

CHAMDIAN BROCCER

A Special Dispensing Division of the Grocery, Provision and Food Store Trade of Canada

YOU WILL

SEE AND RECOGNIZE THE NAME

MADE

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

Koon's Oxford Blue

It will keep on the Delight of the Laundry
and answers all requirements.

Get Koon's in the same form as FULL WEIGHT.

7 MARK CREAM SODAS

(in 7 different flavors)

Orange
Lemon
Lime

Each available form and no other will satisfy your

requirements and demands.

Instant Powdered



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

It dissolves **instantly** in hot
water.

The Standard Gelatine of the World.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

MANUFACTURERS' AGENTS AND BROKERS.



Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week—looking for bait to build up their businesses with—in THE CANADIAN GROCER. But

Suppose results don't come at fust
 What be yew goin' tur dew?
 Take out yewr ad, and kick yewrself,
 An' go ter feelin' blew?
 Uv course yew hain't; yew're goin' tew fish,
 An' bait an' bait agin';
 Bimeby some nibbles 'n bites 'll come,
 Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer

10 Front St. E. Toronto. 232 McGill St. Montreal



Department of Advertising Service

TORONTO.

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

Established 1865

W. H. Millman & Sons
 Grocery Brokers

27 Front St. E., Toronto, Canada

Prime Pea Beans
 a specialty

WIRE US.

CALGARY.

Are you

Represented in the West?

If not, write us and get in

ON THE GROUND FLOOR.

Place your offerings with us and we will sell your goods.

Consign your cars to us.
Goods reshipped.
Excellent storage.

NICHOLSON, BAIN & JOHNSTON,
 Wholesale Commission Merchants and Brokers.

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

Manufacturers' Representative

CHAS. MILNE
 Commission Merchant

WRITE ME.

P. O. Box 223, VANCOUVER, B. C.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
 COMMISSION BROKERS.

Excellent Storage Accommodation.
 Consign Your Cars to Us.

EASTERN MANUFACTURERS
 -AND-
SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in **CANADA and the U.S.**

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,
 Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.

Commission Brokers, Storage.

Correspondence Solicited.

If you have any snaps let us hear from you.

POTATOES

NEW BRUNSWICK WHITE STOCK
 GUARANTEED

SOUND AND SAFE FOR STORAGE
 STRAIGHT VARIETIES IN CAR LOTS

J. McCUAIG, TORONTO

BOARD OF TRADE BLDG. L. D. PHONE MAIN 1965

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
 Montreal and Toronto.

Sell Flower Pots.

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

STRONG DURABLE LIGHT



POROUS AND CHEAP

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

At Its Height Now is the PICKLING SEASON

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

Samples and Prices at Your Immediate Service.

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

Telephone orders receive prompt attention.

CAPSTAN BRAND HIGH-GRADE TOMATO CATSUP



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

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

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

The Capstan Mfg. Company

TORONTO, ONT., CAN.

PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.

THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.

Beats gas, electricity, or coal oil.
 Satisfaction guaranteed. Catalogue on request.

AUER LIGHT CO., - MONTREAL,
 Sole Makers.



WHEN YOU

RETURNED
 OCT 31 1904
 BUY

at Book 26 page 22
 Pickles and Relishes you want something that will please your customers—and bring them back the second time. "Sterling" brand pickles and relishes are household favorites. Housekeepers know them to be of the finest quality and so ask for them.

The **T. A. LYTLE COMPANY, Limited**

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

**Two
Lines
That
Lead.**

A Vinegar with Advantages.

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

Quinine Wine with a Reputation.

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

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

Experience is, after all is said, the best teacher—

Trifling with the teas that are imitations of a better article is poor policy and financially serious to a merchant.

Substitutes of JAPAN TEAS

will never succeed in pleasing your customers used to the delicious, fragrant, healthy and invigorating teas of JAPAN.



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

B. LINDMAN
130 Peel Street, - - MONTREAL

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.



IF A MAN WANTS CREDIT

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

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TEA.

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

COX'S

SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

Agents for Canada—
C. E. COLSON & SON, Montreal.
D. MASSON & Co., Montreal.
ARTHUR P. TIPPET & Co., Toronto, St. John's, N.B., and Montreal.

BURLINGTON CANNING CO., Limited,

Burlington, Ont.

We are sellers of **QUALITY FIRST**

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

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

WRITE FOR QUOTATIONS.

Want Ads.

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

MACLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Don't Run Away with the Idea

that we are nervous about whether or not our goods will sell. This year's history has settled this question beyond a doubt. What we are after is a big, big sale for them.

Old Homestead Brand of Canned Vegetables and Fruits

is superfine, so far as quality goes. Prince Edward County can grow more fruit and vegetables than we can pack, but we can keep old Mother Earth working overtime to supply the raw material if you will but give us your orders.

You see, when you buy OLD-HOMESTEAD BRAND you are getting the highest possible quality, put up in the most attractive shape—the label is a winner.

Order a trial lot from your wholesaler

The Old Homestead Canning Co.
Picton, Ont.

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

e
e
y
r
CO.,
limited.
TY
IRST
ings.
pest.
the best?
d first
nt in-
word,
y pass
cover
orders,
ertise-
care 5
or for-
deals
adver-
can be
red, at
mited

Let us talk it over.

Old conditions in the grocery trade should not last forever.

If a new and better order of things has been evolved, it is surely sound business sense to drop the old and adopt the new.

Take the tea business for example. Our fathers and grandfathers and great-grandfathers used China and Japan Teas. That was all right. But now that better teas are to be had—

CEYLON TEAS

—we mean, the present generation is not called upon to cling to the old-time article.

Neither does the grocer require to keep on carrying a stock of China and Japan Teas. He should move with the crowd.

Ceylon Teas come in Black and Green.

MR. GROCER

Our new sugar is now ready, not a single barrel
of old sugar in stock.

WE HAVE

both Coarse and Fine grains of

ABSOLUTELY PURE SUGAR

Drop us a postal card and we will send you samples and
prove to you that Canadians can make as good sugar as
any in the world.

“CRYSTAL” BRAND

Manufactured for fine trade by

WALLACEBURG SUGAR CO., Limited

Wallaceburg, Ont.



HAY CASTLE
BRAND
HIGHEST SELECTED CURRANTS

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

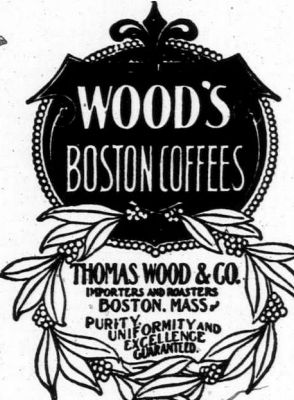


PARADISE
BRAND
SELECTED CURRANTS.

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

FINEST GROWN IN GREECE
Approved by the Greek Government as being of superior quality and handsome appearance.

Packed solely for
W. H. GILLARD & CO., Wholesale Grocers, HAMILTON



WOOD'S
BOSTON COFFEES

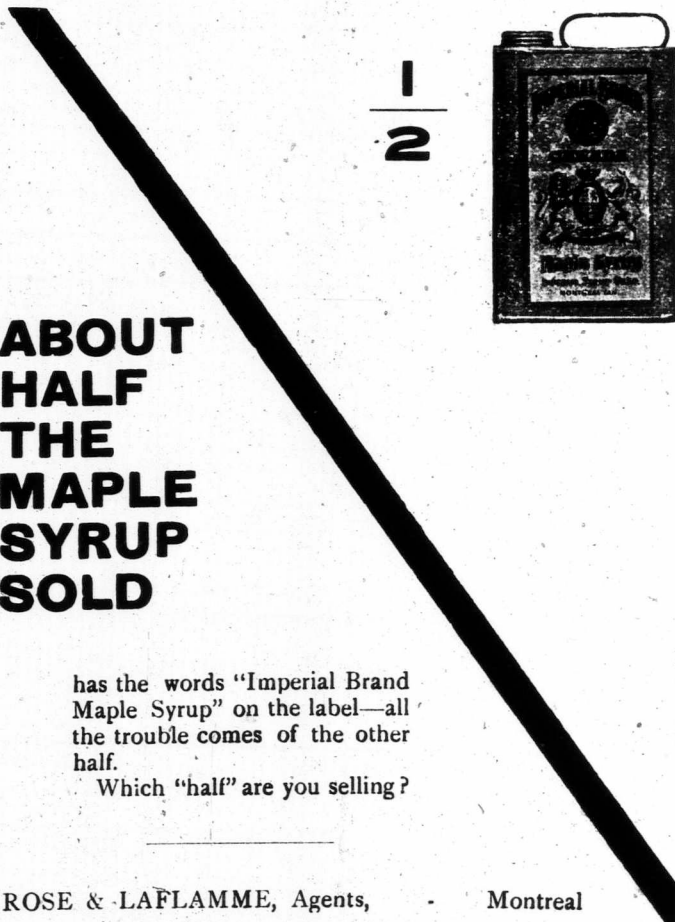
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, FIRMITY AND
EXCELLENCE
GUARANTEED

What counts best in trade is an established reputation for rigid uniformity in the high-grade goods one may handle.


The field for increased trade in WOOD'S COFFEES is unlimited.

Our methods, coupled with the ever necessary adjunct of purchasing the best, have made possible a condition that might be called, the Grocer's Paradise, in the Coffee Trade.

CANADIAN FACTORY AND SALESROOM
No. 428 St. Paul St. MONTREAL



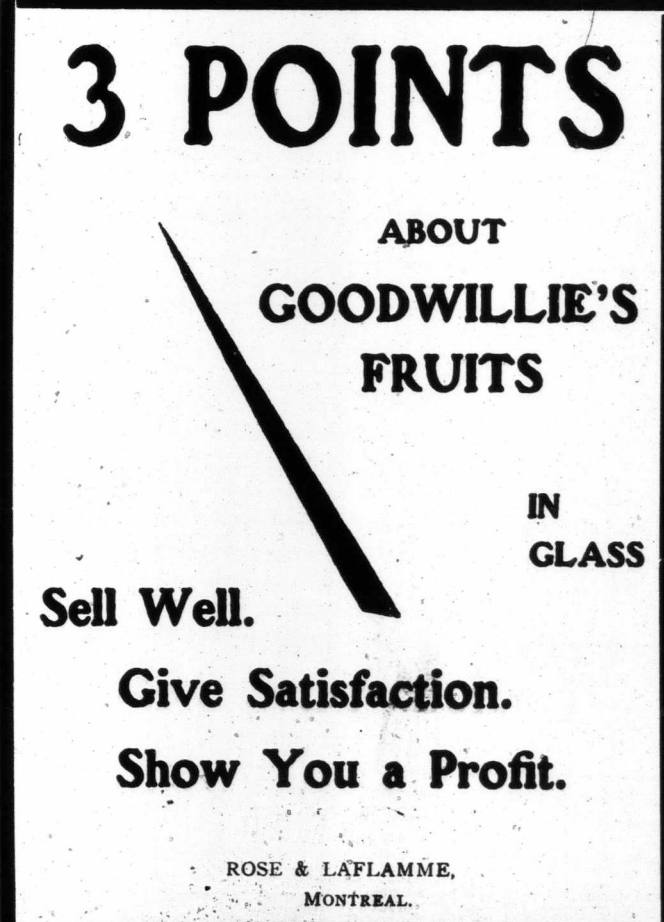
$\frac{1}{2}$



**ABOUT
HALF
THE
MAPLE
SYRUP
SOLD**

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.
Which "half" are you selling?

ROSE & LAFLAMME, Agents, Montreal



3 POINTS

ABOUT
**GOODWILLIE'S
FRUITS**

IN
GLASS

**Sell Well.
Give Satisfaction.
Show You a Profit.**

ROSE & LAFLAMME,
MONTREAL.

The Potato Growing Industry in Ashcroft, B.C.

Written Specially for THE CANADIAN GROCER by H. L. Roberts.

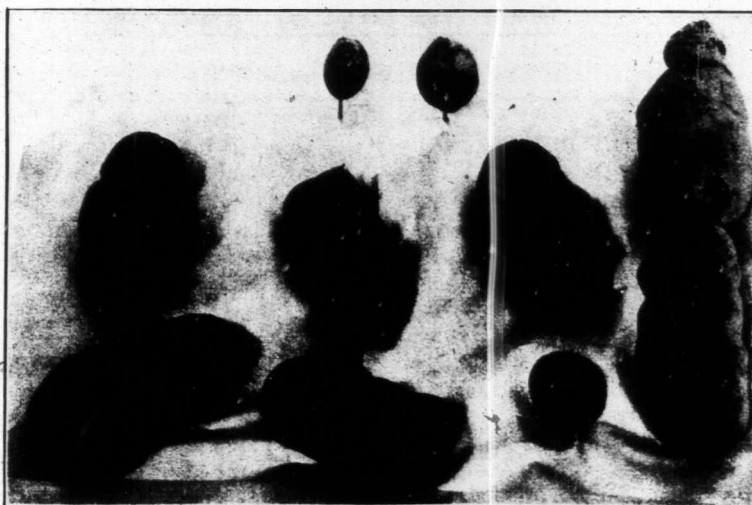
ONLY a small percentage of the tourists who visit British Columbia think it worth while to stop off there a day or two at Ashcroft, not knowing that it is one of the most interesting towns along the route of the Canadian Pacific Railway. Some of the largest sheep ranches in America are located thereabouts, the outstanding feature, however, is the Ashcroft potato growing industry, which is assuming very large proportions in territory that until recently was thought unproductive owing to the comparative absence of moisture. This difficulty has been effectually overcome by irrigation, and to-day the visitor to Ashcroft may enjoy the novel sight of hundreds of acres of luxuriant potato crops surrounded by areas utterly devoid of vegetation.

Ashcroft is a small town on the main line of the Canadian Pacific Railway, about 204 miles east of Vancouver, situated in the midst of what is known in British Columbia as the "Dry Belt." The town owes its importance to the fact of its being the forwarding point for the whole of the Cariboo and Lillooet districts; all freight and passengers destined for points in these districts leave the railway at Ashcroft and reach their destination either by stage coach or freight wagon via the well known Cariboo road, which terminates at Barkerville, 285 miles from Ashcroft.

Large numbers of prime beef cattle are shipped every year, principally to coast markets. There are many large cattle ranches in the immediate

neighborhood whose herds grow fat on the succulent bunch grass of the ranges and the excellent alfalfa provided for them at the home ranches.

plied, and the requisite amount of sun and heat always to be depended upon, the crops are enormous and the quality second to none.



Sample of Potatoes Grown on an Ashcroft Ranch.

The fame of the Ashcroft potato is almost national; it is certainly provincial, and "Ashcrofts" are the ideal to which less fortunate potato growers aspire.

These potatoes are grown on the low-

Ten tons of marketable potatoes to the acre is not considered a very large return, and occasionally this yield is doubled. Three years ago a crop of 84,000 lbs. was taken off 2 1/4 acres of land.

Throughout the "Dry Belt" irrigation has to be resorted to in all agricultural operations, and it is this which is probably the main reason for the extraordinary keeping quality of the Ashcroft potato. The crops are only given sufficient water to enable them to grow, and there is no possibility of a wet Summer keeping the ground and crop constantly soaked, thus producing a watery and soggy potato.

The potato grown is a large, white, smooth variety, somewhat kidney shaped, and is in great demand throughout British Columbia. Occasionally it is shipped to the Northwest, and even as far east as Winnipeg.

The price varies, of course, with the season from \$10 to \$25 a ton, sacked and on board cars at Ashcroft, the average for Fall delivery being about \$12. This year the price is very good, viz., \$18 a ton, owing to short crops throughout the west.



Shipping Potatoes at Ashcroft.

Outside freighting and forwarding the main interests of the town and surrounding district are cattle and potatoes. er benches of the Thompson River Valley, and as the soil is especially suitable, the moisture scientifically sup-

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

DURABLE **3000 TONS SOLD YEARLY**

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

AMONG OURSELVES.

A SUBSCRIBER to The Canadian Grocer in Christiania, Norway, writes asking to be put in connection with some first-class and sufficiently large manufacturers and exporters of Canada in such lines as flours, grains, rolled oats, oatmeal, feeding stuffs, fresh and dried fruits, lard, oleo oil, meat and pork, tinned goods, cheese, salmon, lobsters, sardines, etc.

He remarks that Canada has a splendid chance of competing favorably in that country, and our correspondent is desirous of making Canadian produce a specialty.

A list is attached of firms already known in Norway, and it is worthy of notice that nine-tenths of them are advertisers, either in the regular or special numbers, of The Grocer.

Mr. McLeod, the largest wholesale grocer in the Republic of Mexico, has been kind enough to say a word of appreciation of The Canadian Grocer. Provided the volume of trade between Canada and Mexico becomes sufficiently large, there is no question but that it will be possible to work up a large circulation in Mexico for Canada's premier trade paper, simply because it covers the grocery trade thoroughly and cannot but be more acceptable to the Mexican grocer than certain American publications occasionally seen in that country.

GOVERNMENT AGENT FOR MEXICO

Mr. McLeod, president of the International Grocery Co., Mexico City, Mexico, who is on a visit to Canada, suggests the immediate appointment by the Dominion Government of a commercial agent for Mexico, who will be able to follow up trade questions at first hand. As president of the Canadian Commercial Club he has promised the co-operation of leading Canadian business men in Mexico in putting

such an agent in direct touch with Mexican manufacturers, etc. There isn't the slightest doubt but that the time is ripe for Canada to inaugurate an aggressive trade policy with the Republic of Mexico.

MR. WOTHERSPOON.

MR. I. S. WOTHERSPOON, Montreal, has returned from a trip to England and Scotland, after spending some ten weeks abroad. He reports business generally as dull, the country having not fully recovered from the effects of the late war. Canadian



Mr. I. S. Wotherspoon, Montreal.

affairs are receiving more attention and consideration from the business community than ever before, and there is a strong sentiment in favor of extending trade with Canada. Those merchants and manufacturers who have had commercial relations with Canada are anxious to extend the same. While abroad Mr. Wotherspoon made arrangements for representing some of the largest

houses in their respective lines, among them the following:

Black & Ferguson, Aberdeen, established in 1797, makers of the well-known "Belted Plaid" brand of Scotch Whisky.

Poulet Pere & Fils, Beaune, France, established 1747, vintners of red, white and sparkling wines under the following brands: "Moulin-a-vent," "St. Armour Beaune," "Tommard," "Chambertin" and "Pouilly-Fuisse."

Alvarey & Co., Cadiz and Oporto, sheries and port.

Besides the above Mr. Wotherspoon will represent one of the largest beer agencies in the United Kingdom, who have the only royal warrant on Burton-on-Trent. Particulars of these will be made known later through The Canadian Grocer.

Mr. Wotherspoon also represents Bouillier G. Briand & Cie., Cognac, one of the largest shippers of French brandies and cognac.

FIRMS INCORPORATED, ETC.

The Farmers' Supply Co., of Rosthern, N. W. T., has been incorporated with capital of \$30,000, to deal in wheat, binder twine, etc. The company will either purchase or build an up-to-date elevator.

The Peachland Real Estate and Fruit Co., of British Columbia, with share capital of \$50,000, has been incorporated to carry on the business of fruit and vegetable dealers and canners in the Okanagan district.

CANADIAN WHISKY IN JAPAN.

In a report to the Department of Trade and Commerce, Ottawa, A MacLean, Canadian commissioner to Japan, says there is a good market there for Canadian whisky. Of \$62,830 worth of whisky imported last year, Canada contributed only \$415 worth, but this trade is on the increase on account of a preference lately shown by the Japs for the Canadian product.

PEELS EMPIRE and PUNCH

Right up to Last Year's Standard

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

IN STORE

New Apricots

New Peaches

New Peels

New Raisins

James Turner & Co., - Hamilton

WHOLESALE GROCERS.

Do You Like Good Coffee?

GIVE US A TRIAL ORDER FOR OUR THREE BLENDS:

| | | |
|--------------------------|---|------|
| Royal Stuart, retails at | - | 40c. |
| Gordon, retails at | - | 35c. |
| Rob Roy, retails at | - | 25c. |

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

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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

ORDER NOW

for Fall shipments of imported cheese.

JUST ARRIVING

Roquefort
Gorgonzola
Swiss
Edam
Pineapple
Camembert
Limburger
Neufchatel

Quotations
on
Application

Finest
Selections

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED
51 COLBORNE ST., TORONTO, ONT.

Business Changes

ONTARIO.

BAKER & MARSHALL, tobacconists, etc., Kingston, have dissolved partnership; Wm. J. Baker continues in business.

James Moore, cigar dealer, Brockville, is dead.

John Skitch, general merchant, Bracebridge, has assigned.

James J. Yokom, grocer, Welland, is going out of business.

J. A. Higginson, grocer, Ottawa, is retiring from business.

W. E. Cochran, grocer, Milltown, has sold out to James Shirely.

Watt Bros. & Co., grocers, Ridgetown, have dissolved partnership.

G. Park, provision merchant, London, has advertised his business for sale.

C. Dignard & Co., biscuit manufacturers, have opened a branch at Ottawa.

Brady & Moore, general merchants, Hamiota, are opening up a new store. Newcombe Bros., general merchants, Hantsport, have dissolved partnership.

J. W. Hunt, general merchant, Dorchester, has sold out to Wray & Hodder.

J. W. Landon, general merchant, Bonfield, has been succeeded by Moran & Cahill.

R. C. George, of Toronto, has purchased the grocery business of S. A. Arthur, Port Arthur.

J. Edgar Rutledge, grocer, Fort William, expects to move into his new store in a day or two.

A meeting of the creditors of R. S. Dunlop, grocer, Chatham, was to have taken place on Oct. 20.

Thomas Steele & Co., bean growers, Ridgetown, has been succeeded by Schindler, Dillicott & Co.

A meeting of the creditors of C. A. Kinzie, general merchant, Shedden, was to have been held on Oct. 22.

Homer & Co., general merchants,

Worth Attention

When you sell your customers black lead, give them

“JAMES’ DOME”

it will win trade for you every time.

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

Gravenhurst and Rosseau, have advertised their Rosseau branch for sale.

The F. Williams Co., wholesale cigar dealers, Morrisburg, have been damaged by fire; loss partially covered by insurance.

The Henry Co., grocers and liquor dealers, Peterboro, have assigned to Harry Bush; meeting of creditors announced for Oct. 25.

QUEBEC.

J. Vernier, grocer, Montreal, has assigned.

Falardeau & Morency, grocers, Quebec, have registered.

J. A. Lafrance, grocer, Grande Mere, has compromised.

D. S. Brault, grocer, Montreal, has suffered loss by fire.

Mills & Sparrow, cheese exporters, Montreal, have registered.

The assets of A. C. Dionne, grocer, etc., Montreal, have been sold.

The assets of F. M. Labrecque, grocer, Lambton, have been sold.

E. Sabatier & Cie., grocers, Montreal South, have dissolved partnership.

The assets of D. Godin, flour, etc., dealer, St. Johns, are to be sold.

C. Spector, grocer and liquor dealer, Montreal, is offering to compromise.

The assets of Arthur J. Gagnon, general merchant, St. Romuald, are to be sold.

P. Lefavre & Co., general merchants, Bulstrode Station, have assigned voluntarily.

Ed. Jean, general merchant, Anqui, has assigned; V. E. Paradis provincial guardian.

Miller & Gagnon, grocers, Quebec, have assigned; P. Drouin provincial guardian.

The assets of Compagnie La Florida, coal, fruit, etc., dealers, Montreal, have been sold.

John Stetson has registered under the style of the Montreal Grape Wine Mfg. Co., Montreal.

The assets of Samuel Viner, general merchant, Rimouski, were to have been sold on Oct. 26.

The assets of A. Charlebois, general merchant, Boucherville, were to have been sold on Oct. 24.

D. Belleheumer, general merchant, St. Guillaume D'Upton, has assigned; V. E. Paradis provincial guardian.

Mrs. Joseph Daigneault has registered under the style of Joseph Daigneault & Co., grocers and butchers, Montreal.

Martel & Martel, crockery dealers, Quebec, have dissolved partnership; business continued by J. B. Martel, style of firm-name unchanged.

NEW BRUNSWICK.

Charles S. Babbitt, grocer, St. John, has closed business and removed to Gagetown.

W. A. Magee, grocer, St. John, is to be succeeded by Walter Gilbert November 1, 1904.

D. J. Hamilton, general merchant, Highfield, has sold out to James Sproul.

H. R. Coleman, grocer, St. John, has compromised at 40 per cent.

NOVA SCOTIA

Desjardine & Boudeau, grocers, Glace Bay, have dissolved partnership.

James Kennedy, late of Boston, is opening up a grocery business in Kingsport.

Consent has been registered by Jos. E. Petrie, for his wife, Theresa B. Petrie, Louisburg, to carry on a fruit and grocery business in her own name.

MANITOBA AND N.W.T.

H. Gordon, grocer, Edmonton, has sold out.

Louis Walsh, general merchant, Yorkton, has assigned to C. H. Newton.

Whitelaw & Nairn, grocers, Edmonton, have admitted W. M. McNab to partnership.

Peardon & Co., general merchant, Lacombe, has assigned to A. McDonald, Lacombe.

The stock of G. M. Miller, tobacconist, etc., Winnipeg, has been damaged by water; loss covered by insurance.

BRITISH COLUMBIA.

Jones Bros., general merchants, Grand Prairie, have sold out.



Upton's

Orange

Marmalade

Jams and
Jellies

are a pure fruit natural
flavor product. This is
One of the reasons
why they are popular.



THERE is one characteristic in every one of your customers on which you can work to good advantage, if you sell the right goods, and that is that they are all partial to good things to eat.

Now, take **Halifax Fish Cake**. There's nothing nicer, tastier, or more healthful, and if you sell a package once to a customer you will sell lots of them afterwards and will continue to sell them as long as you do business.

The reason lies in the permanency of the article. It isn't a fad or a fancy. It's just a good wholesome, nourishing, tasty food that people will like to use on their tables quite frequently.

There's a good profitable trade in **Halifax Fish Cake** for you if you only take the pains to be sure that each of your customers has tried it once.

Once is enough. The merit of the article will do the pushing for you.

BLACK BROS. & CO.
LIMITED

HALIFAX and LAHAVE, N. S.

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

Fresh and Cured Fish

Western Canadian Fish Trade.

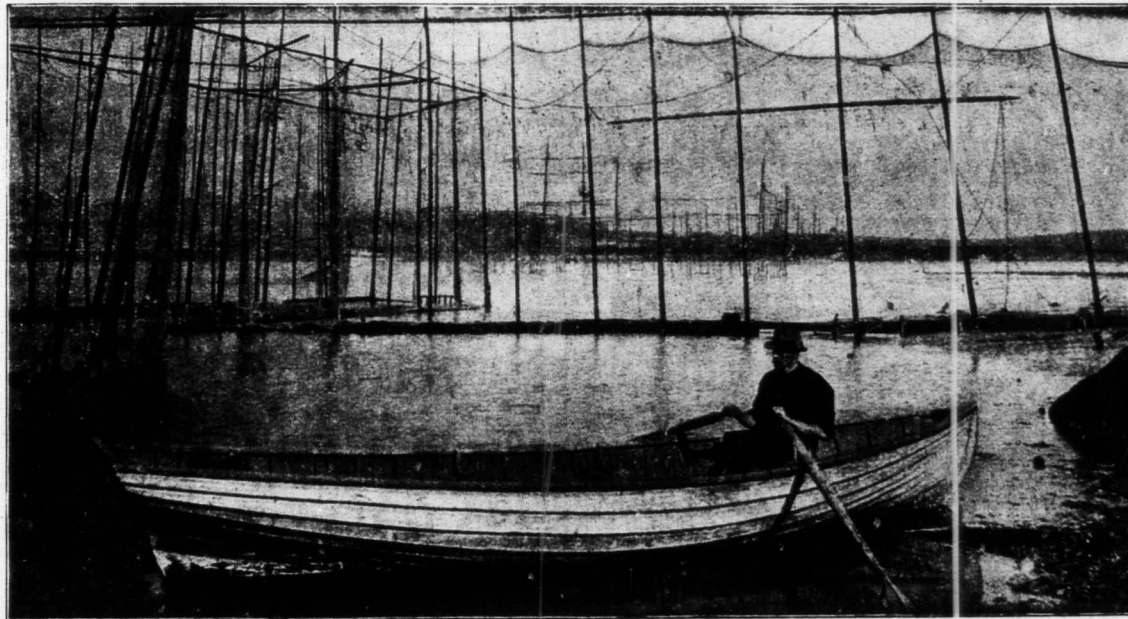
PROBABLY the most neglected and uncultivated branch of trade in that portion of Western Canada extending from Winnipeg to the Rocky Mountains is that pertaining to fish. True it is that the population on the whole is not a fish eating people, nor as a matter of fact is the fish offered to the customers the best as regards flavor or variety, still there is no doubt but that the population might be tempted to eat more of this wholesome food were dealers to offer or exhibit a larger variety. This portion of the west depends very largely upon inland waters

doubtful if they would pay. Until quite recently the city of Brandon could boast of nearly every kind of store but a fish store. This want was, however, seen by an enterprising inhabitant who is now doing a flourishing business. Before that time the only fish offered to the consumer was by meat dealers during the Summer as a side issue only, while in the Winter the place was bombarded by Jews with the most unwholesome looking cargoes. In the Spring these sons of Jacob departed, leaving the trade in the hands of the butchers.

The comparatively small amount of salt water fish used is imported from British Columbia. Owing to the long

grounds tributary to the Fraser River, B. C., and reports that the outlook for salmon in British Columbia is poor. Very few sockeyes are to be found on any of the spawning grounds, save at the head of Lillooet Lake and at Morris on the Harrison. The take of eggs so far this season is considerably less than it has been at this time of the year for the past three seasons, while the closed season from August 25 to September 15 inaugurated this year does not appear to have been as advantageous as was expected, owing to the fact that there were no fish running this year.

The one thing to be done to bring about better conditions is to give the fish greater protection, thus ensuring a sufficient number to reach the spawning grounds. Judging from the observations the past season the present outlook for a good run of sockeye four years hence is a blue one. }



Fish Weirs, St. John Harbor.

for its supply of fish, and consequently the bulk of the trade consists very largely of whitefish, goldeyes and trout. These fresh water denizens lack very materially the flavor and nutritive qualities of those taken from the salt water.

Occasionally halibut, salmon, smelts, and some other varieties may be procured, but fresh cod and halibut are a scarcity, one may almost say an unknown quantity. In Eastern Canada a profitable business is carried on in cured fish of all kinds, and such is the case in a small degree in the west, but there is ample room for further development in this department of the fish business. In the smaller towns of Manitoba fish stores are scarce, and it is extremely

route freight rates are high and the price of fish brought to a very considerable figure.

In this way are procured smelts, flounders, halibut, and shrimps. All these salt water fish find a ready market notwithstanding the prices. Owing to the large influx of Maritime people into this portion of Canada, who are in the habit of consuming large quantities of sea fish, there is no doubt a first-class field in the centre of Canada for a trade in salt water fish, both fresh and cured.

Poor Salmon Outlook.

Mr. J. P. Babcock, provincial fisheries commissioner, has just completed a tour of inspection of the salmon spawning

Fish Guano Works Stopped.

AS a result of strong representations made to Ottawa, B. C. Fisheries Inspector Sword has ordered the Japanese "fish guano" industry at Nanaimo to cease operations.

For a long time the white fishermen have been making efforts to drive the Japanese out of the business on the grounds that they were doing permanent injury to the British Columbia fisheries and that they were conducting an illegal industry.

The law distinctly states that edible fish may not be caught for the manufacture of fertilizers. The fish used by the Japanese are herring—not only edible by mankind, but the main source of food

RETURNED
FEB 22 1905
 To Owner
 Cut Book 3
 Page 584
[Signature]

supply for the larger fish which make the waters of British Columbia's coast so valuable to the province. The salmon, cod and halibut depend to a great extent upon the herring for their food.

When the Japanese first started operations, representations were made to the department, but as the Japanese claimed that they were manufacturing oil and that the guano or fertilizer was only a by product, no orders were issued to have their factories closed. The venture was a very profitable one, but it can be plainly seen that as the guano sold at nearly eighteen dollars a ton while the oil brought only some fifteen cents a gallon, the chief revenue was derived from the former.

Having succeeded in their first efforts, the Japanese were about to launch out on a larger scale when the Ottawa department interfered. They were ready to open new factories at Nanaimo (three in number), a new one at Vancouver, and two, new ones at Pender Bay.

Fish Reduction Plants.

The plant for the three fish reduction works to be erected in the Maritime Provinces has already been shipped. One of the works will be situated at Canso. N. S. points for the other two are yet to be selected. Dogfish, cod heads and

fish waste generally will be treated at the reduction works, at a cost of from two to three dollars a ton, whereas the resultant product will bring \$30 a ton.

The Biggest Swordfish.

To Captain Manuel Enos, of the sloop Malicia Enos, belongs the honor of having brought in the largest swordfish of the season. The fish with the sword on must have measured fifteen feet. With head and tail off it measured ten feet, and trimmed for the market weighed seven hundred and five pounds. Allowing a conservative figure for head, tail and sword, the fish must have weighed nine hundred pounds when it was taken out of the water.

The fish was caught off Jeffers, about thirty-five miles from Thacher's Island. It put up a strong fight against capture, and but for the fact that it had lost part of its sword in some previous battle would probably have been able to get away. When it was tired out and killed it took all the strength of the captain and five men of the crew to get it on board the sloop.

Captain Enos had only four fish in all, but three of them were big fellows. The second in size weighed five hundred and

thirty pounds, and the next three hundred. The smallest weighed a hundred and fifty pounds, making 1,685 pounds of fish in all. Swordfish sold this morning for eight dollars a hundredweight, and the three days' fishing brought to Captain Enos and his five men, \$134.80. — Boston Globe.

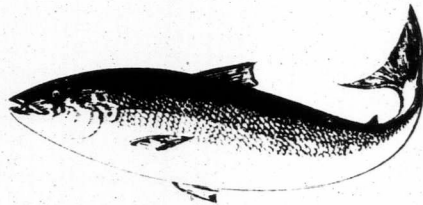
Fish Notes.

The largest cargo of cased salmon ever taken from a Canadian port by steamship was that of the Telemachus, which sailed this week with considerably over 65,000 cases of salmon.

The strike of the halibut fishermen at Vancouver, B. C., still continues, notwithstanding the efforts put forth to arrange the dispute between the fishermen and the New England Fish Co.

A company known as the Crescent Oyster Co. has been formed in Vancouver to develop the oyster fishing industry in British Columbia. Among those interested are W. J. Bowser, G. J. Wilson, F. W. Burpee, J. M. Letson and A. Lombert. There ought to be a good field for such a concern, as it will have a decided advantage over the American companies on the Pacific Coast, the duty on oysters in the shell being 25 per cent.

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Haddies

in 15-lb. boxes.

Kippers

in half-boxes.

Bloaters

in boxes.

Fresh shipments arriving daily by express.

Order by mail, 'phone or wire.

LEONARD BROS.

St. John, N.B.

Montreal.

Grand River,
Gaspé, Que.



RETURNED
OCT 28 1904

*Cut from 26
Page 14
and
to owner.*

THE DAVIDSON & HAY LIMITED
Wholesale Grocers,
TORONTO, ONT.

RETURNED
OCT 28 1904



THREE LEADERS!

and

"THE OLD POLICY"

Honest Standard Goods. Lowest Market Prices. Prompt Shipment.
Guaranteed Delivery. Liberal Treatment.
No "Gold Bricks."

We take this opportunity of reminding our large connection throughout the Province that, as we have always done irrespective of market conditions, all orders placed with us for

TOMATOES, CORN AND PEAS

will be filled in full—100% delivery. There has been some delay in receiving goods from canners, but we hope to have all our orders completed in full in a very few days, just as fast as stock can be received.

THE DAVIDSON & HAY LIMITED

Wholesale Grocers, TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

No Bogus Canadian Cheese.

WORD comes from London, Eng., that the High Commissioner's staff is giving the closest attention to the development of an important case that has arisen at Hastings affecting the quality of Canadian cheese.

The facts of the case are as follows: A quantity of alleged "margarine" or "loaded" cheese bearing no distinguishing label was recently seized from a firm of provision merchants at Hastings, Eng. The cheese was purchased by this firm from a wholesale firm who received it in turn from the largest importers of Canadian cheese in London, Eng., and sold it in exactly the same state in which it was shipped from Canada. The local sanitary authorities entered an action on the grounds that the cheese in question contained 20 per cent. of fats not obtained from milk. Through the intervention of Lord Strathcona the cheese was submitted to the Government laboratory, which reports the cheese contains no fat other than milk fat. The case will be decided on Nov. 24. Obviously the outcome is of the highest interest and importance to Canada.

Margarine cheese is made in many parts of the United States, and it will likely be shown on fuller investigation that the cheese which is the subject of the present inquiry was made in the United States, shipped through Montreal and, not being branded or labelled, became inadvertently mixed with a shipment of Canadian cheese in transshipment from railroad to ocean steamer. One thing is certain, it was not made in Canada, where the manufacture of "margarine" or even "skimmed" cheese is prohibited under very severe penalty. If there were the faintest suspicion that the "margarine" cheese seized had been made in Canada there would be an outcry from one end of the country to the other, since the Canadian cheese industry is too vast and too important to be tampered with. The Canadian Department of Agriculture is to be congratulated on its prompt and vigorous action and for its determination to see the blame placed where it belongs.

Canadian Dairy Produce in England.

Canada is receiving congratulations on the excellence of her display at the Fall

Dairy Show, London, Eng. The exhibit consists of a most appetizing collection of dairy produce, including cheese, butter, eggs, condensed cream and milk, dressed poultry, hams, and bacon. The high standard of Canadian produce is admitted on all hands though, as an English official remarks, while welcoming Canadian friends, the British dairy farmer cannot forget that to some extent Canada competes with his own produce.

Mutton Canning Enterprise for Russia.

NEWs has been received from Russia that the war has stimulated the establishment of a mutton canning enterprise in that country. The immense armies of the Czar in far-off Manchuria must have meat. The live-meat supply was long ago exhausted and imports by water from America were practically shut off by Japanese supremacy of the seas. Russia had to look to herself for the supply in a great measure, and this mutton canning project is said to have been one of the attempts to solve the problem.

It is reported that Brand Bros. are erecting a canned mutton factory in the Kokechetay district, Province of Akmo-linsk, at a cost of 500,000 roubles. Besides canning sheep meat, the blood, fat, skins, bones, etc., will be handled in by-product factories, and the works will have its own can factory. It is expected to have the plant in operation this month, and a contract for 200,000 poods of tinned meats for the Russian army will be the first output.

Canadian Cheese Vindicated.

The following message was received by the Department of Agriculture, Ottawa, from Lord Strathcona on October 22:

"Understand local authorities assent to dismissal of case without further discussion. Will make a statement through the press vindicating the purity of cheese."

The last shadow of suspicion is now removed from Canadian cheese against a sample of which the charge of adulteration was brought by the authorities in

Hastings, Eng. The sample was finally forwarded to the leading official bureau of analysis in the United Kingdom where it was pronounced pure.

English Butter Market.

ACCORDING to latest English market reports the Copenhagen committee, tired of waiting for trade to come along at the high levels recently ruling in butter, have reduced the official quotation by 2 kroner. This reduction, however, comes at a time when supplies have become too numerous from all quarters and the net result is not an accretion of business to Denmark. Unless there is a very great alteration, there will have to be a further declension in price before demand is set running on Danish. It is altogether too dear a purchase at the present time with such a lot of colonial about. The Australian import is big for the time of year, and combined with a liberal assortment from the continent and a not insignificant contribution from English dairies, the tendency is certainly towards lower levels. Canadian has not taken the drop in value that other imports have as it has taken up the demand which the others have let go. The supply has kept up remarkably from Canada and the quality is of a high order, which accounts for it being able to maintain its price with all other imports tumbling round it. There has been a slight improvement in the tone of the Canadian butter market, but not sufficient to improve prices.

Provision Notes.

It is reported that P. Burns & Co., the largest wholesale and retail butchers and packers in the Northwest, intend building an abattoir, cold storage and pork packing plant in Vancouver, to cost in the neighborhood of \$150,000.

The Toronto Milk Producers' Association has decided to take immediate steps to organize a co-operative company for the delivery of milk throughout the city. A complete system for the proper handling and distribution of the products of the association's dairies will also be introduced.

The Dominion Packing Company

LIMITED.

Telegraphic Address
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A. J. C.
LIEBERS
PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork Compound Lard Smoked Meats

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

The Dominion Packing Co., Limited, Charlottetown, P.E.I.

BEECHNUT



BRAND

HAMS

Hams are the cheapest line in smoked meats to day. You can make a good profit on them and sell at reasonable prices. We have a stock of the finest goods on the market, small, medium or large, smoked, unsmoked or cooked.

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

Just the line for cool weather.

Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.
Are always in good demand.

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

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

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

ROSE BRAND LARD

The high-class Lard of Canada—is made from "Leaf" only. No other ingredient, no bleaching or other process, simply the pure leaf, rendered in open kettles, for best family trade.

Fresh every day at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

Tales of MAGIC

Let us tell you about

MAGIC BAKING POWDER



In the first place **IT** is **pure** and **wholesome**; secondly, **IT** is well advertised and an easy seller. **IT** does absolutely the best work, and, what interests you particularly, **IT**

Pays you a good profit.

Order from your jobber.

E. W. GILLETT COMPANY LIMITED

London,
Eng.

Toronto, Ont.

Chicago,
Ill.

We are buyers of 

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

 Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision market is unchanged and prices remain the same. The demand is good and stocks are low in bacon and hams. No changes are recorded in fresh meats, but there is a slightly stimulated demand on account of the cold weather. We quote the following prices:

| | | |
|---------------------------------|----------|----------|
| Long clear bacon, per lb. | 0 08 1/2 | 0 09 |
| Smoked breakfast bacon, per lb. | 0 12 | 0 13 |
| Real bacon, per lb. | 0 09 1/2 | 0 10 |
| Small hams, per lb. | 0 13 | 0 13 1/2 |
| Medium hams, per lb. | 0 13 | 0 13 1/2 |
| Large hams, per lb. | 0 12 | 0 12 1/2 |
| Shoulder hams, per lb. | 0 09 | 0 09 1/2 |
| Backs, per lb. | 0 15 | 0 16 |
| Heavy mess pork, per bbl. | 15 00 | 15 50 |
| Short out, per bbl. | 18 60 | 18 50 |
| Shoulder mess pork, per bbl. | 14 40 | 14 50 |
| Lard, tierces, per lb. | 0 08 | 0 08 1/2 |
| " tubs | 0 08 1/2 | 0 09 |
| " pails | 0 08 1/2 | 0 09 |
| " compounds, per lb. | 0 07 | 0 07 1/2 |
| Plate beef, per 200-lb. bbl. | 11 00 | 11 50 |
| Beef, hind quarters | 6 50 | 8 50 |
| " front quarters | 4 50 | 5 75 |
| " choice carcasses | 7 00 | 7 25 |
| " medium | 5 50 | 6 50 |
| " common | 5 00 | 6 00 |
| Mutton | 5 50 | 6 50 |
| Lamb, spring | 6 50 | 7 25 |
| Veal | 8 00 | 8 50 |
| Hogs, light | 7 50 | 7 75 |

Poultry—Slightly larger quantities of poultry are being received but the amount and demand are so small at present prices that the market cannot be said to have opened up. However for what is to hand the following prices rule:

| | | |
|------------------|------|------|
| Chickens, spring | 0 10 | 0 11 |
| Hens | 0 07 | 0 08 |
| Geese | 0 07 | 0 09 |
| Turkeys | 0 14 | 0 16 |
| Ducks | 0 10 | 0 11 |

Butter—Creamery butter has strengthened a little. Large dairy rolls are beginning to come forward and the amount of prints received is increasing. Tubs of all qualities are offering, much being of no commercial value on account of the length of time country merchants have carried it, and their poor facilities for storing. For this week the prices are:

| | |
|-----------------|---------|
| Creamery prints | Per lb. |
| " solids, fresh | 0 20 |
| Dairy prints | 0 19 |
| " in tubs | 0 16 |
| " large rolls | 0 13 |
| " large rolls | 0 14 |
| " large rolls | 0 15 |

Cheese—Conditions in the cheese market remain as they were last week. The boards drew high figures and there was little sign of a drop. The export demand is not especially strong, but buyers must be in hopes of an increased sale abroad to pay as high as 9 1-4 on the board. Reports for the week ending October 24 are as follows:

| Board. | Boxes. | Price. |
|--------------|--------|----------------------|
| Ingersoll | 280 | (no sales) 0 09 |
| Campbellford | 750 | (530 sold) 0 09 1/2 |
| Woodstock | 3,350 | (no sales) 0 08 1/2 |
| Picton | 780 | (70 sold) 0 09 1/2 |
| Brockville | 1,740 | (no sales) 0 09 1/2 |
| Tweed | 500 | (no sales) 0 09 |
| Kingston | 460 | (320 sold) 0 09 |
| Madoc | 600 | (130 sold) 0 09 1-16 |
| Barrie | 554 | (no sales) 0 08 1/2 |
| Winchester | 781 | (no sales) 0 09 |
| Napanee | 1,220 | (100 sold) 0 09 |
| Perth | 1,465 | 0 09 |

| | |
|------------|-------------------------------------|
| Kemptville | (no sales) 0 09 1-16 |
| Brantford | 2,002 (637 sold) 0 09 1-16 0 09 1/2 |
| London | 1,235 (no sales) 0 08 1/2 0 09 |
| Belleville | 1,700 (700 sold) 0 09 1/2 |
| Cornwall | 1,087 0 09 1-16 |

Sellers are holding in many cases for 9 1-4 and even 9 3-8. We quote:

| | |
|---------------|-------------------|
| Cheese, large | Per lb. |
| " twins | 0 09 1/2 0 09 3/4 |

Montreal.

Provisions—Considerable easiness has been noticed in the provision market, especially live hogs, where a decline has taken place of from 12c to 15c per hundred. Abundant supplies have come to hand and choice lots been sold at \$5.25 to \$5.37 1-2. Mixed at \$5 to \$5.15 and heavy fats at \$4.50 to \$4.75 per hundred. Steadiness marks the dressed hog market, with a good demand, while fresh killed abattoir dressed stock has sold at \$7.25 to \$7.50, and country dressed at \$7 per hundred. Cured meats of all descriptions have been selling well, and lard remains unchanged with good demand. We quote:

| | | |
|---------------------------------------|------------|----------|
| Canadian short out mess pork | \$17 00 | \$18 00 |
| American short out clear | 16 50 | 17 00 |
| American fat back | 17 00 | 17 50 |
| Bacon, per lb | 0 11 1/2 | 0 12 1/2 |
| Hams | 0 10 1/2 | 0 12 |
| Extra plate beef, per bbl. | 11 50 | 12 00 |
| "Boar's Head" brand, tierces, per lb. | 0 07 1/2 | 0 07 3/4 |
| " tierces, per lb. | 0 07 1/2 | 0 07 3/4 |
| " 50-lb. fancy tubs | 0 07 1/2 | 0 07 3/4 |
| Cases, 20 3-lb. tins, per lb. | 0 08 1/2 | 0 09 |
| " 12 5-lb. tins | 0 08 | 0 08 1/2 |
| " 6 10-lb. tins | 0 07 1/2 | 0 07 3/4 |
| 20-lb. wood pails, each | 1 52 1/2 | 1 53 1/2 |
| 20-lb. tin pails, each | 1 42 1/2 | 1 43 1/2 |
| Wood net, tin gross weight— | Wood. Tin. | |
| Pure lard, pails | 1 57 | 1 70 |
| " tubs | 0 07 1/2 | 0 08 1/2 |
| " cases (6 10-lb. tins) | 0 08 | 0 09 |
| " cases (12 5-lb. tins) | 0 08 1/2 | 0 09 1/2 |
| " cases (24 3-lb. tins) | 0 08 1/2 | 0 09 1/2 |

Cheese—The cheese market is in a peculiar condition. No startling change has taken place during the week, the improvement of last week having been fairly maintained. A large quantity changed hands at 9 to 9 1-8c. Considerable excitement has been occasioned among exporters, owing to the noise in the Old Country over an alleged batch of filled cheese. Exporters generally have denied the possibility of Canadians being implicated in this business, and to their credit it may be stated that a complete exoneration has been telegraphed by Lord Strathecona to the Department of Agriculture. The following prices are the ruling ones at present: Finest Ontario, colored, 9 1-2c; white, 9 3-8c; Townships, 9 1-8c; Quebec, 9c; Summer stock, 8 1-2 to 8 3-4c.

Butter—No improvement has been noticed in butter, the market ruling about the same as last week. Considerable quantity was sold at the wharf at 18 3-4c. The following prices rule: Townships, unsalted creamery, 19 3-4c; salted,

19 1-4c to 19 1-2c in boxes, and in tubs 18 3-4c to 19c; undergrades, 18c to 18 1-2c; dairy butter, 15c to 16c.

Winnipeg.

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

| | |
|-----------------------------|------|
| Lard, 50-lb. pails | 4 70 |
| " 20-lb. " | 1 95 |
| " 10-lb. " | 5 90 |
| " 5-lb. " | 6 00 |
| " 3-lb. " | 6 10 |
| " compound, in 20-lb. pails | 1 65 |

Cured Meats—A general firmness is now pronounced in the cured meat lines. The market now quotes prices at the last advance as in last week's price list. Our quotations are as follows:

| | |
|------------------------------------|----------|
| Hams, per lb. | 0 14 |
| Breakfast bellies, per lb | 0 13 1/2 |
| Breakfast backs, per lb. | 0 10 |
| Shoulders | 0 08 1/2 |
| Picnic hams, per lb. | 0 08 1/2 |
| Long spice rolls, per lb. | 0 10 1/2 |
| Short spice rolls, per lb. | 0 10 |
| Dry salt long clear rolls, per lb. | 0 08 1/2 |
| Dry salt backs, per lb. | 0 09 1/2 |

St. John.

Provisions—While western American packers in particular have light stocks

None Left To Bother You After Using Wilson's Fly Pads Sold Everywhere. 10 cents

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

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

Macaroni

Nothing better made than
NAPOLI BRAND
fine assortment. Hand-
some package. Lower
priced, and therefore
more profitable than the
imported.

Order From Your Wholesaler

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

BUY THIS BOOK

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

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

Sent postpaid for \$2.00.

MACLEAN PUBLISHING CO.
LIMITED
TECHNICAL BOOK DEPT. TORONTO


COMMON SENSE

KILLS Roaches and Bed-Bugs
Rats and Mice

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

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

**A
DISTINCTIVE
FLAVOR
IN
Peacock Brand**



makes it pre-
ferable to any
other make of
Condensed
Mince Meat.
Your whole-
saler will sup-
ply it.

The Bates, Peacock Co.
HAMILTON, ONT.

of barreled pork, prices are unchanged and stand at very reasonable figures. Beef continues low with limited business. While American lard is unsteady local prices are firmly held. There is a steady sale: smoked meats bring quite full figures. In fresh meats prices are low. Beef is very freely offered. Lamb is rather off in price. Pork is lower. Mutton is dull. Some nice veal is offered.

| | | |
|------------------------|---------|---------|
| Mess pork, per bbl. | \$16 00 | \$17 00 |
| Clear pork | 17 00 | 19 00 |
| Plate beef | 12 00 | 14 00 |
| Mess beef | 19 00 | 12 00 |
| Domestic beef, per lb. | 0 65 | 0 07 |
| Western beef | 0 08 | 0 09 |
| Mutton | 0 04 | 0 05 |
| Veal | 0 66 | 0 07 |
| Lamb | 0 66 | 0 07 |
| Pork | 0 05 | 0 07 |
| Hams | 0 12 | 0 14 |
| Rolls | 0 10 | 0 11 |
| Lard, pure, tubs | 0 08 | 0 09 |
| pails | 0 09 | 0 09 |
| Refined lard, tubs | 0 08 | 0 08 |
| pails | 0 08 | 0 10 |

Butter—Market is firm, real good, but-
ter is scarce and higher.

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

Eggs—Rather higher prices are asked. Supply continues light. New Brunswick does not at all supply itself.

| | | |
|--------------|------|------|
| Eggs, henery | 0 23 | 0 25 |
| case stock | 0 18 | 0 20 |

Cheese—Market is firm with price tending higher. Local demand is for twins.

| | | |
|-----------------|------|------|
| Cheese, per lb. | 0 10 | 0 11 |
|-----------------|------|------|

To Establish Dairy Exchange.

J. X. Perrault at the Chambre de Commerce has raised the question of the establishment of a dairy produce exchange in Montreal. He recommends its establishment on the ground that, merely for lack of market facilities, cheesemakers in the Province of Quebec are not obtaining a fair price for their commodities, the loss being as much as one-fourth of a cent per pound. On result of the present system, he says, is that dairymen sell their produce at points in Ontario and at Alexandria Bay, N. Y., at a higher rate than they can obtain in Montreal. He argues that the business might be kept in Montreal if the chambre would provide facilities to enable them to make profitable sales here.

The proposal is favorably regarded by the chambre and a special committee has been appointed to look into the matter and report at the next meeting.

A MUSHROOM FACTORY.

THERE seems to be little doubt that Middle Sackville, N.B., has the unique distinction of possessing the only mushroom factory in America. Factories for canning mushrooms

are found in France, but, so far as can be learned, no similar factories are found on this side of the Atlantic. J. R. Ayer, proprietor of the Sackville cannery, has for years been making experiments in the putting up of mushrooms, but until recently he has not been able to can them to his satisfaction.

This is the third year that Mr. Ayer has been canning the mushrooms. The first year he put up only about twenty cases, as he had no facilities for canning them, and the work was largely experimental. Last year the mushroom season opened earlier than was expected, and was over almost before the factory was in operation. In consequence of this, only about half a dozen cases were put up. This year, however, things are running smoothly, and over sixty cases, each containing ninety-six half-pound cans, have already been made ready for market.

Pickers scour the marshes every day for the delicious fungus, and at present about ten cases of 480 pounds are being canned each week. Upon being brought to the factory the mushrooms are first carefully assorted and cleaned. The highest grade are canned, the second grade made into catsup, while the poor ones are thrown away. About fifteen persons are at present employed at the work of picking, assorting, canning, etc.

USEFULNESS OF TRADE JOURNALS

A MERCHANT or manufacturer, an industrial or professional, or a manager or operator, who assumes to "get on" without the trade journals directly or collaterally bearing on his particular specialty, is seriously handicapped in the stress of competitive strife, says a writer in the Boston Herald. Wilfully, though perhaps not wittingly, he deprives himself of sources of information and of material for progress and profit, lack of which must inevitably leave him in the lurch. The managing head of every "house," no matter how large the "concern," should, above all things, see to it that each department head and so many of the working force as by their intelligent interest show that they would profit by technical and professional information—that all these men are provided with the trade journals best fitted to promote the advancement of each in efficiency. This at the expense of the firm, of course, since the firm, in turn, cannot fail largely to profit by such policy. And don't commit the folly of balking at the preponderance of ad. pages. The information these contain is never less and often far more valuable than that found in the "reading matter."

Self-Rising Buckwheat Flour . . .

Most people think one pan-cake flour is as good as another, but there's a difference.

Forest City Buckwheat Flour is ground from the highest standard grain by the most improved mills and is thoroughly mixed — is not reduced in price and quality by low grade mixtures as in common flours.

Will make a delicious, light, fluffy pan-cake like mother used to make and can be prepared and served in three minutes.

Packed in fancy cartons. Get your orders in early and cinch the trade in your town.

GORMAN, ECKERT & CO.
LIMITED

LONDON, CANADA.

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

Many dealers have come to realize that a display of really first-class



LIPTON'S
1/2-Pint Onions

goods in the window or on the shelf does much to elevate the **tone** of a store; does much to attract a class of trade worth having.

This is why the Lipton Pickles and Jams are found in the best shops from Sydney to Vancouver.

Now, how about your store?

For information address the Canadian agents:

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

Or **J. S. CREED,** Board of Trade Bldg., **MONTREAL**

40 years'

experience and thousands of testimonials have established the high reputation of . . .

Borden's "Eagle" Brand Milk
AND
"Peerless" Cream..

Are you
handling it?

Write for pamphlets and particulars.

SELLING AGENTS IN CANADA

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN,
Halifax, N.S.

SCOTT, BATHGATE & CO.,
Winnipeg, Man.

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

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

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
McLaren's Cooks Friend.
Greig, Robt., Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
Turner, James, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Old Homestead Canning Co., Picton, Ont.

Cheewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
McDougal & Lemon, Owen Sound.
Matthews, Geo. Co., Brantford, Hull, Peterboro.

MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.

Flavoring Extracts.
Greig, Jas. R., Montreal.

Fly Paper.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Lafamme, Montreal.
Husband Bros. & Co., Toronto.
James, Eben, Toronto.
Millman, W. H., & Sons, Toronto.
McWilliam & Everist, Toronto.
Ratray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Fruit Wines.
Turner & Co., Toronto.

Gelatine.
Cox, G. & J.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinneer, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T. & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Batger's—Rose & Lafamme, Montreal.
Colson, C. E. & Son, Montreal.
Creed, J. S. & Co., Halifax.
Crosse & Blackwell's—C. E. Colson & Son, Montreal.
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni.
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents and Commission Merchants.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McCuag, J., Toronto.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Ratray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Watt, J. L. & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat.
Bates, Peacock Co., Hamilton.
Fearman, F. W. Co., Hamilton, Ont.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Lafamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, & Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's—Rose & Lafamme, Montreal.
Turner & Co., Toronto.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
James' Dome—W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.
Prescott's—W. H. Dunn, Montreal

Poultry and Cattle Food.
Greig, Robert, Co., Toronto.

Refined Cider.
Wilson, W. H. Co., Tillsonburg, Ont.

Salt.
Toronto Salt Works, Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Lafamme, Montreal.
Ontario Sugar Co., Berlin, Ont.
Ratray, D., & Sons, Montreal.
"Sugars" Limited, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Creed, J. N., & Co., Halifax, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinneer, T., & Co., Toronto.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISEMENTS.

| | | | | | | | |
|--|--------------------|---|----|---|-------------------|---|-------|
| Adamson, J. T., & Co. | 53 | Downey, W. P. | 43 | Leonard Bros. | 16 | Page, C. S. | 44 |
| Allison Coupon Co. | 4 | Dunn, Wm. H. | 24 | Lindman, B. | 4 | Park, Blackwell Co. | 19 |
| American Tobacco Co. | 59 | Dutch Chemical Works, inside back cover | | Lucas, Steele & Bristol | 11 | Payne, J. Bruce | 57 |
| Auer Light Co. | 3 | Eby, Blain Co. | 23 | Lytle, T. A., Co. | 3 | | |
| Balfour & Co. | 11 | Edwardsburg Starch Co. | 63 | Mathieu, J. L., inside front cover | | Ratray, D., & Sons | 39 |
| Barnard & Holland | 26 | Empire Tobacco Co. | 56 | Matthews, Geo. Co. | 20 | Robinson, O. E. | 53 |
| Bates, Peacock Co. | 22 | Epps's Cocoa | 43 | Metallic Roofing Co. | 44 | Rose & Lafamme | 8, 62 |
| Black Bros. & Co. | 14 | Estabrooks, T. H. | 47 | Millman, W. H., & Sons | 2 | Row & Co. | 53 |
| Blue Ribbon Tea | 54 | Ewing, S. H. & A. S. | 64 | Milne, Chas. | 2 | Rutherford, Marshall & Co. | 32 |
| Bradstreet's | inside front cover | Ewing, S. H., & Sons | 3 | Mooney Biscuit and Candy Co. | 50 | Ryan, Wm., Co. | 32 |
| Braid, Wm., & Co. | 51 | Fearman, F. W. Co. | 19 | Morse Bros. | 10 | | |
| Brantford Starch Works | 30 | Fortier, J. M. | 58 | Mott, John P., & Co. | 49 | "Salada" Tea Co. | 30 |
| Burlington Canning Co. | 4 | Foster Pottery Co. | 2 | MacLaren's Imperial Cheese Co. | 12 | Simpson, R. & J. H. Co. | 43 |
| Canada Paper Co. | 53 | Frontenac Cereal Co. | 55 | McAlpin Consumers Tobacco Co. | 58 | "Sovereign" and "Lynx" Salmon | 16 |
| Canadian Press Clipping Bureau | inside back cover | Gibb, W. A., Co. | 52 | McCann Wm., Milling Co. | 50 | Stringer, W. B., & Co. | 53 |
| Canadian Swiss Trading Co. | 51 | Gillard, W. H., & Co. | 8 | McCuag, J. | 2 | "Sugars" Limited | 53 |
| Capstan Manufacturing Co. | 3 | Gillett, E. W., Co., Ltd. | 20 | McDougal & Lemon | 53 | | |
| Cassidy, J. L., Co. | 26 | Gorman, Eckert & Co. | 24 | McDougal, D., & Co. | 59 | Tippet, Arthur P., & Co. | 1 |
| Ceylon Tea | 6 | Gowans, Kent & Co., outside back cover | | McGregor-Harris Co. | 32 | Toronto Salt Works, inside back cover | |
| Chase & Sanborn | 41 | Greig, Robt., Co. | 48 | McLaren's Cooks' Friend Baking Powder | inside back cover | Tuckett, Geo. E., & Son Co. | 57 |
| Christie, Brown & Co., outside front cover | | Heinz, H. J. Co. | 54 | McLean, J. A., Produce Co. | 20 | Turner & Co. | 32 |
| Clark, W. | 43 | Hill, Evans & Co. | 3 | McWilliam & Everist | 52 | Turner, James, & Co. | 11 |
| Coles Manufacturing Co. | 30 | Husband Bros. & Co. | 52 | | | Upton, Thos., & Co. | 13 |
| Colson, C. E. & Son, outside back cover | | James' Dome Black Lead | 13 | Naisbitt Co. | 42 | | |
| "Commissioner" Tea | 4 | James, Eben | 53 | Napoli Macaroni Co. | 22 | Walker, Hugh, & Son | 53 |
| Common Sense Mfg. Co. | 22 | James, F. T., Co. | 44 | National Licorice Co., inside front cover | | Walkerville Match Co., inside front cover | |
| Cowan Co. | 48 | Japan Teas | 4 | Nicholson, Bain & Johnston | 2 | Wallaceburg Sugar Co. | 7 |
| Cox's Gelatine | 4 | Keen, Robinson & Co., outside front cover | | Nicholson & Bain | 2 | Warren Bros. & Co. | 48 |
| Creed, J. N., & Co. | 24 | Kingston "Gleaner", inside back cover | | Nicholson & Brock | 44 | Watt, J. L. & Scott | 51 |
| Cullen, Orlan Clyde | 44 | Kinneer, T. H., & Co. | 12 | Oakey, John, & Sons, inside front cover | | Wethey, J. H., outside back cover | |
| Davidson & Hay | 17 | Lake Huron & Manitoba Milling Co. | 54 | Oakville Basket Co., inside back cover | | White & Co. | 53 |
| Dawson Commission Co. | 52 | Lambe, W. G. A. | 2 | Ogilvie Milling Co. | 37 | Wilson, Archdale | 21 |
| Dingle & Stewart | 2 | Lamont, Corliss & Co. | 61 | Old Homestead Canning Co. | 5 | Wilson Commission Co. | 2 |
| Dominion Molasses Co. | 51 | Lawson, Reginald | 36 | Ontario Sugar Co. | 39 | Wilson, W. H., Co., inside back cover | |
| Dominion Packing Co. | 19 | | | "Ozo" Co. | 26 | Wood, Thomas, & Co. | 8 |
| Douglas, J. M., & Co. | 41 | | | | | Woods, Walter & Co. | 21 |

**THE OLDEST CROCKERY HOUSE IN
CANADA**

UNDER UP-TO-DATE MANAGEMENT

A NEW STOCK OF PATTERNS

FOR SPRING DELIVERY

Be sure and wait till you have seen
our

"ECLIPSE" Edge Line and Sprig

The JOHN L. CASSIDY CO.

Limited

MONTREAL.

"Tak' a cup o' Tea;
it's unco refreshin'."—

SEND FOR A \$25.00 ASSORTMENT

OF
SCOTCH MOTTO WARE

It is most Quaint
Artistic and
Attractive

BARNARD & HOLLAND CO.

HAVE YOU
EVER
HANDLED
ELECTRIC SHADES?
—
WE SUPPLY THEM
IN FANCY STYLES

English Pottery
Representatives
and Importers of
Foreign China
and Glassware

MONTREAL

DON'T BUY TROUBLE

IT'S A STOCK THAT IS BOUND TO STICK

It's the stock with the rapid turnover, the quick easy selling stuff, that is going to make your store a success. Goods with a reputation, that you don't have to argue your customers into accepting, net a larger profit because of the time saved and no returns, nor dissatisfaction. For the past 60 years the Michel Lefebvre Vinegar Works have turned out goods that have earned a national reputation for quality. Your customers know this and are glad to buy. The first cost is the same as any other line, while the aftermath of satisfaction is really a doubling of the original profits. Premier Pickles in bottles, usual size, \$1.05, in cases of 3 doz., \$1.00 per doz., in barrels of 6 doz. or in 1, 2, 3, 5 and 10 gal. pails.

THE OZO CO., LIMITED, MONTREAL.

Do you get our Price Current? A post card will bring it, every season, four times a year.



President:
JOHN BAYNE MACLEAN,
Montreal.

**The MacLean Publishing Co.
Limited**

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

- MONTREAL - - - - - 232 McGill Street.
Telephone Main 1255.
- TORONTO - - - - - 10 Front Street East.
Telephone Main 2701.
- WINNIPEG, MAN. - Room 515, McIntyre Block.
Telephone 1846.
L. P. Luxton.
- LONDON, ENG. - - - - - 88 Fleet Street, E.C.
Telephone, Central 12960.
J. Meredith McKim.
- MANCHESTER, ENG. - - - - - 92 Market Street.
H. S. Ashburner.
- ST. JOHN, N.B. - - - - - No. 3, Market Wharf.
J. Hunter White.
- NEW YORK - Room 1241, New York Life Bldg.
W. T. Robson.
- VANCOUVER, B.C. - - - - - Geo. S. B. Perry.
- ADELAIDE, AUSTRALIA, - Steamships Building,
W. H. Sharland, Jr.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere 12s.

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

NEW ADVERTISEMENTS.

- Wm. Braid & Co., Vancouver, B.C.
- B. Lindman, Montreal.
- J. McCuaig, Toronto.
- J. L. Mathieu, Sherbrooke, Que.
- The Naisbitt Co., Toronto.
- Wallaceburg Sugar Co., Wallaceburg, Ont.

OUR DAIRY INDUSTRY.

THE disastrous wind up of last season naturally put operators on both sides of the Atlantic in a cautious frame of mind at the opening of the present year. Fortunately factorymen did not begin operations as early as usual and the output of fodder-made goods was much below the average. This proved to be anything but an unmitigated evil as supplies of old stock held over from last season were more than sufficient to supply the demand until full grass goods could be placed on the market.

Opinions have differed since the beginning as to how the season would end. Prices paid factorymen during the first two weeks in May ranged from 6 1-2 to 7 1-8c and all sorts of reports were sent

out by cable, circular and letter. Some predicted that cheese would go below record prices, and in addition that factories would shut down and milk be fed to stock; prices, however, have not been the lowest on record and factories have not shut down.

In some instances in factories equipped for making both cheese and butter the patrons decided to make butter instead of cheese, particularly in some parts of the Province of Quebec. The result is that there will be some decrease in the make of cheese, and some increase in the season's output of butter for the season. The following figures may prove interesting to our readers:

| | | |
|--------------------|--------|-----------|
| May 16 to 21..... | 7½ | to 8 3-16 |
| " 23 " 28..... | 8½ | " 8½ |
| " 30 " June 4..... | 8 | " 8½ |
| June 6 " 11..... | 7¾ | " 8 5-16 |
| " 13 " 18..... | 7¾ | " 8 3-16 |
| " 20 " 25..... | 7¾ | " 7¾ |
| " 27 " July 2..... | 7¾ | " 8½ |
| July 4 " 9..... | 7¾ | " 7½ |
| " 11 " 16..... | 7¾ | " 7¾ |
| " 18 " 23..... | 7 1-16 | " 7½ |
| " 25 " 30..... | 7½ | " 7¾ |
| Aug. 1 " 6..... | 7¾ | " 8½ |
| " 8 " 13..... | 8½ | " 8¾ |
| " 15 " 20..... | 8 | " 8½ |
| " 22 " 27..... | 8¾ | " 8½ |
| " 29 " Sept 3..... | 8¾ | " 9 5-16 |
| Sept. 5 " 10..... | 8½ | " 9 |
| " 12 " 17..... | 8½ | " 9 |
| " 19 " 24..... | 8¾ | " 9 3-16 |
| " 26 " Oct. 1..... | 8½ | " 8½ |
| Oct. 3 " 8..... | 8¾ | " 9 |

The above figures are the ruling prices bid and paid on different boards or markets in Ontario. In the best sections of Quebec where regular sales take place there has been little, if any difference. There are those in the business to-day who can well remember buying cheese as low as from 5 to 6c per pound at the factories; hence it will be seen that prices have not touched a record low price.

The quality for the season has been fully up to the average, some say better, while there are those who make the statement that the quality has been poor. From reliable sources we are told that there are poor cheese made every year; but while this is a fact, the percentage this year is not larger than in others, if as large. The cool season has been a great boon to the trade as a whole. Actual figures up to about October 15 show receipts to be about 125,000 boxes

less than last year, the decrease in shipments being 385,000 boxes.

While some have endeavored to "bear" the situation there are others who have made desperate efforts to bring a boom. British importers have repeatedly and persistently refused to follow any spasmodic advances from this side, their experience of the past evidently justifying their actions. While Canada is a cheese producing country it is not a cheese consuming country. We have only one outlet, namely Great Britain, on which we are dependent to handle and consume our cheese. It is well that all interested should do all in their power to cultivate and foster an industry which is bringing to our shores a portion of the great wealth expended to feed the millions of people across the seas.

AIDING BRITISH EXPORTERS.

A GOOD example has been set recently by some of the Canadian importers which, if generally followed, would go a long way to enlighten British exporters and dispel the doubt and uncertainty existing there regarding the latest changes in the Canadian tariff laws. A notice, in the form of a letter, is being sent by some jobbers to all the British firms with whom they deal informing them to the letter of the requirements necessary, and they are not a few, in fulfilling the law when sending goods to this country. Although no doubt the British importer is already aware of what is required of him in this direction to a certain extent at least, and more or less vaguely perhaps, yet a letter sent, as the one mentioned, coming from a customer, is going to bring the matter before him more prominently and in a more definite manner than would be possible of accomplishment in any other way.

The form of the declaration to accompany all invoices is given in full, in six clauses, as called for by the Dumping Act, with a note added regarding German goods. Below appears an invoice form, such as is required by the department, and underneath the specific directions regarding triplicate invoices, addressing and marking of packages, inserting extra goods, bills of lading, etc.,

concluding with the request that all regulations be carried out. If this practice were more generally observed it would doubtless do away with a lot of inconvenience and delays that at present exist. The British jobber or manufacturer would probably not appreciate such a letter, as far as the notice itself is concerned, but will recognize the spirit in which it is sent, and that it was instituted with a view to helping both parties and to obviate the vexatious delays attendant upon the non-fulfillment of the required regulations.

SHALL MANITOBA WHEAT BE MILLED ABROAD?

IN a recent issue the New York Journal of Commerce makes the statement that the milling industry in the United States is in a position not only to convert every pound of American wheat into flour before sending it to foreign markets, but actually needs to import raw material in order "to keep busy." The American Northwest is so situated that it can do this to great advantage, not only to itself but to the country's transportation and export trade on account of the large and increasing production of wheat across the border in Manitoba and the Territories. Our contemporary goes on to say there is no reason why the United States should not receive supplies of material from Canada free of duty and convert the bulk of the Canadian surplus into flour for export. Unfortunately an import duty of twenty-five cents per bushel prevents this, and encourages the building up of manufacturing and transportation in Canada instead of the United States, and that, too, by an expatriation of capital and labor.

It cannot be gainsaid that American millers have become "wise" to the exigencies of the wheat situation in the United States, where the surplus of wheat and flour for export is getting smaller every year, and that they are casting longing glances on the wheat fields of Canada as the only available source of supply for raw material in a time of need.

They are beginning to appreciate the vast possibilities of the milling industry in relation to foreign trade, and are determined to have a share in supplying

the non-producing cereal countries of the world with manufactured bread-stuffs.

Clearly it is in the interest of the American miller that if American industries can use more raw material than is available at home they should be permitted to import it free of all tax. At the same time, however, Canadian millers have not been blind as to the possibilities of the export flour trade, and judging from the rapidly increasing number of milling industries springing up in the Canadian West, Canada will have less and less wheat to export as raw material, but will require the bulk at home to feed domestic mills. When it comes to an aspect of trade so important as the flour milling industry Canada is not likely to be as unselfish as the New York Journal of Commerce supposes. She certainly would not be content to sit with arms folded while Canadian wheat was being milled for export by her next door neighbor. So far from this being the case Canada is sparing no pains in developing the milling industry within her boundaries, and we may expect to see as a direct result an impetus given to the live stock and kindred agricultural industries such as this country has not yet experienced.

CANADA AN EXAMPLE.

CANADA has a new role to play, namely, that of preceptress to the nations of the east in the science of agriculture. Most of the colonies have recognized her claim to be the "Granary of the Empire," and are already emulating her example, the latest convert being the Orange River Colony, which wishes to effect a thorough reorganization of its staple industry and to that end is recruiting from our agricultural colleges experts in Canadian methods of farming.

It is particularly gratifying to hear that Mr. Palmer, recently appointed director of agriculture for the Orange River Colony, is giving the utmost satisfaction, and that he promises to be a living example of what Canadian agricultural colleges can produce in the way of practical, scientific and technical equipment.

NOTICE THE CHILDREN.

IN any retail business the personal element wields such influence that the merchant should be constantly on the alert to win confidence and sympathy. Unless the merchant has the confidence of his customers he is ever in danger of losing them, whereas if they are his friends they are likely to continue his customers.

To win confidence in any neighborhood

one cannot afford to neglect the children in the slightest degree. If a child and a gentleman come into the store together it is a safe rule to wait on the child first, engaging the adult customer in conversation at the same time. In no case should a child be left until a later arrival is first served. Each child is a good friend to win and as children are more sensitive in every way than older persons, their friendship is more easily won or lost than that of the adult customer. Above all, never neglect them.

HIDES AND WOOL SITUATION.

THE Canadian market for wool, hides and skins at the present time may be said to have reached the highwater mark. In wool the tendency has been steadily upward during the past three years, present prices being the highest since 1898. Many factors have been influential in bringing about this state of affairs, among them the absence of a surplus of wool in the world's markets the war between Russia and Japan which has increased the demand for military supplies, and the comparatively small and steadily decreasing crop of Canadian fleece wool.

The hide situation is similar. Supplies are being readily taken up at home and abroad and prices ruling to-day are higher than they have been at any time since 1900. The outlook is for a fairly steady market since tanners will consume the output as fast as it arrives on the market. At the same time there is the possibility that if the price of leather does not advance a large percentage of tanners will be obliged to curtail operations or perhaps shut down, thus throwing a great many hides on the market. These remarks are equally applicable to calfskins.

The price of sheepskins is influenced directly by the wool market. Owing to high prices and scarcity ruling in the latter there has lately been an active inquiry for sheepskins. In fact quotations on this article have become somewhat exaggerated and working margins for both dealer and puller reduced to a minimum.

Until three months ago the price of tallow was below the normal. During the interval, however, there has been a decided improvement and two weeks ago prices reached a record mark. Since then there has been a slight decline with the market at the close so uncertain that it is impossible to forecast prices.

TRAVELERS' TALES.

ON the occasion of the travelers' holidays in July last The Grocer offered three prizes for the three best answers to the question:

What is the best stroke of business you ever heard of?

The competition was open to the grocery travelers of the Dominion. The prizes were: 1, a silk hat; 2, a silk umbrella; 3, a seal wallet.

A goodly number of stories were submitted and after a careful weighing of them all the three best, according to the judges' views were sent in by G. W. Prescott, 507 Huron street, Toronto, with Hudon, Hebert & Cie., Montreal; C. Masters, St. John, N.B., with R. Herron & Co., Montreal; and R. E. Smith, of Toronto, with the Eby-Blain Co. The winners rank in the order named.

Not a few of the stories submitted, while excellent in their way, missed the mark by not conforming to the demands of the question. Many sent in "good stories," but these did not purport to be accounts of "the best stroke of business," and were barred accordingly.

The Grocer may in the near future call for something new. In the meantime it extends its thanks to all who took enough interest to send in answers to the question propounded; to the winners it offers its congratulations.

First Prize Story.

Sent in by G. W. Prescott, with Hudon, Hebert & Cie.

The best stroke of business ever undertaken and completed successfully was by William Kyle (of late Wm. Kyle & Co., carrying on business about the year 1882 or 1883). Hope & Co., of Montreal, were then, and are, I believe yet, the Canadian agents for John De Kuyper, of Rotterdam, of Holland gin fame. Kyle went over to Rotterdam and got acquainted with De Kuyper and shortly got upon very intimate terms. Later he invited him and his daughter to the Charing Cross Hotel in London, England, where they were his (Kyle's) guests for some time.

While they were there visiting Kyle or shortly after their return to Rotterdam, he succeeded in securing for his firm an agency for "The United States" except the state of New York, with a proviso in the agreement that he might from time to time bring so much of the gin here to Toronto to his own order as he (Kyle) might require for the use of his customers. This gave him a sole

agency in every state of the Union except "New York State" and so far as Toronto was concerned gave him and his firm what was tantamount to an agency here, for while he could not bring "De Kuyper" Holland gin to Toronto to the order of his customers as Hope & Co., the agents for Canada could, yet still he could bring it to his own order and compete with them in price.

In short he was in a position if he saw fit to sell Holland gin of "De Kuyper" brand to the retail trade at as low a price as other Toronto wholesale houses got it from De Kuyper via John Hope & Co. The only proviso made by De Kuyper in the agreement that enabled him to nullify it was in case the said William Kyle & Co. became bankrupt or insolvent then said agreement was to be null and void.

This to my notion was the best stroke of business ever done, and it was cleverly done too, obtained largely by showing a combination map of United States and Canada and a skeleton combination map showing the State of New York, island of Montreal and city of Toronto.

Second Prize Story.

Sent in by C. Masters, with R. Herron & Co.

A, a country trader, visits the city on business bent. He owes B, a jobber, an old account of sixty dollars. A, however, goes to C a neighbor of B, and also a jobber, to purchase his season's supplies. B, hearing of this, is naturally annoyed at losing a customer, as well as at the prospect of losing an overdue account. Among other goods A requires 6 barrels of beef, which C has not in stock. C takes the order, and buys the 6 barrels of beef from B, promising to send his (C's) teamster with 6 address cards for the 6 barrels which are to be delivered at once to a schooner. On arrival of teamster B discovers from the address cards that the 6 barrels of beef are for country man A. B delivers beef to teamster and watches him place goods on the schooner for A, and immediately takes legal proceedings and garnishees the 6 barrels of beef for payment of his old bill of sixty dollars against countryman A.

Third Prize Story.

Sent in by R. E. Smith, with Eby, Blain Co.

One evening I was writing out my orders in a wayside hotel writing room. In the same room two fellow travelers were discussing business, etc., when

laughter attracted my attention; naturally thinking it was a new yarn or joke, I butted in and learned that one man had sold nineteen carload lots of coal oil during the first three days of that week, leaving little or nothing for the opposition that was following him.

His explanation was as follows: At the first town he struck he sold to his man then called the man at the next town up by phone, and informed him that he would pass through on such a train asking him to be at the station with his order. Arriving at the station he would jump off, shake hands, get his order, run over to telegraph operator, hand him a telegram (and charges) to be forwarded to his customer at the next town at which he was due to call. He would write and address the telegrams while on the train between stations. They were all the same with the exception of the hour and read as follows: "Will pass through at ----. Be at station with your order."

He kept this up for three days with the result that he sold nineteen carloads. He said he felt a little tired and wondered if the firm would make a kick if he rested half a day.

ENTERPRISING BUTTER CO.

The William Murphy Co., manufacturers of Jersey cream butter, have recently opened a branch office in Montreal, under the management of R. J. Russell, and are temporarily occupying premises at 509 St. James street. Mr. Russell is familiarly known to a large circle of friends in the trade as "Bob," and since he opened has shown conclusively his fitness for the appointment. In addition to Mr. Russell's personal qualities as a hustler, he has behind him one of the best brands of butter to be found on the market to-day. In a circular the Murphy Co. deal very pointedly with the merits of this butter. In the course of this circular one line reads: "A triumph of purity from the meadow to the home. A table delight that adds new charm to the breakfast, dinner and supper." In addition to these nice things which Mr. Murphy claims for his butter, he has adopted a new system of packing and delivery. The firm uses Cowan & Sons', Edinburgh, parchment paper, and the butter is sold only in pound lots; it therefore cannot leave the creameries unwrapped, which means hands off, dust out, and immaculate cleanliness. The market price is all that Mr. Russell quotes. The business has always been a good one, and is most likely to increase.

The World's Fair

St. Louis

Awards its **First Prize** and **Gold Medal** to **"Salada"** for its delicious teas, both Black and Green.

Can any better proof be given of **"Salada's"** superb quality?

"SALADA" TEA CO.

Toronto, Montreal, New York, Boston, Buffalo, Detroit,
Pittsburg, Minneapolis, Philadelphia, Baltimore, San Francisco

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

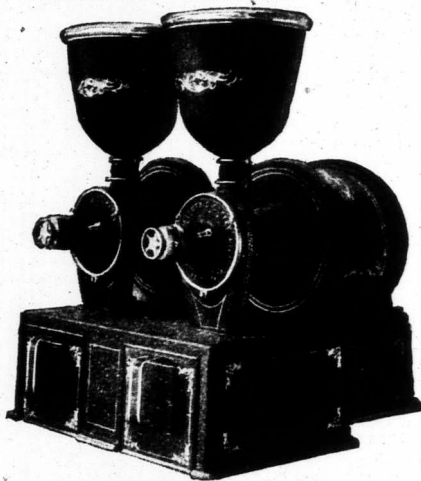
Single and Double Grinders

Pulverizing and Granulating

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

Our Grinders

Wear Longest



No. 65.

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

Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

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

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.



Catch the Eye

Our principal object in putting up

LILY WHITE GLOSS STARCH

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

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

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

THE BRANTFORD STARCH WORKS, LIMITED,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Oct. 27, 1904.

Groceries.

EXCELLENT activity is noticeable in all lines. Orders are numerous, and collections are prompt, and abundant. Notwithstanding the fact that the whole country is more or less occupied by election influences, trade has not been better for many years. Country produce of all descriptions continues in good demand at strong prices. Sugar is still in good demand, but the prices are showing a tendency to easiness, and the drop of the past week has been thoroughly maintained. Canned goods are holding up well and salmon is still in its statistical position of strength. Canned corn and tomatoes are still holding at the advance of ten cents which opened the new pack goods. Dried fruits are tending towards easier prices, owing to abundant supplies. Excellent new figs are being sold at very reasonable prices, in all the different brands. Molasses is comparatively uninteresting although spot offers are being made at somewhat reduced prices, with not much turnover taking place. In the grain market the feature is peas, which are selling at advanced prices to the New York market and in ear lots, bringing as high as \$1 a bushel. The tea market is still inclined to dullness. Dodwell & Co., Limited, of Colombo, report that there has been less competition for black tea of all kinds and common to mediums were rather irregular, with a tendency towards lower rates. Green Ceylon tea has been quite neglected though a few import orders were taken this week. Coffee maintains a steadiness, with a declining inclination, in sympathy with the easier New York, European and Brazilian markets. The European political situation may have had something to do with the uneasiness in foreign markets. In green fruits the abundance of grapes still keeps up and plenty of new apples are on the market at good prices. Pears, peaches, and Italian plums from California are retailing in large quantities. New chestnuts are on the market at 12 cents a pound, and large quantities of new crop nuts are attracting attention and suggesting Christmas trade. In vegetables, Spanish onions are very

scarce and high-priced. Red onions in bags of 75 pounds are bringing \$1.50 per bag. Fish of all kinds are coming in more freely and oysters are showing a briskness never before equalled in this district. Flour and other cereals maintain their strength.

SUGAR.

The market for refined sugar remains steady, with the decline of last week still dominating. Still all prophecies of experienced men point to a stronger sugar market. No distinct change has taken place in the local market, but considerable increase in the demand has taken place and all kinds of refined sugar have been selling freely. News from the different sugar experts regarding American beet sugar announce that for the season of 1904-5 the estimate is about 191,000 tons, dependent upon the favorable conditions until the beets are harvested. The production last season was 208,135 tons. Willet & Gray in their report add that their estimates which correspond with the ones quoted are as close as possible at this early date, and it must be remembered that the weather during October and November may affect the outturn of the crop in nearly all the States. They conclude their report with the paragraph: "According to our latest information from the best sources, there are now 10,100 acres of beet in good stand in Canada, which it is estimated will yield 5,900 tons of sugar, with favorable conditions during the next two months. Last year there were 16,100 acres in good stand, and the actual yield of sugar was 6,710 tons." We quote:

| | |
|-----------------------------|------|
| Granulated, bbls. | 4 55 |
| " " 1/2-bbls. | 4 70 |
| " " bags. | 4 45 |
| Paris lump, boxes and bbls. | 5 05 |
| " " 1/2-boxes and 1/4-bbls. | 5 05 |
| Extra ground, bbls. | 4 90 |
| " " 50-lb. boxes. | 5 10 |
| " " 25-lb. boxes. | 5 20 |
| Powdered, bbls. | 4 70 |
| " " 50-lb. boxes. | 4 90 |
| Phoenix. | 4 35 |
| Bright coffee. | 4 30 |
| " yellow. | 4 25 |
| No. 3 yellow. | 4 25 |
| No. 2. | 4 05 |
| No. 1 " bbls. | 3 85 |
| No. 1 " bags. | 3 85 |
| Raw Trinidad. | 3 45 |
| Trinidad crystals. | 3 55 |

SYRUPS AND MOLASSES.

Molasses is very quiet, although the advance of a month or so ago has kept up and the market is quite firm. Changes if anything, are expected in the upward

direction, and the whole tendency seems to be against buyers. We quote:

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

COFFEE.

Considerable easiness has been noticed in the coffee market, in sympathy with the cables from Europe and Brazil. Advices from Santos increasing estimates of current crop, also had some effect locally. There is, however, a steady demand for good coffee and business is brisk with a tendency towards higher prices and greater consumption. We quote:

| | | |
|-----------------|------|------|
| Good Calcuttas. | 0 10 | 0 10 |
| Choice. | 0 11 | 0 12 |
| Jamaica coffee. | 0 10 | 0 11 |
| Java. | 0 18 | 0 22 |
| Mocha. | 0 16 | 0 19 |
| Rio. | 0 08 | 0 08 |

SPICES.

Spices are interesting. Scarcity of spot stocks of pepper and some due to arrive, coupled with the fact that sellers in the countries of production have been asking higher prices, causes the firmness still to hold. The advance in white pepper has been maintained, the Singapore price being quoted at 17c, Penang at 16 1-2c. Holders of cloves in London are firm at the equivalent of 17 1-4c ex dock, New York. Nutmegs are likely to go higher, owing to short crop. Ginger is still quoted at 8 1-2 to 9c. Cassia seems to be growing more popular, presumably owing to the good fruit crop. The tendency is towards higher prices. There is a reported scarcity in Batavia cassia. We quote:

| | |
|------------------|---------|
| | Per lb. |
| Peppers, black. | 0 20 |
| " white. | 0 25 |
| Ginger. | 0 17 |
| Cloves, whole. | 0 25 |
| Cream of tartar. | 0 25 |
| Allspice. | 0 16 |

TEA.

Dullness rules in the tea market. From abroad, Dodwell & Co., of Colombo point out a decline in competition for black teas, and the irregularity in common and medium teas, with a tendency towards lower prices. Fine teas have held their own at former quotations,

IT SELLS THE GOODS

A good name counts.

McGregor

Jams, Fruits, Marmalades are of the highest quality. For fine trade, yet comparatively low priced.

Send for Price List.

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

Turner's Home Made Catsup

Flavor Superb

Orders Always Repeated When Tried.

Give us a trial and you'll be well pleased.

SEND FOR PRICE LISTS.

Turner & Co.
23 Jarvis St. Toronto.

EGGS

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

CORRESPONDENCE SOLICITED.

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

BUTTER and EGGS

— WE ARE —

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

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

where quality was maintained, while such gardens as Attempettia, Tommangong, Glassaugh, etc., realize satisfactory averages. The demand continues at advancing rates for good liquoring Dusts and Fannings. Green tea is practically neglected. Locally prices are steady, but there is little demand and stocks are held indifferently, without much trading being done. We quote:

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

CANNED GOODS.

The advance made in certain new pack canned goods has held firmly and large trading has taken place. Corn and tomatoes are still scarce and the demand is sharp and brisk. Salmon maintains its strong position and buyers are watching the market with the same nervousness as a month ago, feeling, however, that the tendency to advance has not been realized to such an extent as was expected. The unfavorable reports from the French sardine fisheries have continued to come in, and appear more disastrous than ever as October nears the close. Nearly all the good fish are finished when this month ceases. It would be well to prepare for abnormal prices in sardines in the near future. In canned fruits there are likely to be shortages in some varieties and prices have stiffened considerably. We quote:

| | |
|-----------------------------------|-----------|
| Fraser River salmon | 5 75 |
| Skeena | 5 65 |
| River Inlet and Lowe Inlet salmon | 5 35 |
| Spring sockeye | 5 00 |
| Cohoes | 4 00 |
| Humpbacks | 2 75 |
| Tomatoes | 1 25 |
| Corn | 1 20 |
| Peas | 0 87 1 50 |
| String beans | 0 85 0 90 |
| Strawberries, preserved | 1 40 1 60 |
| Succotash | 1 00 |
| Blueberries | 1 10 |
| Raspberries | 1 47 |
| Lawtonberries, 2s | 1 57 |
| Raspberries, black | 1 42 |
| Gooseberries | 1 63 |
| Pears, 2s | 1 52 1 67 |
| " 3s | 2 00 2 20 |
| Peaches, 2s | 1 63 1 77 |
| " 3s | 2 57 2 72 |
| Plums, Lombard 2s | 1 35 |
| Green Gage, 2s | 1 47 |
| Cherries, red pitted, 2s | 2 30 |
| Baked beans, 3s | 1 03 |
| 3-lb. apples | 4 90 |
| Gallon apples | 2 26 |
| 2-lb sliced pineapples | 2 00 2 10 |
| Grated pineapples | 2 40 |
| Singapore whole pineapples | 2 40 |
| Pumpkins, per doz | 0 95 |
| Spinach | 1 00 |
| Sugar beets | 0 90 1 40 |
| Salmon, pink | 0 90 1 40 |
| 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 |
| " 1-lb. flats | 2 25 |
| Canadian Sardines, 1s | 3 65 4 00 |
| California asparagus | 4 50 5 00 |
| Asparagus tips | 3 50 3 75 |

The following is the new price list issued by the canners for 1904 pack vege-

tables and fruits. Other lists will be given later:

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

FRUITS.

| | |
|--|---------------|
| Pears—Flemish Beauty Bartletts and pie in | |
| 2, 2½ and 3s | \$1 15 \$2 20 |
| Peaches—White yellow and pie, 1½s, 2s, 2½s | |
| 3s | 1 25 2 82 |
| Gallon pears | 3 15 3 67 |
| " peaches | 3 55 4 50 |
| Pumpkins, 3-lb. tins | 0 72 |
| Gal | 2 50 |
| 3-lb. squash | 1 00 |
| 2s Cherries, red, pitted | 2 20 |
| 2s " not pitted | 1 75 |
| 2s " black, pitted | 2 20 |
| 2s " black, not pitted | 1 75 |
| 2s " white, pitted | 2 40 |
| 2s " white, not pitted | 2 00 |
| 2s Currants, red, heavy syrup | 1 57 |
| 2s " red, preserved | 1 77 |
| Gals. " red, standard | 4 75 |
| Gals. " red, solid pack | 7 00 |
| 2s " black, heavy syrup | 1 75 |
| 2s " black, preserved | 2 05 |
| Gals. " black, standard | 5 00 |
| Gals. " black, solid pack | 8 00 |
| 2s Gooseberries, heavy syrup | 1 62 |
| 2s " preserved | 1 85 |
| Gals. " standard | 7 25 |
| 2s Lawtonberries, heavy syrup | 1 57 |
| 2s " preserved | 1 85 |
| Gals. " standard | 4 97 |
| 2s Pineapple, sliced | 2 25 |
| 2s " grated | 2 35 |
| 3s " whole | 2 50 |
| 2s Plums, Damson, light syrup | 1 00 |
| 2s " heavy syrup | 1 30 |
| 2s " " " " " " | 1 57 |
| 3s " " " " " " | 1 85 |
| Gals. " standard | 2 95 |
| 2s " Lombard, light syrup | 1 05 |
| 2s " heavy syrup | 1 35 |
| 2½s " " " " " " | 1 62 |
| 3s " " " " " " | 1 90 |
| Gals. " standard | 3 15 |
| 2s " Green Gage, light syrup | 1 15 |
| 2s " heavy syrup | 1 47 |
| 2½s " " " " " " | 1 75 |
| 3s " " " " " " | 2 00 |
| Gals. " standard | 3 45 |
| 2s " Egg, heavy syrup | 1 52 |
| 2½s " " " " " " | 1 80 |
| 3s " " " " " " | 2 10 |
| 2s Raspberries, red, heavy syrup | 1 40 |
| 2s " preserved | 1 60 |
| Gals. " standard | 5 11 |
| Gals. " solid pack | 8 00 |
| 2s " black, heavy syrup | 1 35 |
| 2s " preserved | 1 50 |
| Gals. " standard | 4 75 |
| 2s Rhubarb, preserved | 1 15 |
| 3s " " " " " " | 1 90 |
| Gals. " standard | 2 62 |
| 2s Strawberries, heavy syrup, 1903 pack | 1 47 |
| 2s " 1904 pack | 1 60 |
| 2s " preserved | 1 75 |
| Gals. " standard | 5 50 |
| Gals. " solid pack | 8 50 |

Foreign Dried Fruits.

Plenty of dried fruits are now in the market and the demand is steady. Prices are inclined to be easier. The position of these articles seems to be stronger than last year at the same period. The customs returns of the fruit in bond show considerable increase over the same period of last year. In addition to the Escalona which arrived in Montreal last week with dried fruit, the Frederica has arrived in New York, and the Regina Elena, which is now loading in Greece, is expected at New York later. There are signs of a stiffening in prices for currants, according to news from Greece. Some new boats with raisins are expected in within a week and best grade four crown layers have been offered at 7 1-2c.

In Malaga fruit, the market shows a slight advance, in sympathy with the market in Malaga. A new cargo of dates direct from Persia has arrived in New York. Figs are also attracting attention in the market. Washed figs are moving freely. The new crop of almond nuts from Spain are on hand and are bringing good prices, offerings being quoted to arrive at 12 3-4c. Valencia shelled are expected in a few days and the first of the new crop are in excellent demand. Reports from France indicate a falling off in the crop of walnuts, and higher prices may be expected. Filberts are reported easier. We quote:

| VALENCIA RAISINS. | | |
|---|---------|---------|
| Fine off-stalk, per lb | 0 05 | 0 06 |
| Selected, per lb | 0 06 | 0 07 |
| Layers | 0 07 | 0 07 |
| FIGS. | | |
| Comadras, per tapnet | 1 00 | 1 10 |
| Elemes, per box, new | | 0 90 |
| DATES. | | |
| Dates, Hallowees, per lb | 0 03 | 0 03 |
| CALIFORNIAN EVAPORATED FRUITS. | | |
| Apricots, per b | 0 12 | 0 12 |
| Peaches | 0 08 | 0 08 |
| Pears | 0 12 | 0 12 |
| MALAGA RAISINS. | | |
| London Layers | 1 75 | 1 90 |
| "Connoisseur Clusters" | | 2 00 |
| "Royal Buckingham Clusters," 1-boxes | | 1 00 |
| "Excelsior Windsor Clusters" | | 1 25 |
| CALIFORNIAN RAISINS. | | |
| Loose muscatels, per lb | 0 07 | 0 08 |
| seeded, in 1-lb. packages | | 0 10 |
| in 12-oz. packages | | 0 08 |
| PRUNES. | | |
| | Per lb. | Per lb. |
| 30-40s | 0 08 | 0 08 |
| 40-50s | 0 08 | 0 08 |
| 50-60s | 0 07 | 0 07 |
| 60-70s | 0 06 | 0 06 |
| 70-80s | 0 06 | 0 06 |
| 80-90s | 0 05 | 0 05 |
| 90-100s | 0 05 | 0 05 |
| Oregon Prunes (Italian style) 40-50s | 0 08 | 0 08 |
| 50-60s | 0 07 | 0 07 |
| Oregon prunes (French style) 60-70s | 0 06 | 0 06 |
| 90-100s | 0 04 | 0 04 |
| 100-120s | 0 04 | 0 04 |
| CURRANTS. | | |
| Fine Filiatras, per lb. in cases | 0 04 | 0 05 |
| cleaned | 0 05 | 0 05 |
| in 1-lb. cartons | 0 06 | 0 06 |
| Finest Vostizzas | 0 06 | 0 07 |
| Amalias | 0 08 | 0 08 |
| SULTANA RAISINS. | | |
| Sultana raisins, per lb. | 0 06 | 0 08 |
| 1-lb. carton | | 0 09 |
| Shelled Walnuts | 0 19 | 0 20 |
| NEW FIGS. | | |
| Six crown, extra fancy 40-lb. boxes | 0 13 | |
| Five crown, fancy 10-lb. boxes | 0 11 | |
| Four crown, fancy 10-lb. boxes | 0 09 | |
| Glove boxes, fine quality, per box | 0 11 | |
| Fancy washed figs, in baskets, per basket | 0 20 | |
| pulled figs, in boxes, per box | 0 22 | |
| stuffed figs | 0 28 | |
| ELEMES FIGS. | | |
| 12-oz. boxes | 0 08 | 0 08 |
| 16-oz. " | 0 10 | 0 10 |
| 10-lb. " | 0 08 | 0 10 |
| 30-lb. " | 0 12 | 0 12 |

Dried Fruit Report.

Valencia almonds advanced 2s this week above the price of goods shipped by Jaona.

Pure Mayette earliest Grenoble walnuts shipments will take place on 29th inst., and are due in New York on the 7th November. Crop is reported only moderate in quantity but the quality is turning out better than was expected.

No change is reported in filberts ex-

cept that speculators who rushed into the market during the Summer and hoisted prices to their present high level are finding some difficulty in realizing a profit.

Valencia raisins have eased off somewhat and are now offered at 23s for selected and 21s for f.o.s. for both brands Trenor's Blue Eagle. The market for sultanas is very firm and there are no changes to report.

The market for currants as might have been expected after the sailing of the Jaona, advanced in proportion to the increased freight and remains steady.

Comadras figs are now close at hand and quality is reported fine.

Cables this week from England advise present stocks of cocoa butter exhausted and until next auction in November no prices can be obtained.

Green Fruits.

Trade is active in green fruits of all descriptions, with plenty of California fruit coming in. Tokay grapes are still bringing \$3.50 a crate, and Italian plums \$2.25 a box. Florida pineapples have dropped to \$4.00 for twenty-fours. Grape fruit are selling at \$6 for sixty-four size and oranges are holding firm at strong prices. Selected Jamaicas bringing as high as \$5.50 per barrel. New stock of coconuts are selling at an advance of 25c per bag. We quote:

| Cocoanuts, per bag of 100 | 3 75 |
|------------------------------------|------|
| Canadian apples, in bbls | 1 00 |
| Pineapples, 24 to case | 4 00 |
| 30 to case | 3 50 |
| Cranberries, finest dark | 8 00 |
| dark | 7 50 |
| 25 quart boxes | 2 25 |
| Bananas, red, per bunch | 1 10 |
| Bananas, red, per bunch | 1 00 |
| New Messina lemons 300's | 3 75 |
| 360's | 2 75 |
| Peanuts, Bon Tons | 0 12 |
| Sun brand | 0 11 |
| Diamond G brand | 0 09 |
| Coon brand | 0 13 |
| New Brazil | 2 75 |
| Sweet potatoes, per bbl | 3 50 |
| Limes (100) | 1 25 |
| California peas, per box | 3 25 |
| California peaches, per crate | 2 00 |
| California plums, per crate | 2 25 |
| California late valencias, per box | 4 75 |
| Verdell lemons, 300's, per box | 4 25 |
| California grapes, per crate | 2 50 |
| Canadian grapes for wine making | 0 13 |
| NUTS. | |
| Grenoble walnuts | 0 13 |
| Tarragona almonds | 0 13 |
| Sicily filberts | 0 10 |
| Shelled walnuts | 0 19 |
| New Brazil | 0 14 |
| Jumbo pecans | 0 14 |
| Large | 0 12 |
| Shelled almonds | 0 28 |
| Peanuts, Spanish shelled | 0 12 |
| Virginian brand, shelled | 0 11 |
| New chestnuts, per lb | 0 12 |

Vegetables.

A steady demand has continued for vegetables of all descriptions. Red onions are still scarce and are bringing big prices. The advance in mushrooms has been maintained and in other lines little change has taken place, although considerable trading has been carried on. We quote:

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

Fish.

Fresh fish of all kinds are coming in freely and prices have eased off a little, in haddock especially. Other kinds remain about the same. Haddies in consequence are in brisk demand and prices are firm. Green cod is scarce and prices have a tendency to the advance. New Labrador herring are now arriving and dealers can fill orders promptly, which they were unable to do during the past week, owing to the scarcity. Oysters are in good demand. For bulk oysters the trade has not been so brisk for years. The demand for bulk oysters, as well as shell, has been increased this week, owing to the approach of Hallowe'en. Supplies of shell oysters are considerably better in some lines, especially cheaper grades. Fancy malpeques continue scarce and prices are higher than ever before. We quote:

| | |
|--|-------|
| Standard bulk oysters, per gal | 1 40 |
| Selects | 1 60 |
| Shell oysters, bbl | 5 00 |
| Fancy Malpeques | 8 00 |
| Caracuet | 4 00 |
| Dressed bullheads | 0 08 |
| perch | 0 08 |
| Haddies | 0 07 |
| Bloaters in boxes, 100 fish | 1 25 |
| Kipperd Herring in half boxes | 1 00 |
| Smoked herring, per box, new | 0 15 |
| Fresh haddock, per lb | 0 04 |
| Pike, round and dressed | 0 06 |
| Halibut, per lb | 0 11 |
| Gaspe salmon, fresh frozen | 0 18 |
| B. C. Salmon, fresh | 0 15 |
| Fresh steak cod | 0 06 |
| Market cod | 0 04 |
| Lake trout, per lb | 0 08 |
| Whitefish | 0 08 |
| Dore | 0 07 |
| No. 1 Labrador herring in 20-lb. pails | 0 80 |
| No. 1 Herring, Labrador, per bbl | 5 50 |
| half bbl | 3 25 |
| No. 1 Holland herring, per half bbl | 6 50 |
| No. 1 Scotch herring | 6 50 |
| per keg | 1 00 |
| Holland herring, per keg | 0 75 |
| No. 1 Salt mackerel, pail of 20 lbs | 2 80 |
| Boneless cod, 1 and 2-lb. blocks, per lb | 0 06 |
| fish | 0 05 |
| loose, in 25 lb. boxes | 0 04 |
| Pure Georges cod, 40 lbs | 0 07 |
| Skinless cod, cases 100 lb. (new) | 5 00 |
| Green Codfish, (200-lbs.) No. 2 | 5 50 |
| No. 1 | 6 50 |
| Large | 7 00 |
| Labrador Salmon, half bbl | 9 00 |
| (200 lbs.) bbl | 17 00 |
| Large (300 lbs.) | 25 00 |
| Sea Trout in bbls. 200 lbs. | 9 00 |
| half bbl | 5 50 |
| Marshall's kippered herring, per doz | 1 40 |
| Canadian kippered, per doz | 1 60 |
| Canadian sardines, per 100 | 3 75 |
| Canned cove oysters, No. 1 size, per doz | 1 30 |
| Canned cove oysters, No. 2 size, per doz | 2 15 |

Country Produce.

EGGS.

Eggs are continuing firm. The demand is steady and supplies have not been abundant. Prices have a distinct tendency to advance. At wholesale straight gathered stock is sold from 21

to 21½c, and in some cases 22c was realized, while the best cold storage stock sold at 19 to 19½c per doz. Selected stock still brings good prices, and in a jobbing way 24c is the ruling price, and for Montreal limed eggs 29c is the figure.

BEANS.

The bean market is very strong and the demand is excellent. Advances are probable. December sales have been made at \$1.40 for primes. Scarcity in Old Country markets is affecting local demand. We quote:

| | | |
|--------------------|------|------|
| Choice primes | 1 30 | 1 35 |
| Less than car lots | 1 40 | 1 50 |
| Primes | | 1 40 |

POTATOES.

The potato market is active, there being a steady demand from local and outside buyers. Carlots of choice stock sold at from 55c to 65c per bag, and in a jobbing way at 70c to 75c per bag.

HONEY.

No change has taken place in the honey market and quietness rules. We quote:

| | | |
|-------------------------------|-------|-------|
| White clover, extracted, tins | 0 08 | 0 08½ |
| " kegs | 0 07½ | 0 08 |
| " comb. | 0 10 | 0 10½ |
| Buckwheat | 0 05½ | 0 06½ |

MAPLE PRODUCTS.

There is nothing doing in maple products of any note. Some goods are beginning to move as the cold weather advances. We quote:

| | | |
|-------------------------------|-------|-------|
| Maple syrup, in wood, per lb. | 0 05½ | 0 05½ |
| Maple syrup, in large tins | 0 50 | 0 60 |
| Pure sugar, per lb. | 0 07½ | 0 08 |
| Pure Beauce, county, per lb. | 0 08 | 0 09 |

HOPS.

No change has taken place during the week in hop markets, and the demand is steady. We quote:

| | | |
|--------------|------|------|
| Choice | 0 33 | 0 35 |
| Fair to good | 0 24 | 0 28 |

Flour and Feed.

FLOUR.

The strong position of flour has been maintained and dealers and manufacturers are inclined to believe that it may remain high for some time, especially as the wheat market holds out. We quote:

| | |
|--------------------------------------|-----------|
| Manitoba spring wheat patents | 5 80 |
| " strong bakers | 5 50 |
| Winter wheat patents | 5 70 |
| Straight rollers | 5 35 |
| Extra | 4 50 |
| Straight rollers, bags, 90 per cent. | 2 50 2 60 |

ROLLED OATS.

The market is steady and active. There is a good demand for oatmeal and rolled oats. We quote:

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

FEED.

The strength of feed is based largely on the cereal market, which is very firm. Peas have sold freely to the American market, owing to scarcity in the

United States, as high as \$1 a bushel having been paid for carlots. We quote:

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

HAY.

The hay market is still easy. Export continues strong. Local business is very brisk. Prices remain steady with a tendency to advance. We quote:

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

BUTTER AND CHEESE EXPORTS.

The exports from the port of Montreal for the past week include 95,822 boxes. In this amount the through shipments amounted to 18,617. For last year the shipments up to Oct. 23 were 72,958.

Butter.—The butter shipments have increased considerably, amounting to 12,834 boxes, in comparison with last year for the same period, to Oct. 23, 8,115 boxes. Total shipments of butter since May 1 to date were 447,087 boxes, in comparison with 301,592 boxes for the same period last year.

Cheese For the Season.—Since May to Oct. 17 the total exports of cheese were 1,791,436 boxes; for the corresponding period of previous year 2,132,693 boxes, showing a considerable falling off for the present year. These figures, however, cover a certain period and might be much improved upon during the remaining months of the export season.

ONTARIO MARKETS.

Toronto, Oct. 27, 1904.

Groceries.

TRADE in groceries during the week is reported as satisfactory, the feature being a heavy volume of back orders in canned goods, Mediterranean fruits, etc., now being filled. Orders for the close of navigation are also receiving a good share of attention. Firmness rules in the canned goods department, particularly in tomatoes and corn, each of which has advanced from 5c to 10c on opening prices owing to the shortage of the pack. As the bulk of orders were booked at opening prices, very little of these goods will remain after requirements have been fully met. For such, however, high prices will rule. Sugar is quiet and easier; since the drop of 10c in Canadian refined there has been a partial recovery of 5c in American refined, although there is no further change as far as Canadian is concerned. Tea is quiet at prices favorable to buyers. Supplies of coffee on spot are reported low and there has been some buying in Rios, notwithstanding the fact that the tendency of Rios is still upward. First direct shipments of Medi-

terranean dried fruits have arrived on the market, and orders for the holiday season are now being attended to. New crop beans are on the market at prices slightly stiffer than last year's, owing to shortage in crop. Evaporated apples are moving slowly and prices quoted at ¼c easier than those ruling last week.

CANNED GOODS.

The corn and tomato packs are practically over, the former being about 75 per cent. of its usual volume, while the latter is estimated at 55 per cent. Owing to the scarcity opening prices of tomatoes have been advanced from \$1.15 to \$1.20 and \$1.25, and corn from \$1.10 to \$1.15 and \$1.20. As compared with even dates last year the shortage is greater. It transpires that both these articles were pretty well sold out at opening prices. For the little that is left, however, high prices are expected to prevail. The season of congestion with the canners is now over and supplies are now coming more readily.

A fair trade is reported in canned fruits, particularly strawberries, peaches and plums. Apples, standard 3's, are quoted this week from 5 to 10c lower than last week. Standard gallon apples are also cheaper. The situation in salmon remains firm. "Clover Leaf" brand sockeyes, 1-lb. talls, have advanced 7½c. Our quotations are as follows:

| | | |
|------------------------------------|-------|-------|
| Tomatoes, 3s. | 1 20 | 1 25 |
| Corn, 2s. | 1 15 | 1 20 |
| Peas, 2s. | 0 82½ | 0 80 |
| Sliced beets, 2s. | | 0 85 |
| " 3s. | | 0 95 |
| " whole | | 0 95 |
| Pumpkin, 3s. | | 0 75 |
| gal. | | 2 50 |
| Squash | | 1 00 |
| Asparagus tips, 2s. | | 2 50 |
| Golden waxed beans, 2s. | | 0 80 |
| Refugee or Valentine beans, 2s. | | 0 85 |
| Crystal waxed beans, 2s. | | 0 92½ |
| Spinach, 2s. | | 1 40 |
| 3s. | | 1 80 |
| Baked beans, plain, 1s. | | 0 45 |
| " 2s. | | 0 72 |
| " 3s. | | 0 90 |
| Tomato sauce, 1s. | | 0 50 |
| " 2s. | | 0 78 |
| " 3s. | | 1 00 |
| Chili sauce, same as tomato sauce. | | 0 78 |
| Catsups, tins, 2s. | | 4 50 |
| " jug. | | 7 70 |
| Apples, standard, 3s. | 0 80 | 0 85 |
| preserved, 3s. | | 1 47½ |
| standard, gal. | 1 70 | 2 00 |
| Pears, Flemish Beauty, 2s. | | 1 52½ |
| " 3s. | | 2 00 |
| " Bartlett, 2s. | | 1 87½ |
| " 3s. | | 2 82½ |
| " whites, 2s. | | 1 72½ |
| " 3s. | | 2 67½ |
| Peaches, pie, 3s. | | 1 25 |
| Cherries, red, pitted, 2s. | | 2 20 |
| " not pitted, 2s. | | 1 75 |
| " English black, pitted, 2s. | | 2 20 |
| " white wax, pitted, 2s. | | 1 75 |
| " not pitted, 2s. | | 2 42 |
| Lawtonberries, heavy syrup, 2s. | | 1 57½ |
| preserved, 2s. | | 1 75 |
| standard gal. | | 4 97½ |
| Plums, Damson, light syrup, 2s. | | 1 00 |
| " heavy syrup, 2s. | | 1 30 |
| " 3s. | | 1 85 |
| " Lombards, light syrup, 2s. | | 1 05 |
| " heavy syrup, 2s. | | 1 35 |
| " 3s. | | 1 90 |
| " green gage, light syrup, 2s. | | 1 15 |
| " heavy syrup, 2s. | | 2 40 |
| " 3s. | | 2 40 |
| " egg, heavy syrup, 2s. | | 1 52½ |
| " 3s. | | 2 10 |
| Pineapple, sliced, standard, 2s. | | 2 35 |
| extra | | 2 47½ |
| grated, 2s. | | 2 62½ |
| Raspberries, red, heavy syrup, 2s. | | 1 40 |
| preserved, 2s. | | 1 60 |
| black, heavy syrup, 2s. | | 1 35 |
| preserved, 2s. | | 1 50 |
| Rhubarb, preserved, 2s. | | 1 15 |
| 3s. | | 1 90 |
| gal. | | 2 62½ |
| Strawberries heavy syrup, 2s. | | 1 60 |
| preserved, 2s. | | 1 75 |

leaf characteristic of this year's crop. Our quotations are as follows:

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

COFFEES.

There have been more inquiries for Rios during the week under review, and some transactions are reported, notwithstanding the high prices ruling.

We are indebted to Geo. Musson & Co., agents for F. J. West, New York, for the following report on the New York markets. The last week has seen a livelier coffee market. Prices advanced 35 to 40 points, and the situation is favorable to a further advance. The two largest interests in the coffee business in the United States are the heaviest holders and are increasing their holdings on every break in the market. What is good policy for these interests might be considered good policy generally, namely, to buy on every break and carry full stocks.

It is generally conceded by all coffee interests that stocks in the interior of Europe and the States are abnormally small, that consumption was never greater, and that it is only a question of a short time until these interests must come into the market as buyers. Brazil has remained firm with exchange about 1-16 higher. Receipts continue smaller than at eveo dates last year and the best authorities in Brazil cable that these receipts will fall off rapidly. The situation at Rio is particularly strong, stocks there being only about 5,000,000 bags. Although it is cabled that Santos has received 65 per cent. of the crop of 1904-05, its stocks show an increase of only 2,000 bags for the week. With the expected early decrease in receipts, and the demand which must naturally come from the interior of the United States and Europe, these stocks must decrease rapidly before the end of this year.

Mild coffees locally are steady, without special feature. Our quotations are as follows:

| | | | |
|--------------------------|----------|----------|------|
| Green Rios, No. 7..... | Per lb. | 0 09 1/2 | 0 10 |
| " " No. 8..... | 0 10 1/2 | 0 11 | |
| " " No. 5..... | 0 11 1/2 | 0 12 | |
| " " No. 3..... | 0 21 | 0 25 | |
| " Mocha..... | 0 22 | 0 35 | |
| " Java..... | 0 10 1/2 | 0 12 1/2 | |
| " Santos..... | 0 26 | 0 35 | |
| " Plantation Ceylon..... | 0 22 | 0 25 | |
| " Porto Rico..... | 0 22 | 0 25 | |

| | | |
|-----------------------|------|------|
| Green, Guatemala..... | 0 22 | 0 25 |
| " Jamaica..... | 0 15 | 0 20 |
| " Maracaibo..... | 0 16 | 0 23 |

RICE AND TAPIOCA.

Rice and tapioca are in seasonable demand, without special feature in either market. Nothing further is heard concerning a reported advance in the tapioca market. We quote the following prices:

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

SPICES.

A firm market is reported in spices, particularly in pepper, with fairly brisk demand. Our quotations are as follows:

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

Foreign Dried Fruits

Dried fruits are at present the most interesting item in the grocery markets. First direct shipments of Mediterranean fruit have arrived, deliveries being much more prompt this year than usual. Orders will begin to be filed during the coming week and by the time the second direct steamer Jacona lands her cargo supplies for the Christmas trade will be practically in. Supplies of 1903 stock are generally exhausted. We quote the following prices:

PRUNES.

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

CANDIED PEELS.

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

FIGS

| | | | | | | | |
|---------------|----------|----------|------|-------------|---------|------|------|
| Tapnets..... | Per lb. | 0 03 1/2 | 0 04 | Elemes..... | Per lb. | 0 08 | 0 17 |
| Naturals..... | 0 06 1/2 | 0 09 1/2 | | | | | |

APRICOTS.

| | | | |
|-----------------------------|---------|----------|------|
| Californian evaporated..... | Per lb. | 0 13 1/2 | 0 14 |
|-----------------------------|---------|----------|------|

PEACHES.

| | | | |
|-----------------------------|---------|----|----------|
| Californian evaporated..... | Per lb. | 09 | 0 12 1/2 |
|-----------------------------|---------|----|----------|

PEARS.

| | |
|------------------------------------|------|
| California Evaporated, per lb..... | 0 14 |
|------------------------------------|------|

CURRENTS.

| | | | | | | | |
|---------------------|---------|----------|----|----------------|---------|------|------|
| Fine Filiatras..... | Per lb. | 0 04 1/2 | up | Vostizzas..... | Per lb. | 0 07 | 0 08 |
| Patras..... | 0 06 | 0 06 1/2 | | | | | |

RAISINS.

| | | | |
|--------------------------------|----------|----------|----------|
| New selects..... | Per lb. | 0 07 1/2 | 0 07 1/2 |
| Sultana..... | 0 06 1/2 | 0 10 | |
| Californian seeded, 12-oz..... | 0 07 | 0 07 1/2 | |
| " " 1-lb. boxes..... | 0 08 1/2 | 0 08 1/2 | |
| " " unseeded, 2-crown..... | 0 07 1/2 | 0 07 1/2 | |
| " " 3-crown..... | 0 08 | 0 08 1/2 | |
| " " 4-crown..... | 0 09 | 0 10 | |

DATES.

| | | | | | | | |
|----------------|----------|----------|-------------------|-------------------------|----------|------|----------|
| Hallowees..... | Per lb. | 0 04 1/2 | 0 05 | Fards new choicest..... | Per lb. | 0 09 | 0 10 1/2 |
| Sairs..... | 0 04 1/2 | 0 04 1/2 | " new choice..... | 0 09 1/2 | 0 09 1/2 | | |

FOREIGN NUTS.

Trade in foreign nuts is brightening up to an appreciable extent. At present

there is a good demand owing to the fact that Hallowe'en is drawing near. Prices are unchanged, although the market is firm. Our quotations are as follows:

| | | |
|---------------------------------------|----------|----------|
| Peanuts, green, Virginia, per lb..... | 0 09 | 0 11 |
| " roasted..... | 0 10 | 0 11 |
| " Spanish, green, per lb..... | 0 09 | 0 10 |
| " roasted..... | 0 10 | 0 10 |
| " Japanese, green, per lb..... | 0 09 | 0 11 |
| " roasted..... | 0 11 | 0 11 |
| Almonds, Tarragona, per lb..... | 0 12 1/2 | 0 12 1/2 |
| Walnuts, Grenoble,..... | 0 12 1/2 | 0 12 1/2 |
| " Bordeaux,..... | 0 10 | 0 11 |
| Filberts, per lb..... | 0 14 | 0 15 |
| Pecans, per lb..... | 0 14 | 0 15 |
| Brazils..... | 0 15 | 0 15 |
| Cocoanuts, Jamaica, per sack..... | 4 25 | 4 25 |

DRIED FISH.

A brisk demand for all varieties of dried fish is reported, with a shortage in cod and prices ruling firm. Our quotations are as follows:

| | | |
|--|----------|------|
| Boneless fish, per lb..... | 0 04 1/2 | |
| Cod fish, 1-lb. bricks..... | 0 06 1/2 | 0 07 |
| Pure cod, per lb..... | 0 10 | 0 10 |
| Quail-on-toast, per lb..... | 0 05 1/2 | 0 06 |
| Flitched cod fish, in cases of 100 lbs., per lb..... | 0 05 | 0 06 |
| Labrador herring, per bbl..... | 6 09 | 6 50 |
| " per 1/2 bbl..... | 3 25 | 3 40 |
| Scaled herring..... | 0 17 | |

BIRD SEED.

The bird seed market continues firm with prices unchanged, the bulk of sales being in package goods. We quote the following prices:

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

SMALL AD. SMALL PRICE

Read the following if it is true:

- 83 barrels Boneless Shoulder Pork, at \$14.50 per barrel
- 100 half chests Tea Sifting, at .05 1/2 per lb.
- 500 pails 5 gal. new Pickles, at \$2.00 per pail
- 100 barrels, 5 doz. each quarts, English Spiced Catsup, at .98 per doz
- 650 cases gal. Apples, at \$1.85 per doz
- 275 cases 3 lbs. Apples, at .85 per doz.
- 500 cases Eagle Brand Blueberries, at .80 per doz.
- 100 barrels Plain Sweet Biscuits, at .04 per lb.
- A variety of 25 kinds Fancy Biscuits, all at .08 per lb.

I take produce in exchange.

JOSEPH GRANT
Wholesale Grocer and Liquor Merchant,
OTTAWA, ONT.

REGINALD LAWSON
MANUFACTURERS' AGENT

UNION BANK BUILDING

Correspondence Solicited

WINNIPEG, MAN.

The BEST Grocers
—SELL—
The BEST FLOUR



Proven Best by Daily Test

EVAPORATED APPLES.

A small volume of trade is reported in evaporated apples at 5 1/4 to 6c, the reason being the bulk of green fruit still available.

Country Produce.

EGGS.

There has been a fair quantity of eggs received by the dealers during the past week, and prices on "fresh gathered" have not advanced. It is certain that laying will gradually fall off from this time as little more warm weather can be looked for. Stocks of pickled eggs are about the usual size, and it is likely that what is kept for home consumption will be much in excess of last year, when the bulk was exported. One of the largest dealers says his stock of pickled eggs is entirely contracted for. Winter prices will in all probability not reach the high level of last Winter. The total receipts for the year, while less in the aggregate than for 1903, have been of ordinary volume since May. It was the shortage in April and May that told against the year's receipts. We quote this week:

| | | |
|------------------|------|------|
| Eggs, fresh..... | 0 20 | 0 21 |
| pickled..... | 0 20 | 0 20 |

HONEY.

Comb honey is cleaning and market conditions are reported brighter. During the week prices have remained unchanged. Our quotations are as follows:

| | | |
|--------------------------------------|------|----------|
| Honey, extracted clover, per lb..... | 0 08 | 0 08 1/2 |
| sections, No 1, per doz..... | 1 90 | 2 00 |
| No. 2, "..... | 1 65 | |

BEANS.

According to latest reports this year's crop now on the market is slightly larger than that of 1903. At present there is a good export and local demand. Prices remain unchanged. We quote the following prices:

| | | |
|----------------------------------|------|----------|
| Beans, handpicked, per bush..... | 1 60 | 1 65 |
| prime, No. 1..... | 1 50 | |
| prime, No. 2..... | 1 40 | |
| Lima, per lb..... | 0 07 | 0 07 1/2 |

SEEDS.

The absence of foreign demand has occasioned an unusual dullness in the market. Reports state that Germany has an excellent crop of seeds; that in the United States is also reported fair; this no doubt is largely the cause of the dropping off in Canadian exports. Red clover, mammoth and timothy are beginning to move on the market. During the week mammoth has become firmer; otherwise prices remain the same. Prices quoted are as follows:

| | | |
|-------------------------------|------|------|
| Alsike clover, per bush..... | 4 65 | 6 25 |
| Red Clover..... | 6 75 | 7 25 |
| Mammoth clover, per bush..... | 6 75 | 7 25 |
| Timothy..... | 1 00 | 1 35 |

Green Fruits.

Reports to date state that the supply of local fruit during the week has been of first-class quality. Trade in general is brisk, brightening up to an appreciable extent at the beginning of the week. Of domestic fruits, grapes are arriving in large quantities; on account of the heavy frosts early this Fall the quality may be classed as medium. Canadian pears are also arriving in fair volume, and fine quality. The cool weather of the past Summer is hindering to a certain extent the sale of Canadian cranberries which have not colored well. As a result Cape Cod cranberries are selling much more readily. Apples are moving freely owing to the fact that a great number have been blown down by recent windstorms and growers are shipping those already picked. The season for crabapples is practically over, during the week we have struck off our list bananas in the loose state, tomatoes and California Tokay grapes.

Jamaica oranges are arriving more freely than in previous years. As a result of improved shipping conditions cars can now be unloaded with loss of less than one per cent. from waste, where as before the improvements were made dealers had to count on from ten to fifteen per cent. loss. Heavy storms are reported in Honduras, affecting the banana crop to an appreciable extent. Owing to these unfavorable weather reports the price of bananas has advanced. New Messina lemons are expected on the market next week to sell at from \$3.50 to \$4 per box. The supply of Almeria grapes is expected to be larger this year than formerly, but owing to the ruined California crop the market will be firm. Second shipments of figs (Smyrna) are arriving in good condition, also a small consignment of naturals. We quote the following prices:

| | | |
|--|----------|----------|
| Jamaica oranges, per bbl..... | 5 00 | 5 25 |
| per box..... | 3 00 | 3 25 |
| Verdelli lemons, 300's, per box..... | 4 50 | |
| 360's, per box..... | 3 75 | |
| Bananas, large bunches, crated..... | 1 50 | 1 75 |
| Bananas, 8's, per bunch, crated..... | 1 25 | 1 50 |
| Apples, Fall varieties..... | 1 50 | 2 75 |
| Winter varieties..... | 1 75 | 2 25 |
| Sweet potatoes, double heads, per bbl..... | 3 50 | 4 00 |
| cloth covers..... | 2 75 | 3 00 |
| Pears, Canadian, per basket..... | 0 25 | 0 35 |
| Grapes, small baskets..... | 0 17 1/2 | 0 25 |
| large..... | 0 30 | 0 35 |
| Almeria grapes, per bbl..... | 5 00 | 6 00 |
| Canadian chestnuts, per bush..... | 4 00 | 5 00 |
| per peck..... | 1 00 | 1 25 |
| Crab Apples, per bbl..... | 2 50 | 3 00 |
| per basket..... | 0 25 | 0 30 |
| Cape Cod Cranberries, per bbl..... | 6 00 | 7 00 |
| Canadian Cranberries, per bbl..... | 6 00 | 7 00 |
| Smyrna Figs, four crowns..... | 0 10 | |
| five..... | 0 11 | |
| six..... | 0 13 | |
| seven..... | 0 15 | |
| glove boxes, 1-lb..... | 0 11 | 0 11 |
| 12 oz. square boxes..... | 0 08 | |
| Comadre figs..... | 0 03 1/2 | 0 03 1/2 |

W. B. Stringer & Co., Toronto, representing J. C. Houghton & Co., Liver-

pool and London, have received the following cable from Liverpool on October 26, 1904:

"Seventeen thousand barrels selling. Market has advanced 1s. Kings, XXX, 15s to 19s; XX, 12s to 13s 6d; Baldwins, XXX, 12s to 13s 6d; XX, 9s to 10s 9d; Greenings, XXX, 10s to 11s 6d; XX, 8s 6d to 9s 6d; N. Spy, XXX, 13s 6d to 15s 6d; XX, 9s to 10s; Golden Russets, XXX, 14s to 16s; XX, 13s to 14s."

Eben James, Toronto, has received the following cables:

Woodall & Co., Liverpool, October 26 — "20,000 barrels sold. Market active and higher. Greenings, 10s to 12s; Baldwins, 12s to 14s; Spys, 13s 6d to 15s 6d; Russets, 14s to 16s; Kings, 15s to 19s; seconds, 3s less."

M. Isaacs & Sons, London, October 26 — "For choice, 10s to 12s 6d; inferior, 8s to 9s. Demand improving."

APPLE SHIPMENTS.

Shipments for week ending Oct. 22nd, 1904:

| | To Liver- pool. | Lon- don. | Glas- gow. | Vari- ous. | Total. |
|--------------------------------|--------------------|--------------|---------------|---------------|-----------|
| From Montreal..... | 17,092 | *2,000 | 12,875 | 2,862 | 34,829 |
| Boston..... | 20,237 | 4,458 | | 2,970 | 27,665 |
| New York..... | 3,149 | 1,757 | 7,161 | 6,609 | 18,676 |
| Portland, Me..... | 12,970 | | | | 12,970 |
| Halifax..... | | 18,964 | | | 18,964 |
| St. John..... | | 400 | | | 400 |
| Total for week..... | 53,448 | 27,579 | 20,036 | 12,241 | 113,304 |
| Same week 1903..... | 81,217 | 60,960 | 21,490 | 42,940 | 206,607 |
| *Same week 1902..... | 81,794 | 30,795 | 13,465 | 28,489 | 154,543 |
| Total since season opened..... | | | | | 667,110 |
| Same time 1903..... | | | | | 1,214,171 |
| Same time 1902..... | | | | | 771,907 |

SS. Iona for London sailed on Oct. 23rd with about 2,000 bbls.

SS. Hector for Hull sailed on Oct. 23rd with about 2,100 bbls.

Vegetables.

During the week under review "carrots" in bags and "beets" in both bags and bulk have become easier in price, owing to the fact that farmers have gathered the larger portion of their root crop and the supply has been somewhat larger. A better supply of citrons has caused prices to decline slightly. Green corn, green peppers and pickling cucumbers have been struck off of the list as the season is practically over for these vegetables. The present outlook is for a smaller supply of vegetables and steady prices at present quotations. We quote the following prices:

| | | |
|---|------|------|
| Head lettuce, per doz. bunches..... | 0 20 | 0 25 |
| Radishes, per doz. bunches..... | 0 25 | 0 30 |
| Mushrooms, per lb..... | 0 75 | |
| Mint, per doz. bunches..... | 0 15 | |
| Parsley, "..... | 0 20 | |
| Sage, per doz..... | 0 15 | |
| Savoury, per doz..... | 0 15 | |
| Carrots, per bag..... | 0 50 | |
| Beets, per bu..... | 0 40 | |
| Beets per bag..... | 0 50 | |
| Dry Onions, per bag..... | 1 35 | |
| Dry Onions, per basket..... | 0 40 | |
| Silverskin pickling onions, per basket..... | 1 00 | 1 25 |
| Green house water cress, per doz..... | 0 25 | |
| Cauliflowers, per doz..... | 0 50 | 1 00 |
| Red peppers, per basket..... | 0 50 | 0 75 |
| Michigan celery, per doz..... | 0 50 | |
| Canadian celery, per doz..... | 0 35 | 0 50 |
| Vegetable marrow, per doz..... | 0 50 | 0 75 |
| Potatoes, per bush..... | 0 15 | |

In Barrels

In 100-lb. Bags

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

HERRING

Finest quality Holland Herring in barrels—on spot.

Wholesalers wanting Pickled Herring

or

Green Codfish, write

D. RATTRAY & SONS

General Commission Merchants

QUEBEC

Montreal

OTTAWA



"The Never-Streak Blue"

\$150 FOR **5** CENTS!

\$500 GIVEN AWAY

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

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

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

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

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

The price at which **CHASE & SANBORN'S**
Coffees are sold gives you a good profit and
the **quality** enables you to double the amount
of your sales.

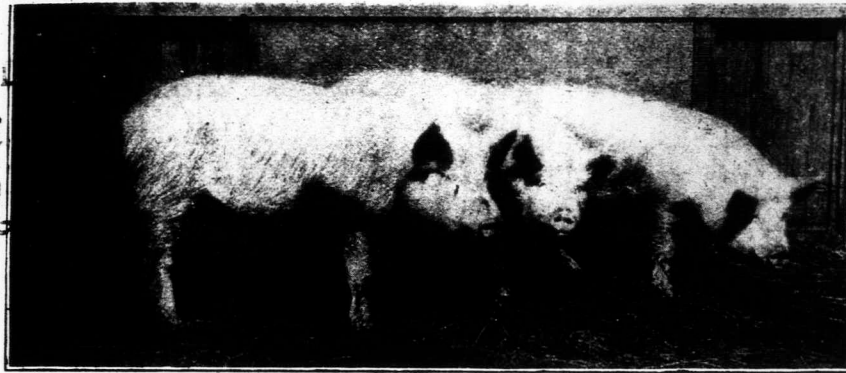
CHASE & SANBORN

The Importers, Montreal

RETURNED

NOV 5 1904

Cutbook
Pay 45
ans



Anglo-Saxon Stock Food and

Are sold to Dealers
and to
Dealers only.

Veterinary Preparations

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

To demonstrate our confidence in them, we authorize dealers to sell **ON POSITIVE TRIAL.**

To help the Dealer's trade in our goods, we forward THE ANGLO-SAXON STOCKMAN, monthly, to each of his customers. It is admittedly one of the most attractive, practical and up-to-date farm papers published. Each issue contains articles by well-known experts.

WRITE US TO-DAY FOR OUR PROPOSITION : it will interest you.

THE NAISBITT CO., Limited,

TORONTO, CANADA.

WINNIPEG BRANCH: 184 James St.
P. C. POWYS, Manager.

MARITIME BRANCH: St. John, N.B.
W. W. HUBBARD, Manager.

MANITOBA MARKETS.

Winnipeg, Oct. 22, 1904.

THE first crop report of Manitoba and the Territories to be issued by Mr. F. B. Fowler, of the Northwest Grain Dealers' Association, was published yesterday, and indicates that, despite the sensational reports of rust and frost and delayed harvesting, the yield this year can truly be said to be a bumper one. In spite of the drawbacks encountered, Mr. Fowler estimates the total yield of wheat at 59,957,190 bushels, or on an average of 3,420,411 acres an average yield of 17.5 bushels. Mr. Fowler's estimate at this date last year of the production for 1903, was 50,290,974 bushels on 3,223,663 acres, an average yield of 16.1.

Business continues bright and trade is good, but collections are rather slow at present.

Sugar.

The market is quite firm in every respect, quoting Montreal granulated in barrels at \$5.30, in sacks \$5.20, and Snows \$4.70. The market still quotes Wallaceburg at \$5.20 in barrels, and \$5.10 in sacks.

Evaporated and Dried Fruit.

All lines of California varieties are now moving towards the advance. Only a half crop of raisins and prunes is now being realized owing to the effect of the heavy rains which damaged the crops generally to a great extent. Valencia raisins, Treynor's brand, are still quoted at \$2.10 per case. Quotations on evaporated apples will appear in the price list about the 10th of November.

Canned Fruits.

Market continues firm but active, quoting strawberries at \$3.25 per case, raspberries \$3 per case of 2 dozen, and peaches (1904 crop) 2 lb. yellow \$3.75 per case, and 3 lb. yellow \$5.75 per case. Pears are still holding the price good, 2 lb. F. B. at \$3.25 per case, and 3 lb. F. B. at \$4.25 per case.

Canned Vegetables.

The market is very lively but firm in all lines, quoting canned beans at \$1.80 to \$1.90 per case, canned pears at \$1.90 per case, tomatoes at \$2.75 per case and corn at \$2.50 per case. Owing to the untimely frost we may look for an advance in both tomatoes and corn before long.

Beans.

The market continues active and bright, quoting beans the same as in last week's price list at \$1.70 per sack.

Coffee.

The market is still quite unsettled with the continued tendency towards an advance in price, but so far the quota

QUALITY, APPEARANCE AND WHOLESOMENESS

explain the large demand for

Clark's Meats

Don't forget that the turn-over counts.

Clark's Meats are advertised in the leading newspapers to help your sales, increase your turn-over and keep your sixpence nimble.

Cocoanut—"White Dove"

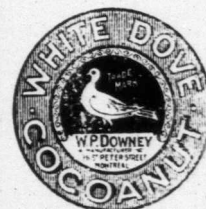
The only cocoanut manufactured containing the sweetness of the fresh nut, offered to the trade. Pails, Boxes, and Bins.

Chutneys—Setna's Brand

Finest goods, manufactured for the crowned heads.

Guava Jelly —Pts. }**Mango Sauce —Pts. }**

Finest Indian goods imported.



Please ask for quotations. Write for samples of cocoanut.

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

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****LATEST ARRIVALS****Trenor's** Blue Eagle Selected Raisins now in store.

Finest Filiatra Recleaned Currants.

Finest Amalia " "

Choice Vostizzas, large, fat, blue fruit.

Also new pack Corn, Peas and Tomatoes.

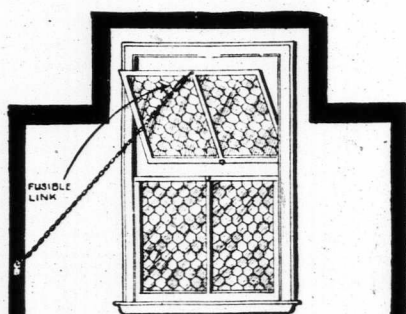
Sealy's new pack, Imperial Boneless Fish, Quail on Toast and Pure Cod Steak.

See our travellers for prices or
send for quotations direct to

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.



**FIRE-PROOF
GLASS WINDOWS.**

They give absolute security—resisting intense fire heat, as well as the action of water.

Arranged to open with this "fusible link" attachment, they close and lock automatically if a fire occurs—melt the link—thus giving complete and perfect protection.

This "wired glass" admits the light as freely as plain glass—is rather ornamental in effect, and greatly lessens insurance rates.

Full information if you write
METALLIC ROOFING CO.,
Wholesale Mfrs. **LIMITED,**
TORONTO, CANADA.

**Butchers, Merchants and Hide
Buyers**

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

Orlan Clyde Cullen, C.E.L.L.M.

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

U. S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

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

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

Be sure to get
BROCK'S

advice given by a bird owner to her servant when leaving for her Summer holiday.

NICHOLSON & BROCK, TORONTO

tion holds coffee as before at 10c to 11c per lb.

Tapioca.

The market is now a little quieter than last week, but is still somewhat unsettled, quoting tapioca at 3½c per lb.

Cornmeal.

Activity prevails with a general firmness in prices, quoting cornmeal at \$1.75 per sack and 90c per ½ sack.

Rolled Oats.

The market is still holding rolled oats at the old advance in the price list, but a general firmness is now reported quoting 80 lb. sacks at \$3.25 and the usual list prices on smaller sizes.

Flour.

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

Eggs.

The market is very active with a heavy demand, on all available stocks and supplies from the country are rather light. Eggs are now jobbing to the trade at 23c per doz.

Syrups.

The market is now quite firm with a splendid demand. The market now quotes Imperial brand, ½ gals., 12 in a case, at \$6; and Edwardsburg 2 lb. tins \$2.40 per case; 5 lb. tins \$2.70 per case; 10 lb. tins \$5.50 per case; and 20 lb. tins \$2.40 per case.

Honey.

The new stock of honey which has now been on the market for about two weeks is holding prices firm but very active, quoting 5 lb. tins at 13c per lb., 10 lb. tins at 12½c per lb., 60 lb. tins at 11c per lb.

Green Fruit.

The market continues bright and very active, quoting late Valencia oranges \$5 to \$5.50 per case, California lemons \$6 per case, fancy Montana crab apples \$1.50 per case, Washington plums \$1.10 per case, Washington pears (Winter Nellies) \$2.25 per case, Ontario Fall apples \$3 per barrel, Ontario snow apples \$4 per barrel, Quebec famous snow apples \$4.50 per barrel, fancy XXX Kings \$3.50 per barrel, fancy XXX Greenings \$3 per barrel, Ontario basket crab apples and pears 65c per basket, Malaga keg grapes \$7, Ontario basket grapes (blue and green) 25c, Ontario basket red grapes 35c, California Tokay grapes \$3 per case, cranberries (Cape Cod) per barrel \$10, celery per doz. bunches 50c, green tomatoes 3c per lb., Jersey sweet potatoes \$5 per barrel (Bell brand), Spanish onions \$1.50 per barrel, and oysters (per express only) \$2.50 per gal.

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 postage, etc.

YEARLY CONTRACT RATES.

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

BUSINESS CHANCES.

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

SITUATIONS VACANT.

WANTED—Experienced, successful, crockery traveller for Ontario; best of territory; one also for Manitoba; must be persistent energetic worker; quality, values and facilities unexcelled. Liberal contract upon commission or corresponding basis. Apply Box 190, CANADIAN GROCER, Toronto.

SITUATIONS WANTED.

WANTED—Superintendent for Pork Packing factory in Ontario, chiefly interested in Export trade. None need apply but those thoroughly understanding every department. When applying state references and experience. Liberal salary to competent man. Address, Box 193, CANADIAN GROCER, Toronto. (44)

YOUNG MAN, age 23, desires position as grocer's assistant, four years' experience. Address stating particulars, etc., to Joseph Cook, Box 155 Wolseley, Assa. (44)

FOR SALE

FOR SALE—Balance of general store stock; about \$1,000; 75 cents on the dollar; a bargain; move quick. For particulars, apply to L. McLuhan, Conn. P.O. Ont.

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

IRISH.

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

**FISH and OYSTERS
WHOLESALE.**

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

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Oct. 24, 1904.

THE advance in California dried fruits, particularly raisins, is perhaps the matter of chief interest here. New goods are now due. There have been few changes in prices. Onions are higher; cream of tartar is firm.

OIL.

Burning oil is at this season a very active line. Shipments are large. Prices have shown no change for some time. Lubricating oils are unchanged in price and business is somewhat dull. Paint oils continue to have a fair sale at quite full figures. In candles prices are rather easier. The receipts of cod oil are not large but price shows no change.

Salt.

In Liverpool coarse salts there is good steady business. There continue to be quite regular arrivals. This is an advantage to the importer enabling him to fill orders from ship's side at the lowest possible price. The salt is chiefly brought in Manchester steamers which have continued a regular service during the Summer. In fine salt while some Liverpool factory filled is sold the market is chiefly supplied from Ontario.

Green Fruits.

There is active business. Apples are very plentiful, very good and very cheap and there is a fair sale. Nice Jamaica oranges are now offered. Lemons are quite firm. Large quantities of Ontario grapes are now here and prices are low. Pears and tomatoes are also offered. Peaches have a light sale. Bananas are about out of season. The Cape Cod cranberries are very good with prices reasonable. Some native berries are offered.

Canned Goods.

Market is very firm, particularly corn and tomatoes. All lines of canned goods are held at full figures. Salmon is firm, springs and cohoes being the two grades offered. Lobsters are very high. Gallon apples are low. There is but a limited sale. Blueberries are quite plentiful. Meats have less sale. In domestic fish there is a fair pack of sardines. Kippers and haddies are rather light supply. Clams, which have a continued improved demand, are not a large pack.

Dried Fruits.

New California goods are now offered to arrive and are due. There is a wide range in price. Coast prices are higher and in some cases have been withdrawn.

In both raisins and prunes crop will be much smaller than was expected. New Valencia raisins are here. Prices are lower than usual for first arrivals. There are no Malaga seeded imported this year and very few loose Muscatels. Even in layers the quantity is smaller than usual. Evaporated apples are rather easier with a fair sale only. Onions are moving freely and some Valencia stock is still here, but market is chiefly supplied with Canadian stock. Prices are higher. Shippers, if they want to hold the confidence of the trade, should be more careful, shipping only reliable stock.

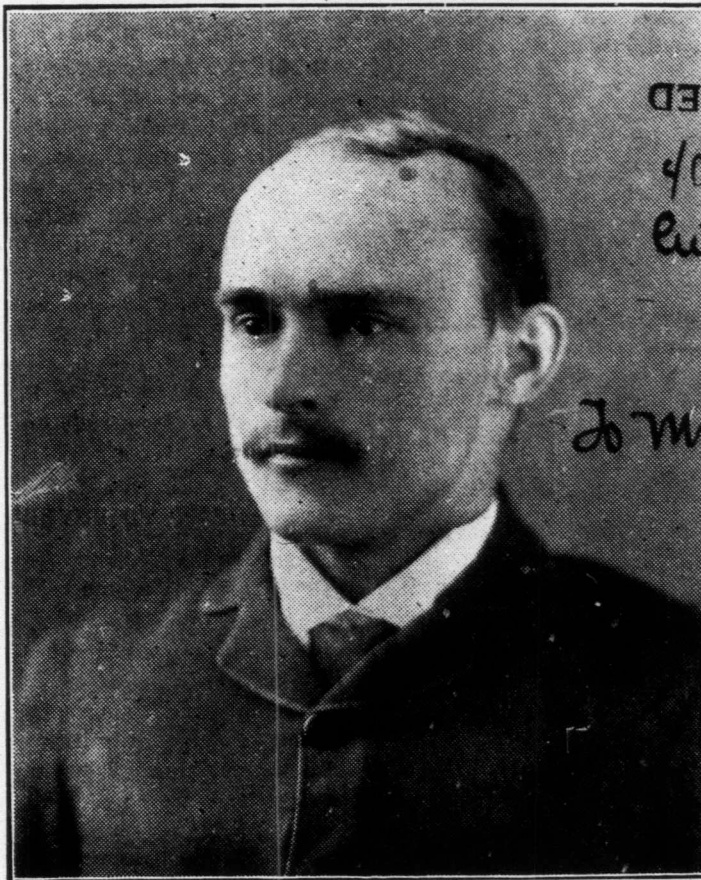
Sugar.

While market is still firm, prices have

herring prices are very high, perhaps as high as ever quoted. Smoked herring still holds at full figures. The slightly lower price of some weeks ago is unchanged. Quite a quantity of our alewives are going to Halifax for shipment south.

Flour and Feed.

Flour remains unchanged at the high prices and market is firm. In feed, supply is very light. Oats are not very freely offered, but oatmeal is rather lower. Cornmeal remains unchanged. Beans are a light stock. Market is firm. Barley of late years has but a limited demand. Price is quite high. Split and round peas are quite scarce.



The Late Mr. J. L. Mathieu.

RETURNED
OCT 28 1904
Cut Book 26
Page 16
AW
Jo Mr Seyler

shown no further advance for some time. The continued receipts of foreign sugar no doubt affect the situation.

Molasses.

Market is quite well supplied. There is quite a full stock of Porto Rico held. While market is unchanged there is some range in price.

Fish.

There is little variety in fresh fish and supply is light. In dry fish and pickled

THE LATE MR. J. L. MATHIEU.

The late Mr. J. L. Mathieu, chemist, Sherbrooke, P. Q., is remembered chiefly as founder of the J. L. Mathieu Co., and inventor of Mathieu's Syrup of Tar and Cod Liver Oil, one of the most successful cough remedies ever marketed in Eastern Canada.

On the death of Mr. Mathieu, which occurred in 1902, his business passed into the hands of a joint stock company, which is now extending its operations throughout Canada.

PERSONAL MENTION.

Mr. W. Johnson, canner, of Apple River, N.S., is dead.

Mr. H. Saunders, of Victoria, one of the pioneer grocers of British Columbia, is dead.

Mr. J. Murray, seed merchant, of Cayuga, was married last week to Miss M. Enright.

Mr. W. H. Millman, of the firm of W. H. Millman & Sons, Toronto, is in Dunnville this week.

Mr. R. J. Matheson, Dartmouth, N.S., has retired from the wholesale flour, feed and milling business.

Mr. F. J. White, of White & Co., Toronto, has returned from a two weeks trip to Detroit, Chicago and St. Louis.

Mr. Thomas Smith, of McWilliam & Everist, Toronto, after a few weeks of quietness and seclusion, is again on the road.

Lieut.-Col. Labelle, manager for the Ogilvie Flour Mills Co., Montreal, is out of town for a couple of weeks, enjoying his annual holiday.

The marriage of Mr. T. J. Williamson, of the Acadia Sugar Refinery, Halifax, to Mrs. M. E. Skelly will take place on October 31.

In last week's issue of The Grocer appeared an item to the effect that Mrs. W. Mills, formerly of the American Coffee Co., had joined the coffee department of the Eby-Blain Co. This should have read Mr. W. Ellis.

The Liberal candidate in the constituency of East Kent for the coming Dominion elections is Mr. D. A. Gordon, president and general manager of the Wallaceburg Sugar Co., one of the principal beet sugar industries in Canada.

Mr. C. Westaway, secretary-treasurer of the Brantford Starch Works, was presented with a handsomely bound set of Thackeray's works by his fellow employees last week on the occasion of his departure for Winnipeg, where he has secured a position with the Massey-Harris Co.

Mr. L. C. Archibald, of the Canadian Milk Condensing Co., Antigonish, N.S., was in Montreal last week. It will be remembered that this company's "Owl brand" milk got the Government analyst's highest award at the last analysis of milks sold in Canada. J. S. Creed, 525 Board of Trade Building, Montreal, has received the agency for this product.

Mr. Dickie has been appointed manager of the Sarnia Salt Co., in place of Mr. Wanness. Some changes in the

plant are also contemplated with a view to manufacturing a higher grade of salt.

Mr. F. A. Graham, of the grocery firm of Graham & Co., Halifax, has severed his connection with that firm to accept a position with De Long & Seaman. His territory will be in Nova Scotia and Cape Breton.

Mr. Frank Loggie, of A. & R. Loggie, Loggieville, N.B., was in the city this week on his way west to complete his annual tour of inspection of the large centres. In addition to visiting Western Canada he will take in St. Paul and Minneapolis. The Loggie firm is one of the largest packing and canning industries in the east. They have so stamped their enterprise and personality upon the district that the town has been named after the family. Mr. Loggie reported business very brisk.

Mr. R. B. Ellis, insurance agent, Vancouver, has received the nomination as Conservative candidate for Vancouver in the approaching Dominion elections. Mr. Ellis was formerly associated with the old Toronto coffee and spice firm of Ellis & Kneighley, predecessors to the Toronto Coffee and Spice Co. Every one in the trade will remember him as a prominent Front street tea broker. He removed to Vancouver about 10 years ago to take charge of the Pacific coast branch of the Manufacturers' Life Insurance Co.

HINTS TO BUYERS.

White & Co., Toronto, expect their first car of Florida oranges November 5.

"Grimo," the new cleansing soap paste is in stock with the Eby-Blain Co., Toronto.

Leonard Bros., Montreal, report the arrival of large quantities of haddies, bloaters and kippered herrings daily by express, and are able to fill all orders promptly. This is a good time to buy a barrel of shell oysters for customers. Leonard Bros. have a large supply of all grades at reasonable prices.

The R. & J. H. Simpson Co., wholesale grocers and tea importers, Guelph, advise Mediterranean dried fruit in stock per steamer Escalona as follows: One carload Mouton's choice selected Valencia raisins; also one carload Dem Schisas cleaned currants, Filiatras, Amalias and Vostizzas in cases and half cases. They have also in stock new top figs, seeded raisins, prunes, peels and choice quality Sultana raisins at 61-2c. The trade is recommended to stock vinegars before the weather gets too cold.

E. D. Marceau, Montreal, reports arrival of 57 chests Saryune Congou teas showing fine cup quality and good leaf. This is offered to the trade at 12 1-2c; samples supplied on application.

The A. F. MacLaren Imperial Cheese Co., Toronto, reports the arrival of Fall shipments of imported cheese of the finest quality which they are offering for immediate delivery.

The first Florida grape fruit of the season arrived this week for White & Co., Toronto.

The Eby-Blain Co., Toronto, has an attractive line of washed and stuffed figs and dates that sell and pay well.

Since the beginning of 1904, sales of "Salada" in black and mixed tea, in the Toronto branch have shown an increase of 168,087 lbs. This shows an average weekly increase of 4,000 lbs. during the present year over the year 1903, and this in Ontario and the Northwest alone, which markets have been exploited for fourteen years. This is not taking into consideration sales of "Salada" green tea (which doubled last year's sales) nor the sales of the Montreal nor United States branches where the increase has been equally large.

Intending purchasers of potatoes or those desiring information would do well to write H. L. Roberts, commission merchant, Ashcroft, B.C.

The Walter M. Lowney Co., Boston, Mass., are showing a splendid line of Christmas goods in fancy cartons at their Montreal sample rooms on St. Paul street. Buyers will find it profitable to write for particulars.

"White Dove" brand cocoanut is a favorite with the grocery trade; orders received are taxing the capacity of W. P. Downey's Montreal plant.

The Eby-Blain Co., Toronto, is quoting close figures on guaranteed Fall caught fresh water herrings, trout and white fish. Dealers will do well to book their orders ahead for requirements.

McWilliam & Everist, Toronto, are expecting the arrival of one car of new Messina lemons, one car of Jamaica oranges, and three cars of Spanish onions.

TOOK TWO GRAND PRIZES.

The jury of awards at the St. Louis World's Fair has awarded to H. J. Heinz Co., of Pittsburgh, two grand prizes, one for the purity and excellence of their "57 varieties" of food products and the other for the advanced work accomplished by that firm in welfare work among their employees.

Copy of Extract from "The Canadian Grocer."

"A decided stand was taken by the Association on the 'Premium' question, the majority of the members being of the opinion that any firm giving away premiums with goods cannot carry on a legitimate business, since the retailer, not the manufacturer, has indirectly to stand the cost of the coupons as well as the profit cut off by the use of coupons. A suggestion was made by the President that measures be taken immediately to investigate the tea trade, and that the members of the Association give a special amount of business to firms selling the best brand of tea without premiums."

The opinion expressed above by the Retail Grocers' Association of Toronto is the opinion that I have held and maintained strenuously ever since I have been in business.

Premiums, prizes, coupons of all kinds savor of deception ; somebody is led to expect "something for nothing." Goods that are not worth their price, and can only be sold by the giving away of some premium, should not be on the shelves of any respectable store.

The Tea trade has been very much abused by the use of premiums, and I am much pleased that the Toronto Grocers' Association have taken steps to immediately investigate this important part of their business.

RED ROSE TEA is one of the brands that from the time it was first put on the market has sold on its intrinsic value only. It has not been connected with any premium, prize or coupon scheme, and the enormous sale it has attained without extensive advertising is, I think, very good proof that merchants generally appreciate goods which have real merit, and value the premium schemes for what they are worth.

BRANCHES: TORONTO,
WINNIPEG.

T. H. ESTABROOKS,
ST. JOHN, N.B.


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

MILK CHOCOLATE

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

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

THE COWAN CO., LIMITED, TORONTO

CANADA:
No better
Country

MOTT'S:
No better
Chocolate

Leaders

MOTT'S PREPARED COCOA
in ¼-lb. tins, 32c. per lb.

MOTT'S BREAKFAST COCOA
½-lb tins, 35c. per lb.

MOTT'S COOKING CHOCOLATE
Elite, ¼-lb. blocks, 30c. per lb.

MOTT'S EATING CHOCOLATE
Diamond, 6s or ¼s, 24c. per lb.

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

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



A high-grade English Sauce of long reputation and tried merit,

LORIMER'S WORCESTER SAUCE

Good 25c. value, but can be sold at 10c. and give you a good profit.

THE ROBERT GREIG CO., LIMITED

WHITE SWAN MILLS
TORONTO

TEAS

New Season's Japan

— "BUTTERFLY" —

Extra fine style and superior cup quality.

PLACE YOUR ORDER NOW FOR DELIVERY ON ARRIVAL.

WARREN BROS. & CO., = = TORONTO

A CANADIAN CAPTAIN OF INDUSTRY.

THE term "Captain of Industry" has become hackneyed principally because it has been used in connection with cheap puffs and paid write-ups. The ocean, however, cannot be condemned because it sinks one ship and floats a million. One Canadian business man who thoroughly deserves the title, and as thoroughly detests cheap notoriety, is Mr. Robert Meighen, for fourteen years president of the Lake of the Woods Milling Co.

Mr. Meighen is a man of strong personality. His methods are entirely his own. He is known for these peculiarities from the Atlantic to the Pacific, in fact in many parts of the Old World. In Montreal his familiar presence on 'Change Hall is looked for every day. When exciting and critical corners turn up in the grain and flour markets, the brokers stand around and frequently exclaim, "Where's Meighen? Let's hear what he has got to say." The cause for such remarks are two-fold. First, Mr. Meighen is keen and thoroughly posted on the probability of the market. He makes it his business to be well informed always and his anticipations of changes are based upon a judgment ripened in the severe school of hard-earned experience. He has a faculty of seeing through any scheme like a searchlight, and the slightest attempt at "rigging" the market will be scented by him in a trice. The grain brokers know well that they need never try to put up any job on Mr. Meighen.

Sometimes his fondness for some particular policy, political or commercial, upon which he has very definite opinions, causes him to be argumentative. It is usually the custom with those who know him, to jokingly gloss over any excited words with the remark, "You have studied that subject too much for me, Mr. Meighen." These arguments sometimes hinge on Mr. Chamberlain's fiscal policy, sometimes on politics, and sometimes on grain prices. Whatever it may be, Mr. Meighen is usually very positive about his information, and the man who measures swords with him must be sure of his fact else he will be flooded in the first round.

It is now many years since Mr. Meighen advocated the policy of Imperial preferential trade. His confident belief in it has been instrumental in educating Canadians in many parts upon this question. His clear-cut, original expressions, his quick decisions in business and withal pleasant aggressiveness at all times, make him a business man easy to remember. He has stamped his character on the extensive business of

which he is the head, and his individuality runs through all their important ramifications.

Mr. Meighen is an Irishman, being born near Londonderry, at Dungevan, Ireland. His father died when he was very young and the family came to Canada and settled at Perth, Ont., where the children were educated. It was there the Meighen boys established themselves in business as wholesale and retail general merchants. The firm of Arthur Meighen & Bros. soon became widely known for probity and enterprise, in fact they were known as one of the largest firms doing business in the old Bathurst District. In 1882 Mr. Meighen removed to Montreal, where he became associated in business with Sir George Stephen, now Lord Mount Stephen, whom he succeeded as president of the



Mr. R. Meighen, President of Lake of the Woods Milling Co.

New Brunswick Railway, which now forms part of the Canadian Pacific Eastern line. This position Mr. Meighen still holds. It was in the Canadian West that he first became interested in milling, having made some investments in the Portage Milling Co., at Portage La Prairie.

Shortly afterwards he participated in the founding of the Lake of the Woods Milling Co. The immense growth of this company since its inception has been due in no small degree to the foresight and judgment exercised by Mr. Meighen, not only in his own personal efforts, but in securing heads of depart-

ments capable of carrying on so extensive a business with marked success. To know such a man one would be a first-class guarantee for investing money in a business over which he had control. In the natural course of events he has been chosen to fill important positions in the world of finance. He is a director of the Bank of Toronto (one of the strongest financial institutions in Canada), the Northwest Land Co. and the Dominion Transport Co. As a member of the Montreal Board of Trade and the Corn Exchange Association he is always active and progressive, and was a delegate to the fifth congress of Chambers of Commerce of the Empire.

In his public utterances Mr. Meighen is famous for his common sense—one of the rarest of gifts. He can translate moods and manners of merchants, intricate financial problems, and complexities of all kinds into the simplest and plainest of English, which tells in an incisive, effective manner exactly what he is getting at. It was such a speech as this that he made at that congress of the Chambers of Commerce of the Empire. That vast audience, comprising the master commercial minds of the British Empire, listened attentively to the hard sense of his expression, and so attractive was that public address that it was afterwards published in pamphlet form and widely circulated.

Notwithstanding the excessive calls upon his time for business, he has found time to become the author of another pamphlet on the fiscal question, which he has especially addressed to the farmers of Canada. A strong principle in Mr. Meighen's business creed is that he believes in Canada, first, last, and all the time. Mr. Meighen has a great belief in the young men of Canada, and his open-handed generosity to the energetic and capable young men in different walks of life is known only to the donor himself and those whom he helps. He is a Presbyterian and a trustee of St. Paul's Church. In politics he is a Conservative. His palatial residence at 140 Drummond street is one of the finest homes in Montreal. His clubs are the Mount Royal, St. James, and Canadian. Mr. Meighen has achieved his personal success by his adherence to the principle of prudence, hard work, and the "neglect of nothing." He has frequently been asked to take part in public life, but he believes that his duties run in the lines of business more than in the active arena of publicity. In fact, it was difficult indeed to induce him to allow his photograph and character sketch to appear in the public press.

**STRATFORD,
CANADA**

NOT
**STRATFORD,
ONTARIO**

Our business has grown beyond provincial boundaries—so good are

**PERFECTION
CREAM SODAS**

No matter where you reside you can have

Perfection Sodas

—and you ought to have them
—now.

Send us an order.

In 3-lb. Cards or Tins.

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

TELEPHONE { MAIN 125
" 467

**Wm. McCann
Milling Co.**

**MILLERS
AND GRAIN DEALERS**

**192 King Street East
TORONTO.**

BOOKS, PAMPHLETS, ETC.

THE Board of Trade of Innisfail, Alberta, is distributing a small brochure containing information about Innisfail, "the dairying centre of the Canadian Northwest," which ought to interest prospective settlers. The enterprise shown by the Innisfail Board of Trade might well be copied by similar organizations in the west desirous of pursuing an aggressive immigration campaign.

The Grocer is in receipt of a booklet by H. E. Sloan, manager of the Western Grocer Co., Kansas City, Mo., on "Salmon Canning and Canning on Puget Sound."

"Tea Hints for Retailers." By J. H. Blake.

This publication is one which should appeal to every retail grocer. Perhaps no department of the grocery trade requires such close attention as that of tea, and the retail trade throughout the country is coming to realize more and more the necessity of knowing something about the commodities that pass over the counter daily. For these reasons Mr. Blake's book on "Tea Hints for Retailers" will serve to meet a long-felt want. It is divided into two parts, the first being historical, while the second comprises half a dozen pertinent and timely essays on subjects of vital interest to every grocer and general merchant, such as "Where to Buy Teas," "Bulk versus Package Teas," and "How to Establish a Tea Trade." The work will undoubtedly prove valuable to the trade not only from an educational but from a practical standpoint.

The Trust Company Idea and its Development. By Ernest Heaton, Barrister-at-Law, Osgoode Hall, Toronto. Price \$1.00.

In this little handbook of 45 pages, a short account is given of the American, Canadian, New Zealand and Australian trust companies, and of the trust company idea in England. In the latter country the least progress has been made.

According to our conception, a trust company exists principally or solely to discharge the functions and perform the duties of a trustee, an executor or administrator of an estate. Such is its legitimate and sole function and as such its duties are performed with much advantage to those requiring its assistance. In the United States, trust companies have proceeded far beyond this conception. Some of them have become in finance a departmental store, in addition to the duties just mentioned they reorganize and promote corporations and underwrite their stock or act as a bank and particularly in the savings branch.

In 11 years from 1893 to 1903, 41 failures of trust companies are reported in the United States. This we are told compares very favorably with the records of national and state banks during the same period. To us this appears a shocking record. Mr. Heaton might with advantage emphasize more strongly the contrast between a properly managed trust company on the Canadian or English plan and the American departmental store.

We note the legislative provision in Ontario against excessive competition and the excellent record of trust companies in Ontario and notably of the pioneer, the Toronto General Trusts Corporation whose careful and conservative management has been the means of averting much loss to its clients and patrons. We hope the author will issue a further edition with more extended information on this important subject.

A.M.

BUSINESS FAILURES IN 1903-04

FOLLOWING is a comparative statement of business failures in Canada and Newfoundland for the first nine months of 1903 and 1904 as just issued by Bradstreet's. It indicates 832 failures, involving \$7,696,688 of liabilities for 1904, an increase of 16.8 per cent. in number and of 22.6 per cent. in liabilities over those of 1903:

| Provinces. | No. of Failures | | Assets. | | Liabilities. | |
|----------------------------|-----------------|-------|-------------|-------------|--------------|-------------|
| | 1904. | 1903. | 1904. | 1903. | 1904. | 1903. |
| Ontario..... | 283 | 296 | \$ 917,555 | \$1,539,243 | \$2,318,766 | \$3,169,035 |
| Queb c..... | 364 | 280 | 1,306,550 | 793,844 | 3,729,918 | 1,996,457 |
| New Brunswick..... | 28 | 17 | 164,000 | 30,325 | 279,468 | 71,600 |
| Nova Scotia..... | 53 | 32 | 474,394 | 192,644 | 665,580 | 403,012 |
| Prince Edward Island..... | 3 | 7 | 8,300 | 62,900 | 15,260 | 125,500 |
| Manitoba..... | 42 | 27 | 73,507 | 60,380 | 192,979 | 127,932 |
| Northwest Territories..... | 21 | 6 | 98,500 | 9,897 | 177,042 | 22,696 |
| British Columbia..... | 36 | 46 | 160,150 | 197,090 | 266,175 | 356,400 |
| Yukon Territory..... | 2 | 1 | 35,300 | 1,000 | 51,500 | 1,500 |
| Totals Canada..... | 832 | 712 | \$3,238,256 | \$2,887,323 | \$7,696,688 | \$6,274,132 |
| Newfoundland..... | 1 | 1 | ..... | 36,140 | ..... | 49,905 |
| St. Pierre et Miqelon..... | 1 | .. | 800 | ..... | 1,000 | ..... |

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas.

Van Houten's "beats the Dutch."

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

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

"Irresistibly
Delicious!"



One taste
will make a
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

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

old
reputation

Attention!

old
reputation

The BEST
of

Swiss Milk Chocolates

KLAUS'S

CHOCOLATES

are now introduced in the Canadian Market.

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

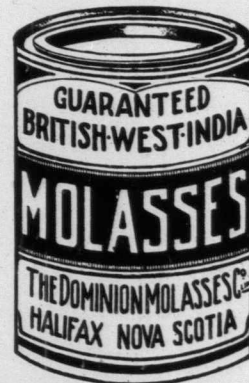
Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,
MONTREAL.

MOLASSES

2 lb.



5 lb.

3 lb.

10 lb.

Finest quality West India Molasses in cans.

For samples and prices write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,
JOHN W. BICKLE & GREENING,
GEO. H. GILLESPIE,
JOSEPH CARMAN,

TORONTO
HAMILTON
LONDON
WINNIPEG

ELEME FIGS

The season's pack is exceptionally fine. The finest selections we now offer the trade.

WRITE FOR PRICES.

McWILLIAM

Mc. AND E.
EVERIST

Phone Main 645.

TORONTO, CANADA.

Almeria Grapes

GREEN or TINTED.

Heavy importations and direct consignments from the GROWER enable us to meet your WANTS.

RANGE OF WEIGHTS.
RANGE OF PRICES.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

IN STOCK

New Figs Spanish Onions
Celebrated Camel Brand.

Jamaica Oranges Malaga Grapes
Bbls. or boxes.

If our travellers do not call on you, write, wire or phone your orders which receive prompt attention.

HUSBAND Bros. & Co.

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

GREEN FRUITS

Foreign Fruit and Vegetable Trade of Canada.

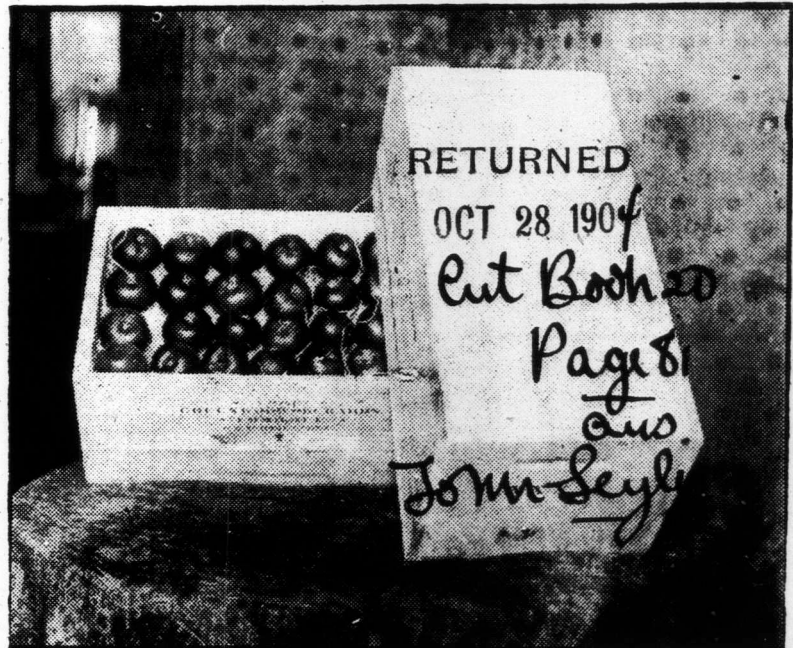
THE following figures concerning the Canadian export and import trade in green and dried fruits, vegetables, nuts, etc., have been taken from the Blue Book of the Department of Trade and Commerce, Ottawa:

IMPORTS.

Imports are distributed as follows: Dried apples, currants, dates, figs, prunes, raisins, almonds, brazil nuts, pecans, walnuts, etc., in 1899 amounted

In fruits, canned and preserved, jellies, jams, preserved ginger, fruits preserved in brandy or other spirits, rind and peel of citron, lemon and orange in brine, Canadian importations for 1899 amounted to \$166,786, for 1903 to \$169,552, and for 1904 to \$204,524. To the latter amount Great Britain contributed \$100,431, the United States \$62,511, and other countries \$41,579.

In vegetables Canada imported in 1899 melons, potatoes (American and sweet), tomatoes, corn, and fancy vegetables, to the value of \$328,332, in 1903



Fameuse Apples, Packed in Tissue.

to \$1,220,516. In 1903 these imports were valued at \$2,061,979, and in 1904 at \$2,000,631. The following countries contributed to the importations of dried fruits, nuts, etc., in 1904: The United States \$887,860, Spain \$491,567, Greece \$213,795, France \$118,974, Great Britain \$46,792, other countries \$241,616.

In 1899 Canada imported bananas, oranges, lemons, pineapples, limes, guavas, mangoes, plantains, pomegranates, shaddock, blackberries, gooseberries, raspberries, strawberries, cherries, cranberries, grapes, peaches, plums, quinces, blueberries, to the following values: \$1,892,209 in 1899, \$2,555,158 in 1903, and \$2,452,898 in 1904. Importations of green fruits for the year 1904 were distributed as follows: The United States, \$2,102,761, Great Britain \$130,885, Italy \$116,015, other countries \$93,237.

to the value of \$717,866, while in 1904 Canada's importations of vegetables totalled \$694,407

EXPORTS.

Canada's exports of dried fruits, nuts, etc., in 1899 were \$433,126, in 1903 \$413,100, and in 1904 \$378,408. The distribution of the last mentioned am-



Bunch of Fameuse Apples from Como, Quebec.

ount was: Germany \$194,168, Great Britain \$25,539, the United States \$27,451, other countries \$131,350. In Canadian green fruits, from which apples are excluded, the exports were valued at \$657,910 in 1899, \$579,820 in 1903, and \$624,867 in 1904. Of the exports of green fruits in 1904 Great Britain took the value of \$331,448, the United States \$263,189, and other countries \$30,230. The total value of fruit exported from Canada, excepting green apples, in 1899 was \$1,091,036, in 1903 \$992,920, and in 1904 \$1,003,275. Canada's exports of vegetables in 1899 and 1904 were \$152,597 and \$243,125, respectively, the bulk going to the United States.

Latest Prices for New Figs.

A direct steamer from the east has arrived in Montreal, and the dried fruit market is now well stocked. The latest prices on new figs are as follows:

| | |
|--|-------|
| Six crown extra fancy, 5, 10 and 28-lb. boxes, per lb. | 80 13 |
| Five crown fancy, 5, 10 and 28-lb. boxes, per lb. | 0 19 |
| Four crown fancy, 5, 10 and 28-lb. boxes, per lb. | 0 09 |
| Glove boxes, fine quality, per box. | 0 11 |
| Fancy washed figs in baskets, per basket. | 0 20 |
| Fancy pulled figs in boxes, per box. | 0 22 |
| Fancy stuffed figs in boxes, per box. | 0 28 |

The Shipment of Apples.

Both the G. T. R. and the C. P. R. eastern lines are giving notice that after November 12, 1904, apples will not be received at Port Arthur or Fort William from connecting lake steamers for transportation to western markets. It is, therefore, pointed out that with the close of business, November 5, agents of the companies mentioned will discontinue the acceptance from shippers or connecting lines of consignments of apples for transportation via lake and rail when destined to points west of Port Arthur or Fort William.

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.
INGERSOLL

Established - - 1886



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

Row & Co., Morristown, N.Y., and Brockville, Ont.

McDOUGAL & LEMON

OWEN SOUND

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

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

WRITE FOR OUR PRICES

Jamaica Coconuts.

Very scarce at present, but have secured a car of **New Nuts**. Guaranteed 100 to a sack and up to standard weight.

CAN'T YOU USE A SACK?

Oysters Try Long Island Natives. \$1.65 per Imperial Gallon. **As good as selects.**

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

W. B. Stringer
J. J. McCabe

NEW LEM

'Phone Office
Main 520.

New Lemons are on the market. The first to arrive came this week to Toronto. You'll find good profit and satisfaction in handling

"ST. NICHOLAS," Ex. Fancy **"KICKING,"** Ex. Choice

State clearly when sending orders to your dealer that you want those brands—they're the best.

61 Front St. East **W. B. STRINGER & CO.** Agents
TORONTO Fruit Brokers

Diamond Brand

MAPLE SYRUP

High Grade Moderate Price

All Wholesale Grocers

WESTERN ONTARIO HEADQUARTERS

FOR EVERYTHING IN FRUITS

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

CRANBERRIES Strictly Fancy, Early Blacks. Prices close.

Phone. Wire or
Mail Orders.

HUGH WALKER & SON

GUELPH, ONT.



This design a guarantee of quality.

"CRYSTAL BRAND" VEGETABLE PARCHMENT

TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN
JUST RIGHT FOR BUTTER WRAPPERS.

SAMPLES AND PRICES
FOR THE ASKING.

CANADA PAPER Co.

Toronto LIMITED Montreal

Do You Buy APPLES?

Let us quote you on good stock, packed according to Government standard by expert packers. Carload lots for Northwest trade our specialty.

EBEN JAMES
BOARD OF TRADE BLDG.
TORONTO

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

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

Tel. Main 778.

Why is Blue Ribbon Tea better than any other package teas at the same price?

A fair question, but it would require a book almost to give a sufficient answer. The **fact** more than the **reason** is what most people are interested in.

Blue Ribbon Ceylon Tea

is better—its sales prove it.

Push the Red Label, 40c. worth 50c.

HAVE
YOU
A



DE-
PART-
MENT

No Scheme ABOUT IT.

There is no scheme about the Heinz method of dealing with the retailer. Full weight and count at a price which yields a good profit; goods that appeal to the best trade and upon which the public is educated never to expect a cut price; no premiums or gifts connected therewith. It's an interesting proposition to the legitimate retailer — this selling of the "57 Varieties."

Ask our salesman about arranging a "Heinz Department" for you.

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

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

FLOUR AND CEREAL FOODS.

The Grain Situation.

ACCORDING to the latest report of the Northwest Grain Dealers' Association, this year's yield of grain in Manitoba and the Northwest will be a bumper one, in spite of drawbacks of rust, frost and delayed harvesting, namely, 59,857,190 bushels on an acreage of 3,420,411 acres, an average of 17.5 bushels. The percentage of wheat grading under No. 4 is figured at 39 per cent., or 17,955,000 bushels, due largely to the effect of the rust blight and early frosts, while the threshing of grain this Fall before the grain was dry is also a reason for the lowering of the grade.

The oat crop is estimated at 44,620,520 bushels on an acreage of 1,205,960 acres, an average of 37 bushels per acre; barley 10,520,850 bushels on an acreage of 392,569 acres, an average of 26.8 bushels; flax 530,550 bushels on an acreage of 46,540 acres, an average of 11.4 bushels.

The grain movement in Manitoba has now attained maximum proportions, the average daily shipments from Winnipeg for Fort William aggregating 400,000 bushels, and the railways have their hands full transporting the wheat—in fact they are now refusing to supply cars for uses other than wheat shipment.

Mr. W. P. Wood, president of the London, Eng., Corn Trade Association, who has recently completed a tour of the wheat areas in the Canadian west, says "it is merely a matter of getting settlers on this land until instead of a yearly output of sixty million bushels of wheat the output will be raised to six hundred millions. The fertile plains of Western Canada will grow the wheat of the world."

The American wheat crop is estimated at 554,713,000 bushels, compared with 703,000,000 bushels in 1903. The Russian wheat crop is fourteen million quarters less this year than last, so that it is doubtful whether Russia will be able to spare as much as last season unless she draws upon old stocks. India promises a good crop unless weather conditions should interfere with present bright prospects. France, notwithstanding a marked falling off this year, would still have enough wheat for home consumption, even if all the old wheat were used up and the country left bare. Cable advices from Argentina represent crop prospects as excellent,

with a largely increased area under wheat cultivation this year as compared with 1903.

Owing to the increase in the visible wheat supply of the world usual at this season, which has amounted to 1,236,000 bushels in Canada and the United States alone during the past week, the feeling is for the present somewhat easier abroad, notwithstanding the fact that the world's crop is estimated at 133,556,000 bushels less than that of a year ago.

Canadian Wheat in States.

An epoch in the grain trade of the United States was reached last week with the first importing of wheat from Canada since the duty of 25c per bushel was imposed. The shipment was comprised of 10,000 bushels of Manitoba No. 1 northern wheat, and went to the Consolidated Elevator Co., Duluth. In the past wheat has been imported by American interests for seed or other special purposes, but this wheat will go into the same channels as ordinary American grain. It is thought that much more Canadian wheat will be imported during the crop year on account of the shortage of good milling wheat.

To Expedite Grain Deliveries.

In order to expedite grain deliveries the C. P. R., it is understood, is sending special representatives to the outlying communities in the district of Virden, Man., to notify intending shippers to order cars without delay.

Cereal Notes.

As a result of protests on the part of Ontario grain dealers, standards of oats for Ontario have been fixed by the chief Dominion grain inspector. Barley standards will be fixed as soon as additional samples from Western Ontario are received. Wheat standards will be determined about the same time.

The cleaning and drying plant recently installed by the Canadian Northern Railway in its Port Arthur terminal elevators is now in working order, and in addition to handling no-grade grain arriving over its own rails, is receiving damaged grain from the C. P. R. for treatment. The C. P. R. cleaning plant at Port Arthur has been disabled, thus throwing the entire work on the Canadian Northern.



**Have You
Taken Note of
Its Growth?**

PEOPLE

said that Orange Meat would never have any success. They were not concerned about its worthiness. They said that the public and the grocery trade were sick to death of new breakfast foods.

And yet to-day

ORANGE MEAT

is sold from ocean to ocean; has conquered prejudice, and is pronounced to-day to be the very best of all ready-for-serving cereals.

Such is history.

These are reasons why the grocers of the country have given their support to this triumphant cereal.

THE FRONTENAC CEREAL CO.,
Limited
KINGSTON, ONT.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Pipes and Pipedom.

IN pipes and smokers' accessories there is not a great deal to chronicle in new season's goods with which the connoisseur of tobacco is not already familiar. For the Christmas trade a large assortment of American silver and gold-mounted pipes in bent, square, bulldog and billiard shapes with and without silk lined morocco cases is being shown. There is also great variety in briars, with flat, round and square bent and bulldog shapes up to B.B.B.'s and G. B.D.'s to be bought wholesale at from 90c to \$6 a dozen. Companion pipe sets in handsome cases are in great demand for the holiday trade. Another attractive line is the B.B.B. pipe with sterling silver hall mark.

Match safes are seen this season in endless variety, made mostly of sterling silver to sell at from 75c to \$4. There are in addition the usual lines of cigar and cigarette holders, with and without cases and a very attractive assortment of fancy tobacco pouches in buck and kangaroo skin, more or less richly embossed in silver and oxidized metals.

Leaf Exports of Cuba in 1903.

FOLLOWING are the official Cuban statistics on imports and exports for the calendar year of 1903 which have reached the Canadian Grocer. The value of exports of leaf tobacco to the United States for 1903 is given at 9,940,406 pesos, a considerable falling off from the exportations of 1902, which were valued at 10,554,033 pesos. The exportation to the United States in 1902, was, however, much larger than that of any other year since 1888, and the exportation in 1903 is the largest of the past five years, with the exception of 1902. The next largest importation of local tobacco is to Germany, valued at 1,921,559 pesos. The total exportation of leaf tobacco for 1903 is valued at 13,255,146 pesos, which is larger than that of any other year within the past five years except that of 1900, when the exportation of leaf tobacco was valued at 13,793,783 pesos. The exportation of cigars to the United States in 1903 was valued at 2,888,111 pesos, an increase from the ex-

portation of 1902, which amounted to 2,775,500 pesos. The total exportation of cigars in 1903 was valued at 12,391,969 pesos of which England took 5,197,785 pesos' worth Germany, 1,768,385 pesos; France, 556,933 pesos; Spain 405,385 pesos, and Canada 370,500 pesos. The total exportation of cigars shows a falling off from 1902, when they were valued at 12,374,911 pesos' and from 1901, when they were valued at 12,481,775 pesos. The exportation of cigarettes amounted during year 1903 to 404,173 pesos, of which Colombia took 191,854 pesos. The total exports of leaf and manufactured tobacco in 1903 amounted to 26,042,319 pesos. In 1902 they were 25,404,180 pesos; in 1901, 25,327,175 pesos; in 1900, 26,087,968 pesos and in 1899 21,084,750 pesos.

Problem of Selling Matches.

The difficult problem of selling matches in such a way as to satisfy both the consumer and the retailer has been solved by the United Cigar Stores Co. A number of the stores of the company are equipped with a penny in the slot machine which dispenses matches. All that the customer has to do is to put in his penny, yank a handle and out drops a neat little sack containing matches. The transaction is easily

and quickly accomplished, the consumer does not have to buy what he does not want or accept of charity, nor is the dealer bothered with picayune transactions of a cent or two. The earnings of the machine, too, are said to be considerable.

Cheap Cigars in the Orient.

A gentleman now in Toronto, who has lived fifteen years on the Malay Peninsula, states that fine cigars are very cheap in the free ports. Fine Manila cigars sell for \$3 per hundred to the consumer in Mexican money, which is worth about one-half American money. The indulgence of a fine cigar in that country is therefore not a very expensive habit.

Personality in Business.

Other things being equal, people in cities the size of Montreal and Toronto buy their cigars from some man whom they know personally and with whom they deem it a pleasure to deal. While this is not true of every individual purchaser of cigars, as a matter of course, yet it is true of the great majority. It is individuality that counts. Of course, there must be the attractiveness about the store, and the quality of goods to back it up, but the biggest single item in the year's business is the personality of the dealer. John Smith might step into a store where Richard Jones had done a successful business, and not hold the trade because the personality of Jones is lacking.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Make Money While You Can.

And there is one safe, sure, good way for every grocer to make a nice extra income every month---by selling cigars.

Yet it is very easy to make a mistake at the very outset---the grocer may stock the wrong cigar.

No mistake is made, no loss can occur if the grocer deals with us and orders our **Pebble** for his 5-center and **Pharaoh** for his 10-cent line.

You know our standing offer ?

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



AS ball bearings, so to speak.
T & B. smoking tobacco
 produces no friction be-
 tween smoker and grocer. This can't
 be said of other tobaccos. This is a
 good reason, aside from the question
 of profit, why all grocers should push
 the sale of **T & B.**

Sell the 10-cent size.

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

QUALITIES THAT WIN IN BUSINESS.

"THERE is room at the top for any young man who is energetic and resolves to serve his employer and the business in the same manner as though the business were his own. The young man animated with this spirit, if he applies himself and dedicates his time and abilities to the work in which he engages, whether professional or mercantile, has every opportunity to reach the top."

That is the opinion expressed convincingly by no less an authority than John C. Juhring, vice-president and secretary of Francis H. Leggett & Co. He is a

thorough believer in the existence of opportunity for every one, but he doesn't believe that opportunity is waiting idly round to be discovered. The young man, to succeed, must seek it persistently. He must be energetic, cool-headed, ambitious, enthusiastic, capable, thorough and economical. "He must," says Mr. Juhring, "understand the practical meaning and application of the qualities that these words stand for. There is more incentive for a young man to succeed now than there was twenty years ago, and to the willing, struggling aspirant for success—the man who is not daunted by competition, and whose purpose is honest, and whose

methods are above reproach—the way is open.

"A young man choosing a business or profession should enter that one for which he shows capacity. A pronounced preference for any calling is not necessary to full success in it, but where a preference is combined with ability and adaptability the road is easier. Strict honesty is necessary to business success. Ability to work—to 'keep on keeping on'—contributes more to success than experience. Ability will acquire experience and make a study of what is necessary to win in the battle. Incompetency, lack of thoroughness and self-discipline are causes of a majority

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos



When you are

An Old Man

and review your life, what will you think of yourself if you never sold

McAlpin's Tobaccos?

—the most profitable of any made in Canada,—and liked thoroughly by every man who uses them.

Not too late yet to get right.

McAlpin Consumers Tobacco Co., Limited, Toronto

of the failures. The doing of a duty, simplicity in living, earnestness of purpose, hard work, careful study of what is to be accomplished, energy, enthusiasm and the will-power to surmount obstacles mean success, and wherever success is attained you will find that these qualities have been present in living force."

Words like these coming from a member of one of the most successful business houses in the world to-day carry conviction of their importance. The principles laid down are more than the foundation of Mr. Juhring's success — they are its structure. In all the years since 1873—the year when he became associated with the company in the capacity of clerk—his aims were high. His motto is "keep on keeping on." He has kept on to some purpose. In the first year he was promoted to the position of assistant cashier. A year later he was made assistant to the general buyer. In another year the opportunity to add one or two outside lines to the business presented itself, and he seized it. In 1887 he was given an interest in the business, and in January, 1902, was admitted to a partnership. Ten years later the firm became a corporation and Mr. Juhring was then chosen vice-president and secretary.

As an illustration of his prestige and influence in the business world and his loyalty to New York City, Mr. Juhring was made vice-president of the Merchants' Association, and continued an active worker in the organization until 1903, when he resigned. He has induced one hundred and fifty representative New York business firms to join its membership. He is a trustee of the Citizens' Savings Bank of New York, a director of the Coal and Iron National Bank, and is connected with many other interests.

INQUIRIES FOR CANADIAN TRADE.

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

87. The proprietors of a trade journal circulating in South Africa wish to appoint an agent in Canada to take charge of sale and advertising.

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

89. A large firm in the Midlands would like to get in touch with reliable shippers of apples.

90. Several other firms are in a position to take large quantities of apples. Shippers communicate.

The following inquiry in regard to Canadian trade has been received by the High Commissioner for Canada in London, England:

150. Inquiry is made for the names of Canadian shippers of candleberry wax (bayberry tallow) and maple wax.

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

49. Large grain importing firm desire communication with large Montreal firms of wheat exporters.

52. Large firm of fruit importers desire communication with Canadian shippers of apples and pears.

53. Large dealer in poultry, chickens, turkeys, geese, ducks, etc., for Christmas trade, desires correspondence with Canadian exporters.

54. Large wholesale firm of fruit importers desire direct communication with Canadian exporters of apples.

56. Grain merchants desire communication with exporters of peas, tares, buckwheat, partridge peas, linseed cakes and oats.

57. Large wholesale provision firm having a great number of different shops and commanding a very large trade on the east coast, desire direct communication with Canadian exporters of butter and apples in large quantities.

59. Hull fruit importer desires direct communication with Canadian shippers of apples.

60. Hull produce firm desire direct communication with Canadian exporters of flour.

62. Hull importer desires communication with exporters of bacon, hams, tinned and bottled meats.

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

154. A firm of butter importers who find there is an opening for Canadian produce in their locality, desire to be placed in communication with some of the best and largest butter producing dairies in Canada, with a view to a regular consignment business during the season.

155. A large firm of fruit and produce brokers have asked to be placed in touch with apple growers in Canada seeking to export fruit for the English market.

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

PICKLE CUKES.

As the season for handling pickle cucumbers advances, considerable interest develops concerning the growing and handling of little cukes for market.

There are several kinds of pickling cukes, determined by the size and variety. These differences, of course, make

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

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

D. McDougall & Co., Glasgow, Scotland.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

a difference in the price. The salt pickle is a little smaller than a cuke, then there is the "dill pickle," a size smaller; next is the "mediums," which are a little smaller. Then comes the "gherkin," still smaller, and last the "midget," whose size is implied by the name. As the size diminishes the price is higher, for it takes more of them to make a bushel, and besides they are harder to pick and are more tedious to handle in every way. They come in bushels and halves, mostly in boxes and barrels, and from all accounts the growers realize good profits for the time and labor expended in producing them.

It appears that the large pickling concerns over the country contract for what cukes they buy before they are ever gathered. Contracts are made with growers direct. But most of the pickle companies have large cuke farms in charge of experienced growers. Hundreds of employes are kept on the premises during the growing season to pick and ship the little cukes.

TEA SHIPMENTS FROM JAPAN.

The Grocer is indebted to C. M. Bernard, agent for Bernard & Co., Yokohama, Japan, for the following figures regarding tea shipments to Japan for the present season to September 15, 1904:

| | |
|---------------------------|-------------------|
| | Lbs. |
| To New York and East..... | 12,314,870 |
| To Chicago and West..... | 11,042,740 |
| To San Francisco..... | 3,336,055 |
| To Canada..... | 3,456,149 |
| Total..... | 30,149,814 |

Against 32,780,963 lbs. to same time last year. The increase to Canada for the period was 515,092 lbs.

FREIGHTS AND CHARTERS

HERE still seems to be a lull in the freights for ocean tonnage. The most optimistic shippers and freight managers expected greater things and now that the middle of Autumn has been reached and ocean navigation as well as the lake traffic on the last few weeks of open water has shown no marked sign of a spurt, it is depressing for all concerned. For instance queer questions are being asked such as "If the Winnipeg market for wheat is too high for export at 94 3-4 cents December

daily expectation is that there will be a rush at the last moment. The bookings for November are good and at better rates, but in comparison with last season or any good previous season the condition of things is alarming. Few new charters have been recorded, in fact the chief charters are for deals to go to the South American ports. A South African steamer is due to sail on October 30th and a varied cargo will be carried at good rates.

ready to express their opinions of the changes that the new tariff proposes. The existing temporary rates are, on the whole, satisfactory to shippers as a result of the concessions that were obtained through the Commission a few months ago, so they are in no hurry to see them changed. There have been so many complaints from fruit shippers concerning the manner in which their shipments are handled by the railway companies that the Railway Commission has decided to ascertain the best type of

BERTH QUOTATIONS.

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

| DESCRIPTION. | | Liver-pool | Glas-gow | Lon-don | Bristol | Belfast | Leith | Aber-deen | Dublin | Man-chester | Cardiff | Ham-burg | Ant-werp | Havre | Rotter-dam | Quebec to London |
|---|------------|------------|----------|-----------|---------|---------|-------|-----------|--------|-------------|---------|----------|----------|-------|------------|------------------|
| Flour, star h, split peas and oatmeal, in bags.. | 2240 lb. | 5 c | 7c | 6-7c. | 9c. | 12/6 | 10/ | 11/3 | 13/6 | 6c. | ..... | 10c. | 10/ | ..... | 10/ | ..... |
| Oilcake and cotton seed cake..... | " | 4½c | 6c. | 5c. | 9c | ..... | 10/ | 11/3 | ..... | ..... | ..... | 10 | 10/ | ..... | 10/ | ..... |
| Flake oatmeal, rolled oats, middlings, in bags. | " | 5c. | 8¾ | 5c. | 9c. | 15/ | ..... | ..... | 16/ | 10/ | ..... | 10 | 10/ | ..... | 10/ | ..... |
| Lard, beef, pork, tallow and oleo, in barrels or tierces .. | " | 5/3 | 13/3 | 13/3 | 15/ | 17/6 | 13/3 | 15/ | 18/3 | 5/3 | ..... | 16 | 17/6 | ..... | 17/6 | ..... |
| Lard in pails and other small packages ..... | " | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| Bacon and boxed meats | " | 5/3 | 13/3 | 13/3 | 15/ | 17/6 | 13/3 | 15/ | 17/6 | 5/3 | ..... | 16 | 17/6 | ..... | 17/6 | ..... |
| Canned meats and fish..... | " | 5/3 | 13/3 | 13/3 | 15/ | ..... | 13/3 | 15/ | ..... | ..... | ..... | 16 | 17/6 | ..... | 17/6 | ..... |
| Canned goods (fruits, vegetables, etc.) | " | 5/3 | 15/9 | 13/3 | 15/ | ..... | ..... | ..... | ..... | 7/6 | ..... | ..... | ..... | ..... | ..... | ..... |
| Cheese in boxes. Condensed milk..... | " | 20/ | 25/ | 25/ | 25/ | 25/ | 25/ | 25/ | 25/ | ..... | ..... | ..... | 30/ | ..... | 30/ | ..... |
| Cheese in crocks in cases..... | " | 25/ | 30/ | 30/ | 30/ | 25/ | 30/ | 30/ | 25/ | ..... | ..... | ..... | 35/ | ..... | 35/ | ..... |
| Butter, in cases and kegs..... | " | 40/ | 46/6 | 45/ | 30/ | 25/ | 30/ | 30/ | 25/ | 25/ | ..... | ..... | 35/ | ..... | 35/ | ..... |
| Seeds, timothy and clover, in bags..... | " | 10/ | 15/ | 12/6 | 15/ | 25/ | 15/ | 15/ | 25/ | ..... | ..... | 20c. | 12/6 | ..... | 12/6 | ..... |
| Seeds, blue and other grass, in bags..... | " | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| Leather, black and other, in heavy bales and bundles | " | 15/ | 21/ | 20/ | 20/ | 25/ | ..... | ..... | 25/ | 15/ | ..... | 30/ | 30/ | ..... | 30/ | ..... |
| Leather, rough sole, and split, in rolls and bales | " | 20/ | 31/6 | 25/ | 25/ | 25/ | ..... | ..... | 25/ | 20/ | ..... | 35/ | 35/ | ..... | 35/ | ..... |
| Pot and pearl ash, No 1 asbestos and mica..... | " | 7/6 | 10/ | 10/ | 12/6 | 12/6 | ..... | ..... | 16/6 | 7/6 | ..... | 12/6 | 12/6 | ..... | 12/6 | ..... |
| Maple and elm blocks and squares..... | " | 8/ | 12/6 | 11/3 | 12/6 | 17/6 | ..... | ..... | 17/6 | ..... | ..... | ..... | 13/9 | ..... | 13/9 | ..... |
| Heavy lumber—oak, elm, birch and maple..... | " | 8c. | 16c. | 14c. | 12/6 | 17/6 | ..... | ..... | 17/6 | 8/ | ..... | 15c. | 13/9 | ..... | 13/9 | ..... |
| Weight (coarse) | " | 7/6 | 12/6 | 10/ | 12/6 | 12/6 | 12/6 | 12/6 | 12/6 | 7/6 | ..... | 12/6 | 12/6 | ..... | 12/6 | ..... |
| Radiators and similar castings..... | " | 7/6 | 12/6 | 12/6 | 12/6 | 17/6 | ..... | ..... | 17/6 | 7/6 | ..... | ..... | 12/6 | ..... | 12/6 | ..... |
| Seed, peas and beans, in shipper's bags..... | " | 6/3 | 10/ | 10/ | 20/ | 12/6 | 10/ | 12/6 | 13/6 | ..... | ..... | ..... | 15/ | ..... | 15/ | ..... |
| Measurement (coarse)..... | 40 cb. ft. | 8/9 | 15/9 | ..... | 12/6 | 12/6 | 15/9 | 15/9 | 12/6 | 8/9 | ..... | 12/6 | 12/6 | ..... | 12/6 | ..... |
| Measurement (fine) | " | 20/ | 21/ | ..... | 20/ | 20/ | 21/ | 21/ | 20/ | 20/ | ..... | 20/ | 20/ | ..... | 20/ | ..... |
| Woodenware, etc..... | " | 8/9 | 10/6 | ..... | 112/6 | 12/6 | 12/6 | 12/6 | 12/6 | 8/9 | ..... | 12/6 | 12/6 | ..... | 12/6 | ..... |
| Furniture, etc..... | " | 10/ | 13/1½ | ..... | 122/6 | 12/6 | ..... | ..... | 12/6 | 8/9 | ..... | ..... | ..... | ..... | ..... | ..... |
| Implements etc..... | " | 10/ | 10/6 | ..... | 2/6 | 12/6 | ..... | ..... | 12/6 | 10/ | ..... | 12/6 | ..... | ..... | ..... | ..... |
| Eggs, in cases or barrels..... | " | ..... | ..... | ..... | ..... | 15/ | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| Apples, flour | Barrel | ..... | 3/ | ..... | ..... | 3/ | ..... | ..... | 3/ | 2/6 | ..... | ..... | ..... | ..... | ..... | ..... |
| Apples and other green fruit, in boxes..... | 40 cb ft | 15/ | 15/9 | 15/9 | 17/6 | 20/ | ..... | ..... | 20/ | 12/6 | ..... | ..... | 17/6 | ..... | 17/6 | ..... |
| Smalls, of less than ¼ ton wt. or msmt | each | 10/ | 1/ | 10/ | 1 | 10/ | ..... | ..... | 10/ | 10/ | ..... | 10/ | 10/ | ..... | 10/ | ..... |
| Grain, in shipper's bags | Quart'r | ..... | ..... | ..... | ..... | 3/ | ..... | ..... | 3/ | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| Deals | Stand'd | 30/ | ..... | 32.6-37.6 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |

When ocean charges are collectable at port of destination, rates exchanged on basis of \$4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of \$4 86 to £1 stg.
If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

how can Minneapolis do any export with the same class of wheat at \$1.13 3-8 December?"

Grain space is not what it ought to be in Montreal. Apples are coming along at a good rate and they are being shipped abroad in large quantities, but the price has dropped in the Old Country and now there is a sign of depression in these cargoes. Grain, however, or lack of grain is the chief worry and so the

A point that is interesting to shippers at this time is the fact that the Railway Commission has not changed the freight standard on the railways anywhere and the date fixed for the change was October 1. The Canadian Manufacturers' Association again stepped in and asked the Commission to allow the existing tariff to remain in force for some little time yet—it is surmised until after the elections—until the manufacturers are

car for fruit carriage and impress the desirability of its adoption upon the railway companies. One of the officers of the board will, acting in conjunction with a representation made by fruit shippers, make an examination of the various types of cars used on American as well as Canadian roads. If possible they will endeavor to pick out one that can readily be used for the carriage of other goods when the fruit season is over.

WM. BRAID & CO. COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE ?

*If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.*

BRAID'S BLENDED COFFEES are the best for grocers to buy—

*FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.*

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

**Write us for
Samples**

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

October 27, 1904.

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

Baking Powder.

| | |
|------------------------------------|----------|
| Cook's Friend— | Per doz. |
| Size 1, in 2 and 4 doz. boxes..... | \$4 40 |
| " 2, in 4 doz. boxes..... | 2 10 |
| " 3, in 6 "..... | 0 80 |
| " 4, in 8 "..... | 0 70 |
| " 5, in 4 "..... | 0 45 |
| Found tins, 3 doz. in case..... | 3 00 |
| 12-oz. tins, 3 "..... | 2 40 |
| 5-lb. "..... | 14 00 |

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

| Cases. | Sizes. | Per doz. |
|--------|-----------|----------|
| 4 doz. | 10c. | \$0 85 |
| 3 doz. | 4-oz. | 1 20 |
| 3 doz. | 6-oz. | 1 75 |
| 1 doz. | 12-oz. | 3 50 |
| 3 doz. | 12-oz. | 3 45 |
| 3 doz. | 12-oz. | 3 40 |
| 3 doz. | 16-oz. | 4 45 |
| 3 doz. | 16-oz. | 4 35 |
| 1 doz. | 2 1/2 lb. | 10 40 |
| 1 doz. | 5 lb. | 19 50 |

MAGIC BAKING POWDER.

| Cases. | Sizes. | Per doz. |
|--------|-----------|----------|
| 6 doz. | 5c. | \$0 40 |
| 4 " " | 4-oz. | 0 80 |
| 4 " " | 6 " " | 0 75 |
| 4 " " | 8 " " | 0 85 |
| 4 " " | 12 " " | 1 40 |
| 2 " " | 12 " " | 1 45 |
| 4 " " | 16 " " | 1 85 |
| 2 " " | 16 " " | 1 70 |
| 1 " " | 2 1/2-lb. | 4 10 |
| 1 " " | 5 " " | 7 30 |
| 1 " " | 6 oz. | Per case |
| 1 " " | 12 " " | \$4 55 |
| 1 " " | 16 " " | |



JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

| | |
|--|-------|
| Ocean Baking Powder, 1/2 lb., 4 doz. .. | \$ 45 |
| Ocean Baking Powder, 1/2 lb., 5 doz. .. | 90 |
| Ocean Baking Powder, 1 lb., 3 doz. .. | 1 25 |
| Ocean Borax, 1/2-lb. packages, 4 doz. .. | 40 |
| Ocean Cornstarch, 40 pks. in a case.. | 75 |

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

| Sizes. | Per Doz. |
|-----------------|----------|
| Royal—Dime..... | \$ 1 00 |
| " 1 lb. | 1 60 |
| " 2 oz. | 2 25 |
| " 1 lb. | 2 90 |
| " 12 oz. | 4 50 |
| " 1 lb. | 5 75 |
| " 3 lb. | 15 50 |
| " 5 lb. | 25 50 |

CLEVELAND'S—DIME.

| Sizes. | Per Doz. |
|-----------------------|----------|
| Cleveland's—Dime..... | \$ 1 00 |
| " 1 lb. | 1 50 |
| " 6 oz. | 2 20 |
| " 1 lb. | 2 90 |
| " 12 oz. | 4 25 |
| " 1 lb. | 5 50 |
| " 3 lb. | 15 00 |
| " 5 lb. | 25 00 |

"VIENNA" BAKING POWDER.

| | |
|--------------------------------|--------|
| 1-lb. tins, 4 doz. in box..... | \$2 25 |
| 1-lb. tins, 4 doz. in box..... | 1 25 |
| 1-lb. tins, 4 doz. in box..... | 75 |

BEE BAKING POWDER.

| | |
|---------------------------------------|--------|
| 1-lb. tins, cases 4 doz, per doz..... | \$3 25 |
|---------------------------------------|--------|

HOME BAKING POWDER, CO., MONTREAL.

| Sizes. | Per doz. |
|-----------------------------|----------|
| 2 doz. case 1 lb..... | \$2 40 |
| 1 " " 1 lb..... | 4 75 |
| 1 to 5 cases, 5 per cent. | |
| 5 to 10 cases, 10 per cent. | |



EAGLE BAKING POWDER.

| | |
|---------------------------|--------|
| Cases of 48-5c. tins..... | \$3 50 |
| " 48-10c. tins..... | 0 75 |
| " 24-25c. tins..... | 2 25 |
| " 48-25c. tins..... | 2 25 |

"BEE" BRAND BAKING POWDER.

| | |
|------------------------------------|--------|
| 6 oz. cases, 4 doz., per case..... | \$3 50 |
| 10 oz. " 3 doz..... | 4 00 |
| 16 oz. " 4 doz., per doz..... | 2 25 |

Blue.

| | |
|---|-----------|
| Keen's Oxford, per lb..... | \$0 17 |
| In 10-box lots or case..... | 0 16 |
| Reckitt's Square Blue, 12-lb. box..... | 0 17 |
| Reckitt's Square Blue, 5 box lots..... | 0 16 |
| Gillett's Mammoth, 1/2 gross box..... | 2 00 |
| Nixey's "Cervus," in squares, per lb..... | 0 16 |
| " " in bags, per gross..... | 1 25 |
| " " in pepper boxes, according to size..... | 0 02 0 10 |

J. M. DOUGLAS & CO.—Laundry Blues.



| | |
|---|-------------|
| "Bluecol"—10-lb. boxes containing 50 pkgs., 4 squares each..... | per lb. 16c |
| "Sapphire"—14-lb. boxes, 1/2-lb. pkgs. per lb..... | 12 1/2 |
| "Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb..... | 10 |

Black Lead.

| | |
|--|--------|
| Reckitt's, per box..... | \$1 15 |
| Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz.; or 1 gross, 4 oz. | |

JAMES DOME BLACK LEAD.

| Per gross | |
|--------------|--------|
| 6a size..... | \$0 40 |
| 2a size..... | 2 50 |

Borax.

| | |
|---|------|
| "Bee" brand, 5 oz., cases, 40 pkgs..... | 1 40 |
| " " 10 oz., cases, 45 "..... | 2 25 |
| " " 16 oz., cases, 48 "..... | 4 25 |

EAGLE BORAX.

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

Brooms.

| UNITED FACTORIES, LIMITED. doz. net. | |
|--|--------|
| Boeckh's Bamboo Handles, A, 4 strings..... | \$4 70 |
| " " " B, 4 "..... | 4 40 |
| " " " C, 3 strings..... | 4 10 |
| " " " D, 3 "..... | 3 85 |
| " " " E, 3 "..... | 3 55 |
| " " " G, 3 "..... | 3 20 |
| " " " I, 3 "..... | 2 85 |

Cereals.

| | |
|---|------|
| Wheat OS, 2-lb. pkgs., per pkg..... | 0 05 |
| " " 7-lb. cotton bags, per bag..... | 0 15 |
| Quaker Oats, 2-lb. pkgs., per case..... | 2 00 |
| Tilson's Oats, 2-lb. pkgs., per case..... | 3 00 |

Chocolates and Coconos.

THE COWAN CO., LIMITED.

| Coconos— | |
|--|-----------------|
| Hygienic, 1-lb. tins..... | per doz. \$6 75 |
| " 1-lb. tins..... | 3 50 |
| " 1-lb. tins..... | 2 00 |
| " fancy tins..... | 0 85 |
| 5-lb. tins, for soda water fountains, restaurants, etc., per lb..... | 0 50 |
| Perfection, 1-lb. tins, per doz..... | 2 40 |
| Coconos Essence, sweet, 1-lb. tins, per doz..... | 2 55 |

BATGER'S

NEW
SQUARE JAR
WHOLE FRUIT
STRAWBERRY JAM

PLACE
YOUR ORDER
NOW.

ROSE & LAFLAMME,
MONTREAL.



NOW OWN UP

Don't you really like to handle

PATERSON'S CAMP
COFFEE ESSENCE?

Doesn't it sell well, doesn't it
allow you a good, fair profit?

ROSE & LAFLAMME,
Agents, Montreal.

| | | |
|--|-----------------|--|
| Chocolate— | per lb | |
| Queen's Dessert, 1/2's and 1/4's | \$0 40 | |
| " " " " | 0 42 | |
| Mexican Vanilla, 1/2's and 1/4's | 0 35 | |
| Royal Navy Rock, " " | 0 30 | |
| Diamond, " " | 0 25 | |
| " " " " | 0 28 | |
| Icings for cake— | Per doz. | |
| Chocolate, pink, lemon color, lbs. | \$1 75 | |
| Orange, white and almond, 1/2-lbs. | 1 90 | |
| Confections— | Per doz. | |
| Cream bars, large boxes | \$2 25 | |
| " " " " small | 1 35 | |
| Chocolate ginger, lbs. | 3 75 | |
| " " " " 1/2-lbs. | 2 25 | |
| " " " " wafers, 1/2-lb. boxes | 2 25 | |
| " " " " 1/2-lb. boxes | 1 30 | |
| FRY'S | per lb. | |
| Caracas, 1/2's, 6-lb. boxes | \$0 42 | |
| Vanilla, 1/2's | 0 42 | |
| "Gold Medal", sweet, 1/2's, 6-lb. boxes | 0 29 | |
| Pure, unsweetened, 1/2's, 6-lb. boxes | 0 42 | |
| Fry's "Diamond", 1/2's, 14-lb. boxes | 0 24 | |
| Fry's "Monogram", 1/2's, 14-lb. boxes | 0 24 | |
| Cocoa— | Per doz. | |
| Concentrated, 1/2's, 1 doz. in box | 2 40 | |
| " " " " " " | 4 50 | |
| " " " " " " | 8 25 | |
| Homoeopathic, 1/2's, 14-lb. boxes | " " | |
| " " " " " " | " " | |
| Epps's Cocoa, case of 14 lb., per lb. | 0 35 | |
| Smaller quantities | 0 37 1/2 | |
| BENSDORF'S COCOA | | |
| A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto. | | |
| 1/2 lb tins, 4 doz. to case | per doz., \$ 90 | |
| " " " " " " | 2 40 | |
| " " " " " " | 4 75 | |
| " " " " " " | 9 00 | |
| JOHN P. MOTT & CO.'S | | |
| R. S. McIndoe, Agent, Toronto. | | |
| MOTT'S DIAMOND CHOCOLATE | | |
| Mott's Broma | Per lb. \$0 30 | |

| | |
|--|--------------|
| Mott's Prepared Cocoa, 1/2's and 1/4-boxes | Per lb. 0 28 |
| Mott's Breakfast Cocoa, 1/2's in boxes | 0 40 |
| Mott's No. 1 Chocolate | 0 30 |
| Mott's Breakfast Chocolate | 0 28 |
| Mott's Caracas Chocolate | 0 40 |
| Mott's Diamond Chocolate | 0 35 |
| Mott's Navy Chocolate, 1/2's in boxes | 0 27 |
| Mott's Cocoa Nibbs | 0 35 |
| Mott's Cocoa Shells | 0 06 |
| Vanilla Sticks, per gross | 1 00 |
| Mott's Confectionery Chocolate | 0 21 0 32 |
| Mott's Sweet Chocolate Liquors | 0 20 0 36 |

WALTER BAKER & CO., LIMITED.

| | |
|---|----------------|
| Premium No. 1 chocolate, 12-lb. boxes | Per lb. \$0 38 |
| Vanilla chocolate, 6-lb. boxes | 0 47 |
| German sweet, 6-lb. boxes | 0 27 |
| Breakfast cocoa, 1/2, 1 and 5-lb. tins | 0 43 |
| Cracked cocoa, 1/2-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) | 0 42 |
| 1-lb. cans | 0 42 |
| Vanilla chocolate wafers, 48 to box, per box | 1 56 |
| The above quotations are f.o.b. Montreal. | |

WALTER M. LOWNEY CO.

| | |
|---|---------|
| Canadian Branch 590 St. Paul St. Montreal. | |
| Breakfast cocoa— | Per lb. |
| 12-lb. boxes, 6 boxes in case, 1-lb. tins | 40c. |
| 6-lb. boxes, 12 boxes in case, 1/2-lb. tins | 40c. |
| 12-lb. boxes, 6 boxes in case, 1/2-lb. tins | 40c. |
| 6-lb. boxes, 12 boxes in case, 1/2-lb. tins | 42c. |
| 6-lb. boxes, 12 boxes in case, 1-5-lb. tins | 44 |
| Sweet chocolate powder— | |
| 6-lb. boxes, 12 boxes in case, 1/2-lb. tins | 32c. |
| 6-lb. boxes, 12 boxes in case, 1/2-lb. tins | 34c. |
| Premium chocolate— | |
| 6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs. | 33c. |
| 12-lb. bxs., 6 bxs. in case, 1/2-lb. pkgs. | 33c. |
| 6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs. | 35c. |
| 12-lb. bxs., 6 bxs. in case, 1/2-lb. pkgs. | 35c. |
| Medallion sweet chocolate— | |
| 3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs. | 44c. |
| 6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs. | 44c. |
| Milk chocolate— | |
| 3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs. | 35c. |
| 6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs. | 35c. |
| Vanilla sweet chocolate— | |
| 3-lb. bxs., 24 bxs. in case, 1/2-lb. pkgs. | 32c. |
| 6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs. | 32c. |
| Tid-Bit chocolate— | |
| 6-lb. bxs., 12 bxs. in case, 1/2-lb. pkgs. | 30c. |
| 12-lb. bxs., 6 bxs. in case, 1/2-lb. pkgs. | 30c. |

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

Condensed Milk.

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



Borden's Condensed Milk Co.

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



"Reindeer" Brand
Case (4 doz) \$3.6 0

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins 9 00
" " " " " " " " 2 lb. tins, cases, 15 tins 8 70
THE BEY, 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 17 |

JAMES TURNER & CO.

| | |
|---------------|----------|
| Mocha | 0 33 |
| Damascus | 0 28 |
| Cairo | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 19 1/2 |

E. D. MARCHEAU, Montreal.

| | |
|-----------------|------|
| "Old Crow" Java | 0 25 |
| Mocha | 0 25 |
| "Condor" Java | 0 30 |
| Mocha | 0 30 |

| | |
|---|------|
| 15-year-old Mandehing Java and hand-picked Mocha | 0 50 |
| 1-lb. fancy tins choice pure coffee, 44 tins per case | 0 30 |
| Madam Huot's coffee, 1-lb. tins | 0 31 |
| " " " " 3-lb. tins | 0 30 |
| 100 lb. delivered in Ontario and Quebec | 0 15 |
| Rio No. 1 | 45c. |
| Condor I, 40-lb. boxes | 43c. |
| " " " " " " " " " " | 37c. |
| " " " " " " " " " " | 35c. |

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

| | |
|--|----|
| Mocha and Java coffee, in 1-lb. tins, 30-lb. cases | 33 |
| Mocha and Java coffee, in 2-lb. tins, 30-lb. cases | 39 |

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 |

Webster's definition of "the Best" is:

"Having good qualities in the HIGHEST degree."

The application of this expression applied to

Edwardsburg Starches

stands unchallenged and unchallengable.

The Canadian consumer knows THE BEST by ordering

Edwardsburg "Silver Gloss" Starch
AND **Benson's "Prepared Corn."**

FOR SALE BY ALL JOBBERS.

MANUFACTURED BY THE

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

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

Coupon Books—Allison's.

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

\$1, \$2, \$3, \$5, \$10 and \$20 books.
Un-Covers and num Coupons bered. numbered
In lots of less than 100 books, 1 kind assorted. 4c. 4c.
100 to 500 books..... 3c. 4c.
100 to 1,000 books..... 3c. 3c.

Allison's Coupon Pass Book.

\$1 00 to \$3 00 books..... 3 cents each
5 00 books..... 4 " "
10 00 "..... 5 " "
15 00 "..... 6 " "
20 00 "..... 7 " "
25 00 "..... 8 " "
50 00 "..... 12 " "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.
Clothes pins (full count), 5 gross in case, per case..... \$0 82
doz. packages (12 to a case)..... 0 75
doz. packages (12 to a case)..... 0 95

Cleaner.

Per doz.
4-oz. cans \$ 0.90
8-oz. " 1.35
10-oz. " 1.85
Quart " 3.75
Gallon " 10.00
Wholesale Agents,
The Davidson & Hay, Limited, Toronto

Food.

Per doz.
Knox's Gelatines..... \$16 75
Robinson's patent barley 1-lb. tins..... \$1 25
" " " 1-lb. tins..... 2 25
" " " 1-lb. tins..... 1 25
" " " 1-lb. tins..... 2 25

Gelatine.

Per gross.
Knox's Gelatines..... \$16 75
Robinson's patent barley 1-lb. tins..... \$1 25
" " " 1-lb. tins..... 2 25
" " " 1-lb. tins..... 1 25
" " " 1-lb. tins..... 2 25
Per doz.
5 doz., at..... \$ 1 40
1 doz., at..... 1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz
Frank Magor & Co., Agents.
Orange marmalade..... \$1 50
Clear jelly marmalade..... 1 80
Strawberry W. F. Jam..... 2 00
Raspberry " "..... 2 00
Apricot " "..... 1 75
Black currant " "..... 1 55
Other jams..... \$1 55 1 90
Red currant jelly..... 2 75

T. UPTON & CO.
Pure Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$0 95
2-lb. tins, 2 doz. in case..... 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate..... 0 06
7 and 14-lb. wood pails..... per lb. 0 06
30-lb. wood pails..... " " 0 06
Pure Fruit Jellies
12-oz. glass jars, 2 doz. in case, per doz. 0 95
2-lb. tins, 2 doz. in case..... 1 60
7 and 14-lb. wood pails, 6 pails in crate..... per lb. 0 06
30-lb. wood pails..... " " 0 06

Home Made Jams—
1-lb. glass jars (16-oz. gem) 2 doz. in case..... 1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate..... per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate..... per lb. 0 09

BRAND & CO.
Brand's calf's foot..... \$3 50
Real turtle jelly..... 7 75

Licorice.

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper..... per lb. \$0 40
Fancy boxes (36 or 50 sticks)..... per box 1 25
" Ringed " 5-lb. boxes..... per lb. 0 40
" Acme " pellets, 5-lb. cans..... per can 2 00
(fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans..... per can 2 00
Licorice lozenges, 5-lb. glass jars..... 1 75
" " 20 5-lb. cans..... 1 50
" Purity " licorice 10 sticks..... 1 45
" " 100 sticks..... 0 73
Dulce large cent sticks, 100 in box.....

Lye (Concentrated).

GILBERT'S PERFUMED. Per case.
1 case of 4 doz..... \$ 3 70
3 cases..... 3 60
5 cases or more..... 3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.
Surelight (Parlor)..... \$3 50
Flashlight (Parlor)..... 5 75
Kodak (Sulphur)..... 3 80

WALKERVILLE MATCH CO.

Parlor— 1 case, 5 cases.
Imperial..... \$5 75 \$8 50
Best..... 3 50 3 25
Crown..... 1 70 1 60
Maple Leaf..... 1 80 1 80
Knights..... 4 75 4 50
Sulphur—
Club..... 3 90 3 70

Mince Meat.

Wetley's condensed, per gross net..... \$12 00
per case of doz. net..... 3 00

Mustard.

COOLMAN'S OR KEEN'S.
D.S.F., 1-lb. tins..... per doz. \$ 1 40
" " " " " " " " 2 50
" " " " " " " " 5 00
Durham 4-lb. jar..... per jar. 8 75
" " " " " " " " 0 25
F. D., 1-lb. tins..... per doz. 0 85
" " " " " " " " 1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—
1-lb. tins..... per lb. \$ 0 35
" " " " " " " " 0 35
" " " " " " " " 0 32 1/2
4-lb. jars..... per jar 1 20
1-lb. jars..... " " 0 35
Old Crow, 12-lb. boxes—
1-lb. tins..... per lb. 0 25
" " " " " " " " 8 23
" " " " " " " " 0 22 1/2
4-lb. jars..... per jar 0 70
1-lb. jars..... " " 0 25



Orange Meat.

Cases, 35 15c. packages..... \$4.50
5 case lots..... 4.40
(Freight paid.)
Cases, 20 25c. packages..... 4.00
5 case lots..... 4.00
(Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.
"Anchor" brand 1-lb. glass..... \$1 50
quart gem jars..... 3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case..... per doz. \$ 0 95
Home-made, in 1-lb. glass jars " " 1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

Pickles.

A. P. TIPPETT & Co., Agents.
Cement stoppers (pints)..... per doz. \$ 2 30
Corked " " " " " " 1 90

Soda.

COW BRAND.
Case of 1-lb. containing 60 pkgs., per box, \$3 00.
Case of 1-lb. (containing 120 pkgs. per box, \$3 00.
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.
Case of 5c. pkgs. (containing 96 pkgs.) per box, \$3 00.

MAGIC BRAND.

Per case.
No. 1, cases, 60 1-lb. packages..... \$ 2 75
No. 2, " " 120 1-lb. " " " " 2 75
No. 3, " " 30 1-lb. " " " " 2 75
" " " " 60 1-lb. " " " " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case..... 2 85
5 cases..... 2 75

"Bee" brand, 5 oz., cases, 120 pkgs. } Per case
" " " " 10 oz., cases, 60 pkgs. } \$3 75
" " " " 16 oz., cases, 60 pkgs. }

Soap and Soap Powders.

A. P. TIPPETT & Co., Agents.
Maypole soap, colors..... per gross \$10 30
" black..... " " 15 30
Oriole soap..... " " 10 30
Gloriola soap..... " " 13 00
Straw hat polish..... " " 10 30

RABBITT'S.

Babbitt's "1776"
6-oz. pkgs. \$3.50 per box. 5 boxes freight paid and half box free.
Babbitt's "Best" soap, 100 bars, \$4 10 per box.
Potash or Lye, lbs each doz., \$3 per box.
WM. E. DUMM AGENT.



WILSON'S
PURE REFINED CIDER

If you want the best
Apple Juice
Take no other
THE
W. M. WILSON CO.
LIMITED
MILBURN ROAD, CANADA

Dutch Chemical Works
AMSTERDAM.

ESPECIAL VALUE FOR THE CHEMIST TRADE
SPECIAL OFFERS

"Butterfly Brands"

COFFEES AND CHOCOLY 1/2 3/4 1 1 1/2
per 100 lbs. 2 1/2 4 4 1/2 5 1/2
PURE BUTTER COCOA 1/2 3/4 1 1 1/2
per 100 lbs. 2 1/2 4 4 1/2 5 1/2

Special reduced freight paid to any Consignee
per 100 lbs. 2 1/2 4 4 1/2 5 1/2
The COFFEES and CHOCOLY is packed in cases
of 25 lbs. each. The COCOA is prepared in
cases of 25 lbs.
APPLICABLE FROM AN APPLICATION.

BASKETS

THE PEOPLE OF
JAMAICA
PRODUCE THE BEST
OF THE
PUREST AND
FINEST
COFFEES AND
CHOCOLY
PER 100 LBS.
2 1/2 4 4 1/2 5 1/2

You are interested
in something.

THE PEOPLE OF
JAMAICA
PRODUCE THE BEST
OF THE
PUREST AND
FINEST
COFFEES AND
CHOCOLY
PER 100 LBS.
2 1/2 4 4 1/2 5 1/2

THE PEOPLE OF
JAMAICA
PRODUCE THE BEST
OF THE
PUREST AND
FINEST
COFFEES AND
CHOCOLY
PER 100 LBS.
2 1/2 4 4 1/2 5 1/2

RETURNED
OCT 28 1900



Small Chalice, hand painted
Sent to Montreal, N.B. Oct. 28, 1900.
\$1.25 per doz.

RETURNED
OCT 28 1900



Small Milk Chalice
\$1.25 per doz.

Two Fast Sellers

Fancy Chalice to the
ordinary large vase.

Bright, attractive goods, and always
enough to sell if you haven't another
piece of glass in stock.

RETURNS
OCT 28 1900
Small Milk Chalice
\$1.25 per doz.

GOWANS, KENT & CO.
WINDSOR BRANCH
TORONTO

C. & Candies

CROSSE & BROWN