' prices are nominally unchanged, but it is reported that some concessions may be obtained. We quote:

Choice prime, per bushel	2 00
" carlots	1 75
Ordinary (off grade), per bush	1 85
No. 1 hand-picked, very fine, carlots	2 10

EGGS.

The local market continues to improve. The arrivals of new-laids are selling readily at from 22 to 24c., straight stock 19 to 21c., No. 2, 15 to 17c. The demand continues very brisk and it is now thought that supplies will not be in excess of the demand. If this be the case, a good trade may be expected through the Fall and Winter months.

HONEY.

There is nothing new in the situation and nothing to add to our reports of the last few weeks. Offerings continue large, especially from the west, but buyers are not anxious to stock up very heavily. The Montreal market is also influenced to a great extent by the West India honey market. We quote the following unchanged prices:

Strained, white	0 07½	0 08
Clover and basswood	0 08	0 08½

MAPLE PRODUCTS.

The local market has been quiet during the last week and there are no changes to report. We quote:

New syrup, in wood, per lb	0 05½	0 06
New syrup, in large tins	0 70	0 75
Old " "	0 55	0 60
Old " in wood	0 05½	0 06
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08	0 09

EVAPORATED APPLES.

There is a more settled feeling in the evaporated apple market this week, but whether it is temporary or permanent it is difficult to predict. Prices as given last week seem stationary. As stated in our last issue, large quantities of green fruit suitable for the evaporators are now being exported because of the low prices for evaporated fruit. It is thought that when this movement subsides there may be a further reduction in evaporated apples. The crop this year is so large that high prices cannot be expected. We quote:

New, in carlots	0 05½	0 06
New, in jobbing lots	0 06	0 06½

HOPS.

To our somewhat lengthy report of the general hop situation in our last issue, there is nothing special to add. Further English advices confirm what was said in our last issue concerning the shortage in the Old Land. The crops in Kent, Sussex and Surrey have now been gathered and according to The Kentish Observer, the yield in the majority of instances has been from two to three cwt. per acre short of the estimates formed before the picking. It is thought that when Government statistics are compiled it will be found that the aggregate quantity of hops grown is less than 400,000 cwt. The great gale about September 10 did great damage to the crop.

On the local market the situation is unchanged. Farmers continue to ask from 28 to 35c., which is higher than most dealers think the market will stand. There are few transactions.

POTATOES.

The local market is quiet. Dealers are buying at from 55 to 60c. per bag of 90 lb. and selling at 65 and 70c. The crop is large in this province and unless there is an export demand it is not expected that prices will be high this Winter. It is estimated that the American crop is thirty million bushels short of last year.

FLOUR AND GRAIN.

FLOUR.

There is very little activity on the local market. Flour is expected to decline, but as yet there have been no changes and we quote again the following unchanged prices:

Manitoba patent		4 80
" first bakers'		4 50
" second bakers'	3 90	4 10
Winter wheat patents	4 00	4 15
Winter patents		4 15
Straight rollers	3 75	3 85
90 per cent. patents	3 55	3 70
Extra	1 65	1 70
90 per cent. bags		1 80
Straight rollers, bags	1 80	1 85

FEED.

The market is firm with a good demand. We quote:

Ontario bran, in bulk	16 50 17 00
" shorts	19 00 20 00
Manitoba bran, in bags	18 00
" shorts	20 00 21 00
Mouillie	22 00 30 00

ROLLED OATS.

Trade is better this week. We quote:

Rolled oats, in bbls	3 80	3 85
" " in bags	1 85	1 90

CORNMEAL.

Nothing new to report. Market is quiet. We quote:

Gold dust, bags	1 80	1 90
" bbls	3 90	3 99
Ordinary, bags	1 40	1 45

GRAIN.

Business continues quiet, with little demand for export. Manitoba wheat continues too high to allow exporters to handle it. The bulk of it is still going to the millers. The movement of grain from the Northwest is still very slow. We quote:

No. 1 hard Manitoba	0 83
No. 1 Northern	0 80½
Rye	0 57
Peas	0 72
Corn	0 53
Buckwheat	0 49
Barley	0 50
Oats	0 34
Malt	0 75

BALED HAY.

There are no changes. We quote:

No. 1 timothy	10 00	10 50
No. 2 timothy, choice	8 50	9 50
No. 2 timothy, ordinary	8 00	8 25
Clover, carlots	7 50	8 00

LOOSE HAY.

New hay is quoted at $7.50 to $8 per load of 100 bundles of 15 lb. each, and old hay $8 to $8.50.

ASHES.

Trade is quiet. We quote:

First pots		5 85
Seconds		5 50
Pearls, per 100 lb	6 75	7 00

HIDES.

Lambskins are quoted at from 65 to 70c. In other hides there is only fair activity. We quote:

No. 1 beef hides		0 09
No. 2 "		0 08
No. 3 "		0 07
No. 1 buff sheepskins	0 77	0 79
Lambskins	0 60	0 65
No. 1 calfskins	0 11	0 12
No. 2 "	0 09	0 09½

RAW FURS.

There will, in all probability, be considerable changes to report next issue, but in the meantime we quote the following unchanged prices:

	Large	Medi'm	Small	Kitts				
BEAVER—Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50	Fall Beave $2.00 to $2.50 per pound.		Spring Beav $2.00 to $2.25 per pound.	
" Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
	Large	Medi'm	Small	2	3	4	Cubs.	Years
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to	$8.00
" Brown "	12.00	7.00	5.00	.....	.....	.....	1.00 to	5.00
	1	2	3	4				
BADGER—Of all sections	.50	.25	.10	.05	.....	.....	.....	.....
	Dark	Brown	Pale	2	3	4		
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20			
" Territory and Western	4.00	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3			
LYNX—Far North-Eastern	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25		
" Territory and Western	4.00-8.00	6.00	4 to 5.00	2.00	.60	.20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25		
" Territory and Western	7.00	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2 Large	2 Small	3		
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT—Eastern, best large	25-28c.	.10 to.13	8 to 10	2 to 5				
Territory and Western	20c.	5 to.10	.07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER—Labrador and far North-Eastern	$10	7.00-10	10.00-12	2.50-5	2 to 4.00		$1.00 to	$2
" Territory and Western	4.00	4.50	3.50 to 5	2.25	.50		.25 to	.75
	Large	Small	2	3	4			
RACOON	.75-1.25	.60-75	.33-50	.25	.15			
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
	Black	Sh rt St	Long St	White				
SKUNK	.75-1.25	.75	.40-.50	.05-15	.....	.....	.....	.....
	Dark	Brown	Pale	2	3	4		
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM	$5.00 to $6.00 per pound.							

—IN STORE—

California Seeded Muscatel RAISINS

Our first car of NEW CROP which is now in store comprises the following well-known brands: "**Nonpareil**" fancy; "**Monogram**" choice, 16-oz. packages, and "**Royal**" choice, 12-oz. packages.

—GET OUR QUOTATIONS.—

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

Is guaranteed to go twice as far as a tin of Paste or Liquid Stove Polish.

X-RAY is the **Powdered Polish**

It gives a Quick Brilliant Lustre and Does Not Burn Off.

No Drying Up. No Rust.

X-RAY Gives the Largest Profit.

Six Extra Free Packages in Every Box.

CANADIAN AGENT:

B. L. NOWELL, 27 Common Street, **Montreal**

A Revolution in Coffee Essences.

You can now get an Essence that makes Coffee equal to that infused from Ground Coffee and Chicory by using

ELDER'S

which is extracted from Coffee and Chicory only, and has no Treacle, Burnt Sugar or Syrup-Toffee flavor.

The "LANCET"

OF 20th JULY, 1901, SAYS:

"We do not doubt the genuineness of these preparations, since we were able to extract from them the Aromatic Oils of Coffee as well as Caffeine. The manufacturers have succeeded, to a large extent, in retaining the agreeable aromatic properties of the freshly-roasted berry."

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Alex. Elder & Son,

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WHOLESALE PURCHASING AGENTS WANTED.

Raisins California Seeded will be more popular than ever. We have the handsomest carton in the market, "Horseshoe," Fancy, 16 oz.

Jars We have a few Mason pints left which we will sell at $6 10 per gross.

Teas We have some shipments of Indian and Ceylon Greens and Blacks just at hand. We can give you great values in these.

Sardines We quote:

Mikado ¼ key opener . . . **8½** cents.

We have other brands of imported sardines, key openers, at less money.

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main. 870 "

48 WELLINGTON ST. EAST, TORONTO.

IN STOCK
NEW CROP
SELECT VALENCIA RAISINS
CANDIED PEEL

LEMON, ORANGE and CITRON PEEL.

Thos. Kinnear & Co., 49 FRONT ST. EAST, Toronto.

BENSDORP'S ROYAL DUTCH COCOA.

WE HAVE JUST BEEN APPOINTED SOLE AGENTS FOR THE SALE OF

BENSDORP'S ROYAL DUTCH COCOA

IN ONTARIO, MANITOBA, NORTH-WEST TERRITORIES AND BRITISH COLUMBIA.

NO FINER COCOA MADE.

⅛ lbs.	- - - -	90c. doz.
¼ "	- - - -	$2.40 "
½ "	- - - -	4.75 "
1 "	- - - -	9.00 "

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
SOLE SELLING AGENTS, - - TORONTO.

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., Oct. 20, 1903.

BUSINESS in St. John continues good. We are looking forward to a particularly large Winter export business. There is much dissatisfaction over the withdrawal of some of the mail boats from St. John. While, without these, the number of steamers to call here will be larger than ever before, there is a feeling that as the mail boats receive a subsidy they should carry out the agreement and fulfil their contract, or, at least, in default, not receive the full subsidy. In markets there is little change. Cream of tartar is again turning higher after the somewhat lower prices quoted. Potatoes, which are a large product, are a good crop in both quality and quantity.

OILS.

In burning oil this is the season of large consumption. Prices are rather higher and the market firm. In lubricating oils, while prices do not change as quickly as burning, the tendency is as a rule the same. Linseed oil continues low and is quite easy and sales not large. Turpentine is still high and quite firm. In cod oil prices are rather higher. Supplies are very light. Quotations are:

American Water White	....	0 20
Best Canadian	....	0 19½
Prime	....	0 19
Linseed oil, raw	....	0 54
" boiled	....	0 57
Turpentine	....	0 85
Cod Oil	0 32	0 35

SALT.

In Liverpool coarse salt business is rather quiet. Stocks are not large but seem ample. Prices are held quite firm. No receipts are expected for some little time. In fine salt the lateness of the season leads to light business. No large stocks are held. We quote:

Liverpool coarse, per bag	0 59	0 60
English factory-filled, per bag	0 95	1 00
Canadian, per bag	....	1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl	....	3 10
" " 10-lb " "	....	2 85
" " 20-lb. wood boxes, each	....	0 55
" " 10 " " "	....	0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 50
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

CANNED GOODS.

The firm price of tomatoes is a feature of the market. The outlook is for a light pack. Some Nova Scotia goods have been delivered this week, also some Nova Scotia apples and plums. In corn and

F. KESSELL & CO.

7 and 8 Railway Approach, London Bridge, ENGLAND

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

FRUIT PULPS **FRESH FRUITS, CANNED GOODS and GENERAL PRODUCE,**

FOR GREAT BRITAIN.

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

UPTON'S

Jams, Jellies AND Marmalade

IF YOU ARE LOW ON THESE LINES, STOCK UP — AND STOCK UP NOW.

SHOULD YOU HAVE ANY DIFFICULTY IN OBTAINING STOCK FROM YOUR JOBBER, WRITE US, AND WE SHALL SEE THAT YOU ARE SUPPLIED.

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

peas while the feeling is firm there is not the same tendency to higher prices. In fruits the output has not been large, and all lines are firmly held. Blueberries are scarce. Salmon is firmly held at the advance and markets are very firm. Domestic sardines are a light pack. We quote:

Tomatoes, 3's	1 10	1 25
Corn	0 90	0 95
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 55	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3's	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" cohoes	1 25	1 35
" spring	1 35	1 50
" sockeye	....	1 50
Domestic sardines, oils, ¼	3 00	3 25
" mustards, ½	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef No. 1	1 50	1 60
" No. 2	2 60	2 70

GREEN FRUIT.

There is a fair business. Apples are the large sellers. Good reports continue to come from Nova Scotia. The apples received are fine and prices low. Gravensteins have the largest demand. In oranges Jamaica stock hold the market, with prices unchanged. Lemons have just a fair sale; the market continues quite firm. In small fruits Ontario grapes are quite plentiful. There is a good sale at good figures. Some nice Tokay are offered. Barrel grapes have a very light sale. Ontario peaches are still offered at quite firm prices. Pears are about done. Sweet potatoes are in light demand with prices rather easier. Cape Cod cranberries rule at full figures. We quote:

Jamaica oranges, bbls	5 00	6 00
" " boxes	3 00	3 50
Messina lemons	4 00	4 50
Cocoanuts, per bag of 100	....	3 50
Bananas, per bunch	1 25	2 00
Apples, N.B. and N.S.	1 50	2 75
Grapes, per bbl	4 50	5 00
Sweet potatoes	4 00	4 50
Peaches, per basket	....	0 75
Grapes "	0 25	0 40

DRIED FRUIT.

This is a line of much interest. In general rather light stocks have been bought. Little California fruit will be seen, except a fair quantity of prunes. In all lines of fruits prices are firm, particularly in raisins. New Malaga, seeded and loose, are daily expected. New peels have been received; the price is rather higher than last year. Figs are here. New dates will show higher value by the time they arrive. Evaporated apples rule firm; sales so far have not been large.

IN STOCK.

NEW

Evaporated Apricots

AND

Peaches

Fancy, Choice and Standard.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

Onions are higher and are being offered chiefly in bags. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	0 06	0 06½

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers, new, "	0 08½	0 09

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ¼-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " " ⅛s	1 30	1 40
Loose muscatels, 50s	0 08	0 09
Malaga, choice, seeded	0 09	0 09½
" fancy, seeded	0 10½	0 11
Loose muscatels, per lb	0 08	0 09
" " seeded, in 1-lb. packages	0 09	0 10½

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PRUNES.

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

APPLES.

	Per lb.			Per lb.	
Dried	0 04	0 04½	Evaporated	0 06	0 06½

ONIONS.

Canadian onions, per bbl	....	3 00
" " per bag	....	1 50

SUGAR.

Prices did not rule as high as expected. The lower figures of last week are quoted. We quote :

Redpath's granulated	....	4 20
St. Lawrence "	....	4 20
Acadia "	....	4 15
" " in bags	....	4 00
Bright yellow	....	3 85
Med. "	....	3 55
Paris lumps, in 50-lb. boxes	0 05	0 05¼
Powdered	0 05¼	0 05½

MOLASSES.

There is a fair movement, except in Porto Rico, of which there is a fair stock. Quantity here is light. The full price has effected the sale. We quote :

Barbadoes	0 36	0 38
Porto Rico	0 40	0 45
New Orleans	0 30	0 38

FISH.

Stocks are very light. The season for selling finnan haddies is now on: but supplies are small. Codfish and pollock are both high and firmly held. In pickled and smoked herring full values rule. Stocks come to hand very slowly. There is very little to be had in fresh fish. Sardines continue to be taken in quite large quantities in our harbour. We quote :

Haddies, per lb	0 04½	0 05
Smoked herring, per l	0 11	0 12
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	....	2 25
Pickled herring, per ½-bbl	2 35	2 50
Dry cod	4 05	4 25
" small	3 00	3 25
Pickled shad, ½-bbl	....	6 00
Halibut	0 12	0 15

FLOUR, FEED AND MEAL.

Manitoba flour continues firm. Ontario flour while quoted rather lower is said to be firm at present price. Oats and oatmeal are rather firmer ; there is but a fair sale. Feed has a fair sale, but supplies are not large. In beans very few are offered ; the higher prices hold firm. We quote :

Manitoba flour	$5 40	5 50
Best Ontario	4 65	4 80
Medium "	4 15	4 50
Oatmeal	4 10	4 25
Cornmeal	2 75	2 85
Middlings, in small lots	23 00	24 00
Oats	0 38	0 40
Hand-picked beans	2 15	2 25
Prime "	2 05	2 15
Yellow eye "	3 25	3 35
Split peas	....	5 00
Barley	4 25	4 40
Hay	10 00	12 00

NOTES.

Batger's peels were received by the trade this week.

J. G. Rood & Co., Berwick, Nova Scotia, this week delivered to the St. John trade canned apples, plums and tomatoes.

Dearborn & Co. received a large consignment of Canada Cream Cheese this week. Although just put on the market for this season this is a repeat order.

No Grocer need hesitate about stocking

Clark's Ox Tongues

There's a flavor and fine quality about them which will please your BEST CUSTOMERS.

1½, 2 and 2½-lb. Tins.

TRY FRUITMEAL TRY — DELICIOUS ACID FRUITS — FOR SUMMER USE — CORONA — FOR SPRING USE — FOR PIES PUDDINGS — TRY TRY

Delicious, Healthful
The Ideal Fruit
—FOR—
SPRING and SUMMER USE
ONCE TRIED, ALWAYS USED. ASK FOR IT
CORONA FRUIT CO., W. B. Bayley, Agent, Toronto

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

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

MANITOBA MARKETS.

Office of THE CANADIAN GROCER,
WINNIPEG, October 19.

TRADE in grocery and produce lines is steady, and though the rush for goods is not quite so strong as it was at the corresponding period of last year, every wholesale house will tell you they have about all they can handle. The delay in the getting out of the grain has, of course, kept other lines of trade back, and it is having some effect on collections, which are slower than they should be at this season. The high prices at which the crop is selling is giving the farmer a good return, and but for this there would have been some loss, as for the first time in many years Manitoba, or more properly speaking the Northwest in general, has what is known as a No. 2 crop, that is, the bulk of the crop threshed after the bad weather will grade 2 northern. It is a matter for congratulation, however, that a careful study of the grain inspection lists shows that the crop of the Canadian West is grading decidedly better than that of either Minnesota or Dakota. At this writing No. 2 northern wheat is selling for 8½c. over the price of No. 1 hard at this date last year. Manitoba No. 1 northern has sold at a premium over Duluth No. 1 northern since the season opened. The yield of grain on the whole is larger than was anticipated, and there are enormous yields of oats reported from many sections, more particularly in the Northwest Territories. One yield that was verified by a Government agent was 7,000 bushels from 75 acres, the oats weighing 50 lbs. to the bushel measure. These would sell at the man's own station for about 24c., so that the returns for that portion of his season's work could not be complained of. In grocery lines there are few changes to record, and demand is steady in all seasonable goods.

CANNED VEGETABLES.

Packers may be said to have withdrawn quotations from this market, as quotations on anything but contracted orders are practically prohibitive. New pack of tomatoes sell steadily at $3.50 for the 2-doz. case. There is no change of situation as to either corn or peas.

CANNED SALMON.

The situation is strong and prices are high. No. 1 sockeye is quoted at $6.25 and No. 2 at $5.75, for last year's goods, and red spring salmon at $5.50.

EVAPORATED AND DRIED FRUITS.

Valencia raisins of the new stock are selling at $2.40 to $2.65 for fine off-stalk, according to grade. The California fruit growers have advanced the price of cleaned currants ¼c, but the price here has not yet responded. The orders booked for Spanish seeded raisins have been cancelled, the company not being able to fill them for this season. This is rather a disappointment, owing to the high price of California fruit. Small prunes are very scarce, the crop being light—the prunes nearly all run to the large sizes. Prices at present for small prunes are all quoted on last year's stock, which is the only stock available at the moment; 100's and over are quoted at 3½; 120's to 140's, 3¾; 60's to 70's, the smallest size of new stock to hand, 7c; 50's to 60's, 7½, and 40's to 50's, 8¼.

Evaporated apples are in strong demand, but present indications seem to point to quite as high prices as last year.

GREEN FRUIT.

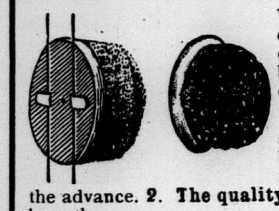
California oranges are about out of the market owing to the high prices. The stock at present on the market are Messinas,

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

A SELLING ARTICLE.



We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. The low price at which we have been able to sell it, notwithstanding the advance. 2. The quality, which has always been the same.

Samples and full particulars free

NICHOLSON & BROCK, TORONTO

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.

Cultivating Weeds

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

IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

The Roof
Gets the Worst of it

There is no shelter for it—it shelters the rest from the force of the elements.

That's why you need the very best shingles, no matter where else you stint.

Eastlake Steel Shingles

are absolutely Fire, Lightning, Rust and Leak proof, and easy to apply. They've been proved long since the most reliably perfect and long lasting kind you can find.

Galvanized or Painted.

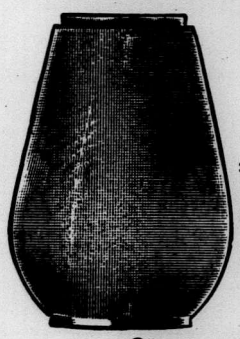
The one kind that always satisfies.

THE Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG

When you use
Wrapping Paper
to protect a parcel you should be able to rely on it. Our brown and manilla wrapping papers are of a strong and durable quality that never varies. It is always satisfactory.

CANADA PAPER CO., Limited
Toronto, Montreal and Windsor Mills, Que.

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.

which sell at $6. The principal fruits moving at the present are apples and grapes. Grapes are quoted this week at 30c per basket, and this will be the lowest point of the season. Grapes have come forward in very good shape. Apples are $3.50 per barrel, and so far are coming forward in fair shape, but nothing to brag of. Bananas have advanced to $4 per bunch.

HONEY.

Honey is very plentiful, dealers declaring that not for years have they been so flooded with offers of stock. There has been a large amount offering from Manitoba, and simply countless offers from Ontario. There appears to have been a tremendous crop all over Canada. The Western market can only be considered as fair for honey, the demand growing a little each year, but not very rapidly.

FIBRE WARE.

The new list showing the reduction in fibre ware is now out. Fibre pails, $2.25 per doz.: No. O tubs, $14.70 per doz; No. 1, $12.80; No. 2, $10 90; No. 3, $9. Nests of 1, 2 and 3, $2.75 per nest.

FLOUR.

There is a good deal of interest in flour at the present time, owing to the large orders placed by Japan with California milling firms for flour. The Osaka exhibition has opened the eyes of Japan to the merits of Canadian flour, and there is prospect of greatly increased trade. It is known here that some of the big milling firms have been approached in the matter of large exporting orders for Japan, but just at present there is nothing for publication. The western millers have for some years been exporting to Japan, but the prospect of war would seem to indicate a possible immediate development of the trade.

The local prices have remained without change at $2.35 for patent, but if the price of wheat continues to advance there will likely be an advance in flour.

DAIRY PRODUCE.

Creameries are practically all closed with the exception of those in the city, and prices for creamery butter from this time on will be the jobber's price to the retailer, which is 20c. to 22c. per lb, according to size of package.

Dairy butter continues to arrive in small quantities and there are no really large stocks in store; in fact, it is not often that butter has been so well cleaned up early in the season. The indications point to high prices this Winter. At present jobbers quote 18 to 18½c. for fresh tubs.

Cheese—Prices are very firm, being 13½ to 14c. for Manitoba and 14 to 14½c. for Ontario.

Eggs—Jobbers quote, 25c. per doz. for strictly fresh selected stock; 23c. doz. for freshly candled stock, and 22c. for pickled or glycerined stock.

CURED MEATS.

Market is active and firm for all lines of cured meats, and prices are as follows: Hams, sugar cured, 15½c.; bacon bellies, 13c.; breakfast bacon, backs, 12½c.; shoulders, 9c.; spiced roll, 11¾c.; dry salt long clear, 11¾c.; smoked long clear, 12c.; dry salt shoulders, 9½c.; boneless backs, 12c.; pure lard, in 20-lb. pails, $2; 40-lb. pails, $5.20; 3-lb. tins in cases, $6.60; 5-lb. tins, $6.55; 10-lb. tins, $6.45; compound lard in 20-lb. pails, $1.75; barrel pork, heavy mess, $20.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Oct. 17, 1903.

ADVICES received at the head offices of The White Pass & Yukon Co., here from White Horse this week announce that between October 6 and 9 there had been 600 tons of Dawson freight moved from that port down the Yukon. At the latter date there still lay at the warehouses of the company at the head of navigation over 2,500 tons of merchandise, mainly consisting of provisions, fodder for the great number of horses in the Yukon and a small proportion of Winter dry goods.

At the time of the report the water in the Yukon was 48 inches above minimum low water, but continued freezing on the upper waters was rapidly reducing the flow so that an early cessation was then expected. No subsequent report by wire has been received this week, though it was confidently anticipated that the closing of navigation would be complete this week. The fact that such great quantities of food supplies still remain to be forwarded may have a very serious effect on the market quotations of certain staple lines in the northern camp during the Winter season. The White Pass Co. has already sent in 75 head of horses for the Winter stage route operated during the Winter. Only small quantities of freight are transported by team during the Winter owing to the very high cost, made almost prohibitive by the price of horse keep in the north, especially in the Winter months. Small shipments of fresh Christmas goods are sent in, mostly fruits, fresh eggs, dressed poultry and similar lines, all in the nature of luxuries.

* * *

New season's raisins from California are beginning to arrive, a carload having been received by one wholesale house this week. It is a peculiar feature of the raisin situation here, or rather in California, from whence practically all the supplies for this market come, that with a very heavy yield and increased total production this year the market is opening high and strong, with every likelihood of going higher.

The explanation offered is that The California Raisin Growers' Association, a strong combination, last year found their entire production sold up very early. This year, with increased output, the demand is also very materially increased so that to guard against the same result, and also to make the most of the strong position they find themselves in, the California Raisin Growers' Association is putting up the price to a stiff figure to begin with.

Thus, while supplies are plentiful and more able to meet the demand than last year the prices paid are over 1c. higher for opening quotations than last year's crop commanded. Another factor is that large contracts were made by many wine houses in California with the vineyardists for fresh grapes, so that a large portion of the crop which might have been turned into raisins never reached the driers, but was sold direct to the wine presses.

The British Columbia wholesalers are able to handle the California raisins much lower than they would the eastern article, and with the exception of Smyrna sultanas the quantity of eastern raisins imported to this market is very limited. Of course, fine layers and fancy cluster stock is all from the east, that being a specialty the California packers have not yet attained success in. Indeed the Valencias they put up are not at all the equal of the eastern fruit.

The quotations by the wholesale trade here to the retail trade open at from 10¼ to 10½c. per 1-lb. carton, fancy. Other grades follow.

* * *

New California figs are also among the arrivals noted in the market this week. They are high in price too, though as in the raisins, the crop in California is large this year. The California output of all lines of dried fruits is very extensive, the shorter haul from that state to the states of the west and middle west giving an advantage over eastern stocks which have first to be shipped into the country, paying duty, and then to stand a longer rail haul.

Figs produced in California show a distinct improvement this year. The packers are apparently gaining in experience and improving their methods of handling them. It is but a few years since the fig industry began to assume proportions in California products, but the advance and expansion has since been very rapid. All lines are put up, and both black and white cooking varieties are shipped. The layers in cartons and boxes are very good in comparison with eastern growth. Where the shipments of cooking varieties come from the east in mats, the California shippers pack them in boxes similar to other dried fruits.

* * *

While there is not yet much movement in new season's dried fruits from California the shipments received so far are at advanced prices over last season's opening quotations. Apricots are this year especially high. In evaporated apples the quotations so far received show that the eastern or Ontario fruit is likely to supply this market this year to the exclusion of the California, which is the reverse of last year's quotations.

So far as quotations from the east have been received, it is expected that it will be possible for the wholesale houses to lay their stocks down here from Ontario, freight added, at 6¼c., which will enable them to undersell present California quotations, and from the position of the market it is likely that California prices will go still higher.

* * *

In canned goods the situation is still unchanged. There are now considerable quantities on order and a good deal of stock moving, some here and more to arrive. It is stated that the big combine has not been able to keep its lines all open. Quotations are still withdrawn on tomatoes and beans, and other orders have not been filled, but left open pending close of the pack.

NEW HOUSE FOR CALGARY.

E. Nicholson, wholesale commission merchant and broker, Winnipeg, is establishing a branch of his business in Calgary to supply the Western and British Columbia jobbing trade. The branch will be opened on the first of the year.

OTTAWA TRADE GOSSIP.

OTTAWA, October 21.

BUSINESS among retailers has been very good. All the leading stores report a good Fall trade, while the wholesalers are extra busy. A sure sign of good times has been the advance in price of almost all lines of groceries. Speaking with a prominent wholesaler to-day, he said: "Almost anybody is a good buyer on a rising market. While we all think we are good buyers, the best buyer is usually the man who buys as he requires; but the fortunate man this year is the big buyer—who took chances in the first place." He instanced salmon, raisins, molasses, canned goods. Almost all staple lines except sugars are high and firm in price. Sugars are as last week, $4.12 for granulated in bags, $4.17 in barrels; yellows, $3 47 and $3.52. Canned goods are very firm, although weather conditions last week made prospects brighter; they are still firm this week.

Molasses is now worth 43 to 45c., and likely to go higher.

Shelled nuts are being picked up briskly this week by retailers for future requirements. Shelled almonds are worth 25c.; shelled walnuts, 27½ to 30c.

At the Fruit Exchange receipts of grapes have been larger and prices have eased off, Concords selling at 20 to 22c., Niagaras 18½ to 20½c., Rogers 22 to 28c.

At the Ottawa Cheese Board on Friday last prices of cheese advanced ½c. above the previous week, and an unusually large number of sales were made. As high as 11 3-16c. and 11¼c. in a couple of instances was paid. About 500 boxes were not sold, with the hope that a better figure would be realized. About 1,900 boxes were boarded.

An advance is looked for in the price of brooms.

The butter market is very firm at present. Good dairy is hard to get and creamery is in good demand. Prices are: For creamery in blocks, 23c.; creamery in bulk, 21c.; choice dairy, 19c.; good dairy, 18c.; round lots, 16 to 17½c.

NOTES.

P. D. Herbert, of Bank street, has removed into his new store in the old O'Connor block. The store is fitted up with the latest modern fittings, and is a great credit to Bank street. All success to Mr. Herbert in his new venture.

The F. J. Castle Co. are receiving many enquiries for their new breakfast food "Wee MacGregor," which they hope to soon have on the market. Mr. Castle says it takes longer than one thinks to get a new thing started, but they want to give it a good start when it appears, hence some necessary delay.

G. W. Shouldis is chairman and manager, H. C. Ellis secretary, of the party leaving for New York on the 27th. It is likely they will style themselves the "Canuck Tourists."

H. N. Bate & Sons are doing such a trade this year that they have been compelled to enlarge their already long warehouse by adding three additional storeys which are almost completed.

Messrs. Provost & Allard are delivering canned tomatoes to the trade this week. They report having a great many orders on hand.

Mr. Sterling, of T. A. Lytle & Co., Toronto, is in this city looking alter Fall orders, as is also Archie Rankin, representing S. H. & A. S. Ewing & Sons, Montreal.

A CUSTOMER FOR THIRTY-EIGHT REARS

Messrs. Balfour & Co., Hamilton, had a call last week from one of their very oldest customers in the person of John Waddell, of Harriston, who has dealt with this firm continuously for thirty-eight years, and has always paid one hundred cents on the dollar. While Mr. Waddell is one of the oldest customers of Messrs. Balfour & Co., he is also one of the oldest subscribers of THE CANADIAN GROCER.

The retail merchants of Fort William, Ontario, have organized an association. W. F. Hogarth is president, John King vice-president and J. Edgar Rutledge, P.O. Box 175, is secretary-treasurer.

GILMOUR'S

Monarch of Non-Alcoholic Drinks

HOP ALE and HOP STOUT

Medal—Highest Award, Chicago Exhibition, 1893.

Gilmour's celebrated OATMEAL STOUT (Alcoholic)

Nourishing and Sustaining.

Try these and then you will want

Gilmour's BREWED GINGER BEER and GINGER STOUT. . . .

AGENTS

J. H. MAIDEN, 131 Place d'Youville, MONTREAL.

H. H. STIMPSON, HALIFAX, N. S.

JOHN S EAGLES, WOODSTOCK, N. B.

SOLE EXPORTERS

SHARROCK, WILLIAMS & HALLMARK

LIVERPOOL AND LONDON.

Cocoa-Its Growth and Manufacture.

A Cocoa Estate in Trinidad.

By a Trinidad Planter.

THE cocoa tree (theobroma cacao) is a native of Central and South America, and species of it are said to have been found growing wild in one or two of the West Indian Islands. When left to itself the tree will reach a height of twenty or thirty feet. It sends out small flowers in bunches, and from each bunch a pod is formed.

The plant is grown from seeds which germinate readily, and are sown in beds or bamboo pots in nurseries. When the little plants are about a foot high they are planted out in the fields at distances of from ten to eighteen feet each way. The young plants are shaded by the banana (musa sapientum), plantain (musa paradisiaca), cassava (manihot utilissima), and other quick growing plants and by the immortelle or "cocoa mother" (erythrina umbrosa), seldom by any other trees, when they are big.

The trees begin to bear at the age of three years, but are not in full bearing until from seven to ten years. During this time they need much care.

The crops are gathered at two different times, Easter and Christmas.

The pods are cut from the trees with a cocoa knife, which has a chisel on the top and a crescent shaped blade on the side, the latter sharpened on the under edge. After being cut off the tree the pods are broken, under the trees, by negroes and indians, and the beans taken out and brought to the sweating house.

The beans are sweated, or fermented, by placing them in an air-tight room or in boxes and leaving them for three days. Then they are turned and left for another three days, after which they are sunned; for one or two hours for the first day, increasing the length of time in the sun each day, until they are properly dried. When they are dried they are sometimes washed and sometimes clayed, which makes them bring a better price.

Gathering and Breaking Cocoa Pods.

On most estates barbecues are used. These are simply large trays and roofs with rollers on lines, the roof being rolled off for sunning and on again at night.

When the beans are dried they are put into bags and sent to the English markets, where they are sold to the makers of the different brands of cocoa and chocolate.

There is great fun to be had on cocoa estates by hunting agoutis. These little animals do much damage to the pods borne near the ground and to fruit. Deer and 'possums also do damage and afford a certain amount of sport.

Each estate is in charge of a manager, who is assisted by one or two overseers, according to the size of the plantation. The number of laborers varies from 80 to 200, and it is to these people that we are indebted for our much relished chocolate.

The Manufacture of Cocoa.

After the cocoa beans leave the plantation they have still to undergo a series of rigorous ordeals before finding their way into consumption as delicious breakfast cocoa or one of the many toothsome chocolate confections.

The first process through which the bean must pass in its manufacture is that of roasting. The beans are placed in a revolving cylinder over a furnace and are thoroughly roasted in a manner quite similar to the method employed in roasting coffee. In fact a coffee roaster is quite suitable for roasting cocoa.

The beans come out of the roaster dry and crisp and ready for the second operation. In this they are fed into a mill which cracks the bean into coarse pieces called nibs, while at the same time the light thin enveloping hull is blown off by a rapidly revolving fan.

The cocoa nibs, of a dull brownish color, reduced to about the size of field peas and from every appearance dry as dust, are now ready for the triple grinding mill. In passing through this mill they are subjected to great pressure and the oils in which cocoa is extremely rich are liberated. So great is the proportion of oil in the cocoa that the dry nibs which enter the upper orifice of the mill flow quite freely from the lower as a chocolate-colored oily liquid.

At this stage is prepared the cocoa butter of commerce. The chocolate colored oily liquid above referred to is put in a press and gradually subjected to great pressure. A clear oil exudes from the press which on cooling is known as cocoa butter.

The residue, a hard, dry cake from which the excessive oil has been removed, is now ready to be converted into breakfast cocoa. To this end it is passed

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

through a mill consisting of a series of rolls and reduced to a fine flour. When this flour has been bolted, on adding the sugar to the cocoa the mixture is passed through a series of rolling mills which reduce the sugar to the finest powder and thoroughly incorporates it with the cocoa.

When the cocoa butter is added, together with any flavoring materials desired, and the whole again given a thorough mixing and grinding in a system of melangers, the chocolate is ready either to be moulded into cakes or be used as coverings for creams. On being placed in the moulds the chocolate is sent to a cooling room to set and from thence to the packing room where it is done up in tin foil and packed in cases for shipment.

Cocoa and chocolate are steadily growing in use in Canada. In the last fiscal year our importations of unroasted cocoa were, from

	Quantity. lbs.	Value. $
Great Britain	172 571	26,789
United States	594,709	83,548
British West Indies	439 895	54 670
Other Countries	94 117	16,244
	1,301,292	181 251

At the same time our importations of cocoa paste, chocolate paste and other preparations of cocoa were from

	Quantity. lbs.	Value. $
Great Britain	990,036	168,758
United States	736 301	173 210
Other Countries	134 582	29,121
	1,770 919	371,089

A large part included in this latter table, however, is cocoa butter and partially manufactured cocoa which is worked up in Canada. Our own manufacturers therefore supply about half our consumption of cocoa and chocolate.

Drying the Cocoa Beans.

Canadian manufacturers, of whom The Cowan Cocoa Co., of Toronto, and Martin & Co., Halifax, are the largest, get their beans from a wide range of territory, including Jamaica, Trinidad, Ceylon, Venezuela and West Africa. By far the greatest part, however, comes from the West Indies, either directly via Halifax or through New York.

Compared with the people of Great Britain Canadians are not large consumers of cocoa, but doubtless this delicious and healthful beverage will become more and more popular with us in the future.

PERSONAL MENTION.

A visitor to the Montreal trade this week is Mr. Ed. Sterling, "Ted,"—known from Newfoundland to Victoria as a hard man to beat as a salesman. "Teddy" is out for Lytle, the pickle, jam and catsup man, of Toronto, and the only complaint that he has to make is that his house can't turn out the goods fast enough—for him—for "you know we have the quality. By the way, I see 'The Grocer' all over and I am always on the look out for it." Mr. Sterling is on his way to the Maritime Provinces.

Messrs. D. Bremner and C. W. Gregory, representatives of Snowdon, Forbes & Co., Montreal, manufacturers of "Bee" starch, in Western and Eastern Ontario, were visiting that city this week. Both report successful trips and flattering testimonials as to the quality and popularity of their goods.

Mr. Tyas, Canadian representative of John Dwight & Co., New York—Dwight's "Cow Brand" Soda—is a visitor to the Montreal jobbing trade this week.

Mackay, Duff & Co., distillers, 41 Renfrew street, Glasgow, have despatched their representative, Mr. H. Newkamp, to Canada to assist their agents in thoroughly establishing and developing the business throughout the Dominion. He will also visit the United States, Japan, China, etc. This firm's whiskies have been very successful in Australia, and they now intend to push their trade where agents have been but recently appointed or where as yet the firm is unrepresented. Mr. B. O. Beland, 26 Lemoine street, Montreal, is their Canadian agent. Mr. Newkamp also represents the firms, United Vineyards Proprietary Co., cognac, and Theophile Roederer & Co., champagne.

H. W. Nigh, of Springfield, Elgin County, has disposed of his grocery and confectionery business to John Drury.

Mr. W. H. Halford, representing S. H. Ewing & Sons, Montreal, representatives of Jardine, Mathewson & Co., and Mr. Lowdon, of the New York branch of this latter firm, are making a trip through the West in the interests of Japan and China green teas. Toronto, Hamilton, London, Brantford and Ottawa will be taken in on the trip.

APPLE EXPORT REPORT.

The following comparative summary of the quantity of apples exported from American ports for the week and season ending October 17 has been given out by Mr. Fred Barker, apple exporter, Church street, Toronto:

Apples exported week ending October 17, 1903:

	Liverpool	London	Glasgow	Various	Total
Montreal	29,489	5,284	21,191	13,250	69,214
New York	15 240	15,974	8,099	16,158	56,479
Boston	23,232	1,781	.....	276	25,289
Portland	6,315	.....	.....	.....	6,310
Halifax	6,500	.....	(estim'd)	.....	6,500
St. John	.....	775	.....	.....	774
Week's Total	80,776	24,814	29,290	29,684	164,564
Same " 1902	86,341	13,507	26 025	7,389	133,352
Season to date	488,792	198,145	200,892	96,725	984,554
Last " "	353,220	82,960	150,162	27,572	613,914

LIVERPOOL MARKETS.

The following cable has been received by Mr. Barker from Liverpool in regard to the apple market of Tuesday, 20th inst.:

"Good demand: Baldwins, 12s. 6d. to 19s.; Greenings, 14s. to 17s.; Kings, 17s. to 22s. 6d.; Snows arriving in large quantities, 10s. 6d. to 15s."

In regard to these quotations it must always be remembered that they refer to apples arriving in first-class condition. Lower grades are generally from 1 to 6s off these prices.

W. P. Downey, 26 St. Peter street, Montreal,—reports arrival into store of very fine imported citron, lemon and orange peels, in 7-lb. boxes, also drained peels in 10-lb. drums—Roedenbeck & Wahl's—at most attractive prices.

Canadian Trade Openings in The Orient

Interesting Letter from a Canadian Business Man on a trip to Japan and China.

THE following very interesting letter, written by an old subscriber to "The Canadian Grocer," now on a business trip to China and Japan, was not intended for publication, but we take the liberty of using it without permission. It contains so much good matter for Canadian business men, that we think Mr. Tufts will forgive the liberty we take.

As a result of Mr. Tufts' suggestion "The Canadian Grocer" has taken steps to increase still further its circulation among probable buyers of Canadian goods in China and Japan:

Shanghai Club,
Shanghai, Sept. 19, 1903.

Colonel J. B. MacLean,
"The Canadian Grocer,"

Dear Sir:—Having spent the last eight months or so in Japan and China in the interests of Canadian products and manufacturers, it has occurred to me that one factor of value to our exporters would be an export issue of your paper for distribution in China and Japan.

From press comments in Japan you know how favorably our exhibit there impressed the people of that empire.

FOLLOW UP OSAKA.

Don't you think the expenditure of the Canadian Government should be followed up with an aggressive selling or advertising effort?

During the Osaka Exhibition I persistently worked the wholesale trade in the interests of Canadian manufacturers and millers, whom I represented, with very satisfactory results in such lines as our good people at home are "right" on for Oriental export business. Since the close of the Osaka Exhibition I've been visiting the chief cities and seaports in China, and believe we have here another excellent field for export trade.

Of course not every line of Canadian manufactures will sell in Japan or China, but we have many things each country will buy, and those lines require two things persistently undertaken, viz.: proper representation and adequate advertising. Local representation by European firms may be obtained in these countries through the medium of advertising in such representative trade papers as yours.

WHY NOT CANADA?

England, Germany and the United States obtain many orders for goods which Canada could as well, or in some instances better, supply if her manufactures were known to the personnel of the import houses here. Only yesterday an English trade paper (The Commercial Intelligence of London) arrived in the office of a large local import house, with whose manager I had been spending a week, off and on, trying to put in a certain Canadian line. I had done all I could apparently to close the deal but it still hung in the balance. Having an opportunity to glance at the trade papers received that morning by the manager my eye caught a head line with Canada in it. I read it with interest; it was a repetition of some of my arguments for the line in question, written by a correspondent in the far East for the London trade paper, who had been at the Osaka Exhibition last May. I pointed out the article to the manager, who asked me if I knew the writer. I replied that the article not being signed and in a paper I had never seen before, I could not say whether or no, but his information exactly confirmed my representations, even to figures. The manager went to the "topside" (upstairs) office, where he evidently conferred with his "taipan" (principal) and returning said, "Mr. Tufts, that deal has been put through; the Chinese firm will take one-half, and our firm one-half; the former would do nothing without us, and we feel sure it's all right. I'll wire your firm a credit of $14,000 gold at once, and you may cable 'we accept.'"

A further article on Canadian butter, in the same trade paper (for you may be sure I read through the batch) assisted me in completing a contract for $13,000 gold of choice creamery in tins. The articles in question I am having reproduced in a local paper for the benefit of my customers and Canadian products.

VALUE OF THE TRADE PAPER.

A salesman may "talk up" his wares ever so eloquently, make his "points" with the shrewdness of a criminal lawyer, and yet not get a verdict in his favor without the corroborative testimony of an article in a trade paper. Firms here subscribe for trade journals for the sake of the information they contain, not to wrap up parcels in, nor to fill a wire basket with.

Canada has the goods, her manufacturers have the information and you have the medium of circulation.

Its up to whom?

I'll help you all I can when I get home. But don't wait for me; there's cholera, plague, uncleaned ice-chests on the steamers, typhoons and seasickness to be dodged. If I had not been brought up on oatmeal porridge in Ontario my constitution couldn't stand it.

COLD STORAGE PROSPECTS.

There is another point I believe might interest Canadians. We have no adequate cold storage as yet on C.P.R. steamers for fresh butter, fruits and cheese. The cheese, as yet, goes largely to European trade and that's a bagatelle, because jar cheese is very expensive in comparison, so we are, in a great measure, handicapped in above lines, but the C.P.R. know a thing or two through Messrs. D. E. Brown at Hong Kong and Mr. Payne at Yokohama, and there will be "something doing" before long. But what's the matter with the nurserymen in Canada? If we can't get fresh fruit in here for a while we can send them the trees and the bushes and make a little on the business. They certainly have the soil and the climate in northern China. At Chefoo, China, the late Rev. Nevis brought in a lot of fruit trees some years ago. His wife has a magnificent orchard and a very nice revenue from it now. If you don't know how to touch the market here, start a "mail order" business with the missionaries; they are good people, and keen on making a little money. Goodness knows they need it when they live in this country. When I was up at Canton a few days ago a German missionary and his little family going up the river in a house-boat were attacked by twenty pirates. No lives were lost, but nearly all were wounded, and the plucky missionary with one shot gun saved his little ones and wife. His boatman went down at the first shot.

In Japan we estimated a fresh apple from Canada would cost about 15 sen, or 7½ gold cents, which is too much to expect the Japanese to pay. It gives fruit a golden taste, to be sure. But the country will grow our fruits very well. I'm advised, though, in a few years the fruit will deteriorate in size and quality.

ICE PLANTS AND MILCH COWS.

Small ice-making plants and portable sawmill machinery will be all right in China. At the European hotels in China you would think ice came in envelopes from London, Eng., if you tried to get any. It's monopolized, and so is distilled water. One man in Hong Kong who has been there 20 years told me he had not tasted fresh water for 10 years. But then I believe he takes Scotch and soda. A dairyman in Hong Kong wanted milch cows from me the other day. I told him I was "just out" but would have a carload shortly if he was interested. Of course he'll get them, from Canada too, after this, though I had to write to my partner about it. I heard he had a bigger demand for cream than he could supply with his 300 head of cattle, so I recommended white milk cows for the cream. I remembered my old aunt at

Fall and Winter Trade—What are you doing about it?

just letting it take care of itself, or are you getting busy and telling grocers where to find what they want, and showing them that they want what you have?

Others are doing this in all sorts of ways—principally through advertising in THE CANADIAN GROCER. This is certainly the best and quickest—also the surest—way to reach all of the grocers and general storekeepers throughout the Dominion.

Here you have a large audience made up entirely of all the grocers worth while in Canada, who are constantly on the lookout for opportunities to buy to better advantage. They look through THE GROCER every week for the opportunities, and GROCER advertisers benefit.

Our Department of Advertising Service helps advertisers in THE GROCER to get the greatest possible results out of their expenditure by rendering expert assistance in the preparation of effective advertising copy. This service is rendered free of charge to those who desire it.

Communicate with us about rates, etc.

The Canadian Grocer,

232 McGill St., MONTREAL.

10 Front St. East, TORONTO.

St. Marys told me white cows gave the cream and the red ones the milk. He bought from me five cars of Canadian bran and barley as a starter; for having broken the Chinese dairymen with his sterilizing process and delightfully clean stables, which are cement paved and washed and scrubbed twice daily, he was afraid to buy "cow-chow" locally, having twice lost his stock by the introduction of something in the bran he bought there from "wiley John."

COMMISSIONER'S REPORT.

Manufacturers interested in Japan export trade will find valuable information in Mr. Wm. Burns' commissioner's report re Osaka Exhibition, issued by the Canadian Department of Agriculture. I haven't seen it, but I know personally the men who compiled it. We were all "home-sick" together. Mr. Burns in his zeal for Canadian products caused three thousand cases of stomach-ache in as many school children, with his distribution of fresh buns and jam, bread and maple syrup, red apples and buttered cakes, which the little kimono-clad kids had never tasted before. But the commissioner is a large hearted man, and a bachelor, so he didn't know it was loaded.

Properly speaking, my business is the tea trade, as you know, but I won't start on that, for you are too far away to call me off, as my customers used to do, by asking me to dinner. I'll tell some of them later where they can get the finest kind of blending material for their package teas.

THINGS WE CAN SELL.

There are many things we can sell over here, and many more we can buy. The old China is opening up. Railways are building and foreign firms pushing European lines aggressively. American products too are well represented. But the best country in the world, in your mind and mine, is very busy elsewhere.

We have a grand immigration policy, a "No. 1" Minister of Agriculture, and a good bunch of bright, brainy travelling men in Canada, but it's grieved me extremely that I've not recommended a certificate of membership for a "new man on the road" this trip. For the simple reason I haven't seen another Canadian traveller in the Orient, except insurance men, but then the association doesn't admit them, unless they have a side line of cigars. But I'm proud of the insurance men, they are "winners."

The Sun Life and the Manufacturers Life Insurance companies are doing a fine business both in Japan and China. I know it, both because the foreign (English) firms tell me so, and I see their agents each with two pushers behind their jinrickshaws in Japan; 1 chair coolies in Hong Kong, and here in the model settlement they have their own carriages: two ponies, two liveried pig-tailed mafoos, one to drive, the other to brush off the flies, and they lend me their outfits sometimes, which indicates prosperity, for a pony landau costs ten Mexican dollars a day.

FLOUR FOR CHINA.

I trust the Hon. Mr. Fisher, Minister of Agriculture, will see well to send over a bakers' demonstration to China. I've been in nearly all the important seaports and some of the interior cities, and I know the difficulties of introducing the best of goods here. John Chinaman says, "No savee new fashion thing, old fashion alle same maskee." Practical demonstrations of our flour, etc., are needed if we are to get a foreign market for our high grade and high priced products.

The best salesmen know the value of an introduction to a merchant, by one whom the merchant has confidence in. Through your trade journals inform the foreign importer of our wares, make him well acquainted with Canada, her big firms and their honorable, business policy, let them know we have a live Government, anxious to exploit the products she is encouraging British immigrants to come and grow.

It is not how large a price we can get for our wares but how cheaply we can sell them that should govern export trade seekers. By largely producing we can sell in competition with the world.

CHINA'S POSSIBILITIES

China is possibly the cheap price country of the world. The factories of the world fill ships with some of nearly everything human skill can devise for China. Every year is more needed. If you don't think so look at the map of Asia, of which as yet trade has been confined to only a few hundred miles back of her seaboard. I've seen fire extinguishers and a brand of coal oil advertised in English and Chinese on the roof of a five storey pagoda 400 years old and the residence of an emperor at one time. These articles were selling in Canton too. They were not Canadian products. Before I left that "sky-scraper" there were a few Canadian lines advertised there. I don't sell them all, but that doesn't matter, some lad now going to school in Toronto may see his goods advertised when he comes over here on his first trip and be thankful for the introduction and "good words" of a stranger he has never seen, when he "makes a sale." I remember the English trade paper writer in my prayers.

Yours with best wishes,

ANDREW R. TUFTS.

(Mr. Tufts is a member of the firms of Wm. Tufts & Son, Vancouver; Tufts Tea Co., Chicago; and R. W. Clark & Co., Victoria, B.C.).

MALAGA FRUITS.

CHOICE CLUSTERS,
BLACK BASKETS,
DEHESA CLUSTERS,
IN ¼ and ½ BOXES.

G and ATLAS PEELS, are brands of superior quality.

NEW ELEME FIGS, 2 inch, 2¼ inch and 2½ inch, in 10, 20 and 28 lb. boxes.

The above are only a few of the many attractive lines of seasonable fruits we have to offer the wide-awake grocer.

Orders by mail receive as careful attention and close prices as if given through our travellers.

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

Branch CANADA GROCERS LIMITED.

WOOD'S COFFEES

Active aids to make business grow.

Their high, uniform quality maintained with great precision.

THOMAS WOOD & CO.

Canadian Factory and Salesroom,

No. 428 St. Paul St., - - MONTREAL.

Current Market Quotations for Proprietary Articles

October 22, 1903.

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

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2½-lb.	10 50
4 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50
Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO..

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied to the King, per 9-lb. box of 12 doz. blacking	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Borax

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Canned Goods

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
¼ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland 9 50	10 00
¼ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼ lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins for soda water fountains, restaurants, etc., per lb.	0 50
Perfection ½-lb. tins per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

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

	Per o
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

Keen's Selling Lines are Keen Selling Lines.

You know all about the quality of

Keen's Mustard and Keen's Oxford Blue

Ever handle our

Robinson's Patent Barley?

It is a perfect food for infants and invalids, put up in 1-lb. and ½-lb. tins.

You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited

LONDON, ENGLAND.

Cocoanut.

L. SCHEPP & CO.

	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
½ and 1 lb. packages, assorted, 15 and 30-lb. cases	0 26½
¼ and ½-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

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

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 1 b. net) 5 50

Coffee.

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

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 11

Cheese.

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

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.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books .....3 cents each

5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:

The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews).	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 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 bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams $1 55	1 90
Red currant elly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 [illegible]
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	[illegible]

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
case of 4 doz	$3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins	per doz.	$1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00

RECKITT'S BLUE and BLACK LEAD

Always give your Customers Satisfaction.

Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

¼-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35

"Old Crow," 12-lb. boxes—

¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	4 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass		$1 50
" " quart gem jars		3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints)	per doz.	$ 2 30
Corked "	"	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

"Bee" brand, 8 oz., cases, 120 pkgs.		Per case
" " 10 oz., cases, 96 pkns.		
" " 16 oz., cases, 60 pkgs.		$2 75

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

		Per case.
No. , cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "		2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
5 cases 2 75

Soap.

A. P. TIPPET & CO., Agents.

Maple soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartor	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06⅔
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

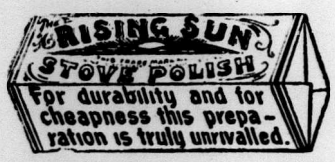
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06⅔
Durham corn starch, 40 lb.	0 05¼
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

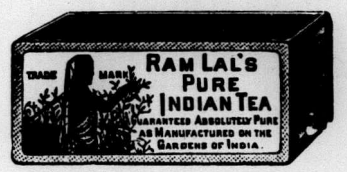
Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55



Cases, each 60 1-lb.		$0 35
" " 60 ½-lb. / 30 1-lb.		0 35
" " 120 ½-lb.		0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
EMD AAA Japan, 40 lb " at	0 35
" AA " 40 "	0 32½
Blue Jay, basket fired Japan, 70 lbs.,	0 30
"Condor" IV 80-lb. "	0 4 3
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s	$0 30

Black Teas—"Nectar" in lead packets—

Green Label	retails 0 26	at 0 20
Chocolate Label	" 0 35	at 0 25
Blue Label	" 0 50	at 0 36
Maroon Label	" 0 60	at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb		0 42½
" " —Maroon, 1-lb		0 50
" " —Maroon, 1-lb		1 50

"Condor" Ceylon black tea in lead packets—

Green Label, ¼s, ½s and 1s, 60-lb. cases	retail 0 25	at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases	retail 0 30	at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases	retail 0 35	at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 40	at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 50	at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 60	at 0 40

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb.
No. 1, cases 50 lb.,	(50 ½-lb. packages.	$0 35
	(25 1-lb. "	0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages.	0 29
	(25 1-lb. "	0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages.	0 23
	(25 1-lb. "	0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages	0 35
	(25 1-lb. "	0 34
Green Ceylon, No. 2,	(50 ½-lb. packages	0 29
	(25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking	Empire, 3½s, 5s. and 10s.	$0 39
"	Amber, 8s. and 3s.	0 60
Chewing	Stag, bars, 10½oz.	0 43
"	Bobs, 5½s. and 11s	0 44
"	" 10½ oz. bars, 6s.	0 44
"	Currency, 12 oz. bars, 12s.	0 47
"	" 6½s. and 12's.	0 47
"	Old Fox, narrow, 12s.	0 47
"	Snowshoe, 14½oz bars, spc'd 6½	0 51
"	Pay Roll, 7s and 6½s.	0 52
"	Fair Play, 8s. and 13s.	0 53

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.

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼ casks, 25 gals	85 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

		Per doz.
Washboards, Victor		$1 35
" Crown		1 45
" Improved Globe		1 60
" Standard Globe		1 70
" Original Solid Globe		2 00
" Superior Sld. Bk. Globe.		2 15
" Jubilee		2 10
" Pony		1 15
Dominion King (glass)		3 10
Tubs, No. 0		10 50
" " 1		8 50
" " 2		7 50
" " 3		6 50
Pails, No. 1, 2 hoops		1 75
" " 3 "		1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

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