

**PAGES
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THE CANADIAN GROCER

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

VOL. XVIII.

MONTREAL AND TORONTO, SEPTEMBER 9, 1904.

NO. 37.

Robinson's Patent Barley

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

**ROBINSON'S
PATENT BARLEY**



Raised on It.

FAMILY MIXED

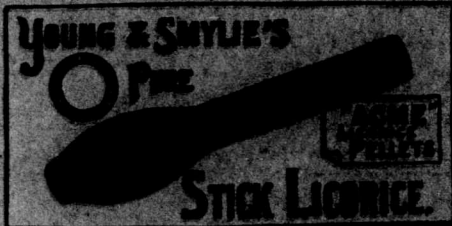
In Tins and Boxes.

A mixture of Biscuits Specially Designed for Families
and consequently just the thing for Grocers to keep be-
fore their Customers. That which is good for the
Family is good for the Grocer.

Christie, Brown & Co. Limited
TORONTO AND MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 36.

National Licorice Co.



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

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

F. C. CALVERT & CO. Manufacturers, England.

whose products have been awarded more than 100 Medals and Diplomas for superior excellence in comparison with other manufacturers.

Calvert's Licorice Specialties include Licorice Lozenges, Licorice Tablets, Licorice Wafers, Licorice Pellets, Licorice Sticks, Licorice Candy, Licorice Gum, Licorice Paste, Licorice Syrup, Licorice Tonic, Licorice Wine, Licorice Beer, Licorice Soda Water, Licorice Champagne, Licorice Brandy, Licorice Whisky, Licorice Cognac, Licorice Port Wine, Licorice Sherry, Licorice Madeira, Licorice Vermouth, Licorice Benedictine, Licorice Chartreuse, Licorice Dubonnet, Licorice Fernet-Branca, Licorice Amaretto, Licorice Strega, Licorice Limoncello, Licorice Amaro, Licorice Campari, Licorice Aperitif, Licorice Bitter, Licorice Tonic Wine, Licorice Tonic Beer, Licorice Tonic Soda Water, Licorice Tonic Champagne, Licorice Tonic Brandy, Licorice Tonic Whisky, Licorice Tonic Cognac, Licorice Tonic Port Wine, Licorice Tonic Sherry, Licorice Tonic Madeira, Licorice Tonic Vermouth, Licorice Tonic Benedictine, Licorice Tonic Chartreuse, Licorice Tonic Dubonnet, Licorice Tonic Fernet-Branca, Licorice Tonic Amaretto, Licorice Tonic Strega, Licorice Tonic Limoncello, Licorice Tonic Amaro, Licorice Tonic Campari, Licorice Tonic Aperitif, Licorice Tonic Bitter.

Calvert's Licorice Tablets are a most popular and profitable article and are also sold in a metal box.

Calvert's Licorice Tablets are a most popular and profitable article and are also sold in a metal box.

F. C. Calvert & Co. are the only manufacturers of their kind in England.

have now opened a branch office for the further extension of their business.

807 Broadway, New York City.
W. E. LEACH, Sole Agent for the United States.

FINEST QUALITY
EXTRA CIDER VINEGAR
FOR PICKLING.
THE W. H. WILSON CO., LIMITED
Tilsonburg, Ontario

Oakey's
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
Every Best Quality Knife, Razor, Pen, and
Writing Instrument, made in
Valley Forge, Pennsylvania
JOHN OAKEY & SONS, LIMITED

W. H. WILSON CO., LIMITED
Tilsonburg, Ontario
Sole Agents for the United States
W. E. LEACH, 807 Broadway, New York City.



This Kind Of A Man

does not jump at conclusions—
he investigates! He is not “a penny wise and pound foolish,” you can rest assured of that. He is not misled into buying new things said to be “just as good” as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You'll find a clean stock in *his* store—nothing unsalable, because “*Standard goods are best to handle.*”

COX'S Powdered Gelatine.

The new Gelatine is new in form only. It is Sparkling Gelatine reduced to powder, and retains all its old, good qualities with this addition, that it dissolves instantly in warm water.

The “Griffin” Brand California Fruits.

There is but one grade of quality in the “Griffin” brand, the highest. And this refers to the growing, the picking and the packing, which is all done right at the vineyards and orchards on the Pacific coast. You get the “Griffin” brand **always** at first hands—there is no tampering with the fruit en route, no short weight.

P. Codou's Macaroni and Vermicelli.

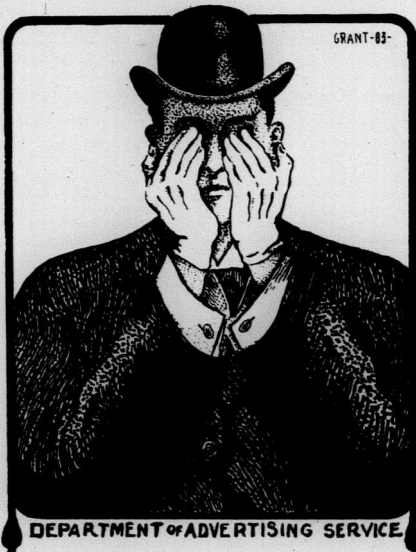
The name P. Codou stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes. It is not alone because only the very best quality of Russian Wheat is used, but because of the long experience and consequent great skill of the makers. **They are standard goods.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.

MANUFACTURERS' AGENTS AND BROKERS.



DEPARTMENT of ADVERTISING SERVICE

**None so Blind
As Those Who
Won't See.**

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocery and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St.,
MONTREAL.

10 Front St. E.,
TORONTO.

TORONTO.

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

Established 1885

W. H. Millman & Sons

Grocery Brokers

27 Front St. E., - Toronto, Canada

IMPORT FRUITS

Currants—Patris.

Valencia Raisins—Valencia.

Malaga Raisins and Nuts—Malaga.

It is in your interest to buy from us

CALGARY.

Are you

Represented in the West?

If not, write us and get in

ON THE GROUND FLOOR.

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

Consign your cars to us.

Goods reshipped.

Excellent storage.

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

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.



**ROW'S
GUM**

in
Lumps,
5c. Pkgs.,
in
1c. Stick,
in
5c. Bars.

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

Sell Flower Pots.

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

**STRONG
DURABLE
LIGHT**



**POROUS
AND
CHEAP**

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

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
COMMISSION BROKERS.

Excellent Storage Accommodation.

Consign Your Cars to Us.

**EASTERN MANUFACTURERS
-AND-
SHIPPERS.**

All **EYES** are
turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.

**Commission Brokers,
Storage.**

Correspondence Solicited.

If you have any snaps let us hear from you.

TAYLOR & PRINGLE CO.,

Limited,

OWEN SOUND,

Manufacturers of

**Queen Quality Pickles,
Bulk Pickles,
Pure Tomato Catsups.**

Our Goods have a reputation.

MADE IN CANADA.

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.

Purnell's English Malt Vinegar

In Bottles and Bulk

ESTABLISHED 1750.

Brewery, Bristol, England.

AGENTS

Charlottetown, P.E.I., HORACE HASZARD, South Side Queen Square.
Halifax, N.S., J. PETERS & CO., 40 Upper Water Street.
St. John, N.B., ROBERT JARDINE.

Montreal, Que., J. M. KIRK, 25 McGill College Ave.
Toronto, Ont., J. WESTREN & CO., 630 Ontario Street.
Winnipeg, Man., A. STRANG & CO., 233 Fort Street.

Vancouver, B.C., C. E. JARVIS & Co., Room 8, Flack Block.



CAPSTAN BRAND HIGH-GRADE TOMATO CATSUP

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

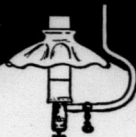
This Catsup is far superior to many others and is giving perfect satisfaction.

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

The Capstan Mfg. Company

TORONTO, ONT., CAN.

100
CANDLE
POWER



1/2¢
PER
HOUR

AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL



"Sterling" Brand Pickles

RETURNED SEP. 9 1904
Page 37
Every grocer should see that he is well stocked with pickles for the Fall trade. He will do the wise thing if he secures "Sterling" brand pickles and relishes. They are put up in an attractive form, and the grocer can offer them to his most fastidious customer, knowing that his confidence is not misplaced.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles.

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

Two
Lines
That
Lead.

A Vinegar with Advantages.

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

Quinine Wine with a Reputation.

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

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

No matter what others say, (and you know some people will say most anything on paper), it is an indisputable fact that **JAPAN** grows **BETTER GREEN TEA** than India Ceylon, or China.

“Brain Work, or Science,” does not count when Japan knows how to make Tea right and clean. For cleanliness **JAPAN TEA** stands above all others. **JAPAN TEA** is not picked by dirty Chinamen or darkies of India or Ceylon.

JAPAN TEA

is picked by the cleanest people on earth, who recognize that “cleanliness is next to godliness,” consequently

JAPAN TEAS

are always

PURE,

CLEAN

and

HEALTHY

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 MAIN 3171**
Telephone Bell Main 65. Telephone orders receive prompt attention.
" Merchants 522.



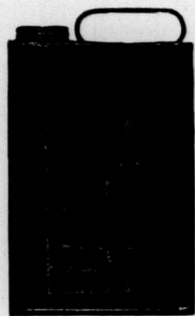
You are not well matched, if you do not sell our

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.



Imperial Brand
Maple Syrup.

After selling a customer one tin
of Imperial Brand Maple Syrup don't

bother about selling her any more—she'll
remember to order it regularly.

ROSE & LAFLAMME & CO., Agents, MONTREAL.

A successful grocer said
to us the other day :



" Yes, we always keep
well stocked with

PATERSON'S CAMP COFFEE ESSENCE

as we find it sells well,
gives entire satisfaction
and we get a good pro-
fit out of it."

ROSE & LAFLAMME,
Agents, Montreal.

Further comment is
quite unnecessary.



It is Possible

to Cut Down your Tea Stock

Cut out as rapidly as possible the teas the sales of which are steadily, year by year, dwindling.

In Canada---indeed, in all English-speaking countries, the demand is for

Ceylon Teas

Their flavor and strength, combined with cleaner and better methods of preparation account for this change.

Ceylon Teas are sold in bulk and in package---in either case one gets a Ceylon Tea. Ceylon Teas come in black and green.

It will pay any grocer to do his utmost to persuade all his customers to buy

Ceylon Teas

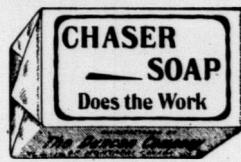
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Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.



Say! Mr. Grocer. You sell Soap? Send for a copy of our profit-sharing agreement. It means dollars in your pocket.

The Duncan Company
P. O. BOX 292. Montreal



IF FLIES CARRY DISEASE AS YOUR CUSTOMERS WILL KNOW

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

Modern Merchandising

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



IF A MAN WANTS CREDIT

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

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

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

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

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

BURLINGTON CANNING CO.,
Burlington, Ont. Limited.

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

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

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

WRITE FOR QUOTATIONS.

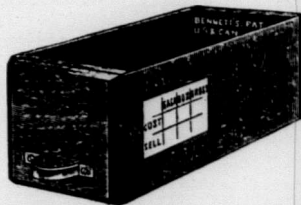
Want Ads.

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.

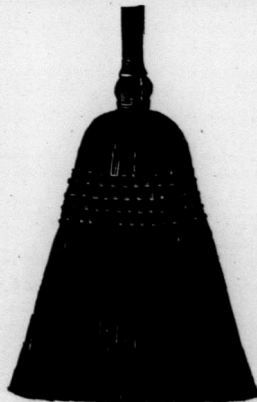
...THE...
Bennett Manufacturing Co.
Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory:
Pickering, Ontario

Every Housewife...



knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The **Waterloo Broom and Brush Co.,**

WATERLOO, ONT.

Salt!

How is your Supply?

Why not stock up before transportation companies get busy and weather broken?

Verret, Stewart & Co.

Montreal.

A Bird in the Hand

There is a reason why our chewing gums are the best sellers. It is because ours are unquestionably the best chewing gums manufactured, and the public demands the best.

When you stock any of our several brands of high grade chewing gums you know just where you stand. You know that the goods are right, that the demand is certain, and that you are sure of a profit. We do not sell our brands with premiums, therefore when gum is sold you have, instead of a premium, a big cash profit. Is it not A BIRD IN THE HAND?

Here they are

Adams' Tutti Frutti and Pepsin.

Britten's Kola Nut and Red Jacket.

White's Yucatan.

Dr. Beeman's Original Pepsin.

Ask your jobber for them.

The American Chicle Co.

Toronto, Canada.

Next Year depends upon this Year

—this is the reason we are trying our best to make the retail grocery trade of Canada acquainted with the merits of

The Old Homestead Brand of **Canned Fruits and Vegetables**

This year - our first season—has been just as good—better in fact—as we looked for. Sales have been thoroughly satisfactory; quality of goods quite up to standard we set for the OLD HOMESTEAD BRAND; the favor of the wholesale trade all we could desire. But the retailer is the man we are after. If we get him started this year on our goods, next year will take care of itself. This explains why we are advertising OLD HOMESTEAD goods. So far packed

Peas, Beans, Strawberries, Cherries, Blackberries

Order from your wholesaler
—A small order will do

The Old Homestead Canning Co.
Picton, Ont.

Distributed in the Montreal District by Messrs. Carter, Galbraith & Co. and Messrs. Lockerby Bros.

This is a Case Where Quality and Real Merit Will Win and Keep Your Tea and
 Coffee Trade—No Matter What Your Competition.

AROMA TEA—and AROMA COFFEE

TWO LINES THAT ARE USED ON THOUSANDS OF CANADIAN TABLES with every satisfaction. HAVE YOU OFFERED THEM to your customers?

Send us a trial order and convince yourself. Drop us a card for handsome booklet.

W. H. GILLARD & CO., Wholesale Grocers, HAMILTON.
 TEA and COFFEE IMPORTERS.



It may be late for Primroses, but it is never late for "PRIMROSE."

"Everything in season" is a capital motto for the enterprising Grocer.

WOOD'S "PRIMROSE" TEAS show themselves always new and fresh among the multiplicity of brands, by having a large and ever increasing sale.

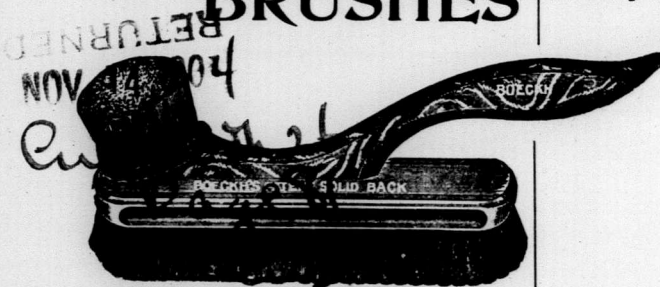
"PRIMROSE" is always in season with those who know what it is. Increase in knowledge here means increase of income to the Retail Grocer.

THOMAS WOOD & CO., Importers

No. 428 St. Paul Street

MONTREAL

BOECKH'S and BRYAN'S BRUSHES



They outlast all others.

All kinds for all purposes, but only the best of each kind for each purpose.

They have the largest sale because of their

ABSOLUTE SUPERIORITY

OFTEN IMITATED NEVER EQUALLED

BOECKH'S BROOMS

You will make a clean sweep if you handle

Boeckh's



BAMBOO-HANDLED BROOMS

CANE'S NEWMARKET WOODENWARE

of every description.

Selected Stock only used in their manufacture.



PAILS, TUBS CLOTHES PINS WASH BOARDS

and all Grocers' Sundries.

SEND FOR ILLUSTRATED CATALOGUE AND PRICE LIST.

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

UNITED FACTORIES, LIMITED.

Head Office: TORONTO.

BRANCHES: MONTREAL LONDON

Window and Interior Displays

Timely Hints
and Suggestions

Interior Order.

THERE are stores which require a half a dozen clerks to do a \$20,000 business, while another can satisfactorily handle a \$30,000 trade with half the number of salesmen. The cause of this is not difficult to discover. In the first store the stock will be found to be arranged in no settled method, and a clerk is forced to hunt a few minutes for almost any article asked for, while the clerk in the second store where everything has its place, will wait on a couple of customers in the same time. It is a simple case of arithmetic, but one that too seldom bothers the brains of a merchant, that if a clerk can wait on two customers, while he is under the present system waiting on one, only half the staff or little more would be required.

Of course every store has some system and order in the arrangement of the stock, but it is not uncommon for the belief to be held that as long as an article is known to be in a certain section or on a certain shelf, that is all that is required. Nine out of ten merchants honestly believe that the plan they have adopted is the best in their power, urged on to this conclusion by the fact that they have spent really very little time on the working out of the plan. If the merchant himself does too little of the waiting in his store, he is apt to let pass the difficulty of finding any required article. If he observes nothing the chances unfortunately are that his salesmen will bestir themselves little to remedy existing evils in the placing of stock.

A section or a length of shelving are not sufficiently confined limits for the greatest facility of finding an article asked for. A clerk should be able, when waiting on a customer, to turn directly to the spot where the article would be. Every minute lost in the search is so much money lost, when there are customers enough to require the services of more than one salesman. After a little time the salesman should be so conversant with the place where every article should be, that there would

be no risk of their replacing it in a wrong position, and thus disturbing the search of the next clerk for it.

If, in his attendance on the wants of a customer, the salesman is unable to return to its proper place an article taken down for inspection, he should not be allowed to hurriedly place it on any vacant part of the shelving, whichever is the most convenient, but he should place it on the counter, or better still upon a ledge at the bottom of the shelving, until he or some other clerk has leisure to replace it where it should go. This should be the duty of every clerk

forced, and it will not take long for the salesmen to readily fall into the habit.

But it is not only the time saved that makes this matter of great importance to the merchant, but there is also the effect it will have on the customer. If there is anything that irritates a customer after asking for an article, it is to notice hesitation on the part of the clerk in looking for it, and delay in finding it. Such expressions as "we have it here some place," should never have to be uttered by the salesman. The customer stands on his side of the counter, and looks wearily around, perhaps



Interior View of the Grocery Store of The J. Forde Co., Brantford, Ont.

during his first unoccupied moments, to return every article out of place, whether put there by himself or not. In this way there is little likelihood of any quantity of stock remaining off the shelves, and interfering with the wants of the clerk who may be waiting on a customer. It is, at any rate, far more simple to glance along the edge where unplaced articles are, if it is not found in its proper place, than to be forced to look all over the shelves, as would be necessary if the clerks were allowed to shove the stock in any part in his haste. This rule should be strongly en-

deavors to assist the clerk if he is a long-sighted man, endeavors to look uninterested, but all the time he is mentally commenting on the lack of order in evidence, or upon the time he is wasting waiting to be sold a five cent article.

Once the customer gets the idea that the business is run without first-class order, he does not hesitate to conclude that it is only of second-class merit in every way. Everything carried, but found only after a few minutes' search, will not create as favorable an impression as the answer in a moment that the



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.

desired article is not in stock. Promptness in serving is absolutely necessary in an up-to-date business. The rush of modern life will not allow a man to think that he can waste seconds no matter how much time he may have at his disposal. The store that serves the most quickly, and that displays a thoroughly carried out order has a large advantage over its rival, however backward in other things it may be.

This Week's Illustration.

The accompanying illustration is a very good example of what orderly arrangement may do for the interior of a grocery store. What strikes one is the precise manner in which everything is displayed. The shelves are filled with condiments and canned goods, but the arrangement is so compact and regular as to be almost artistic. Every inch of space has been utilized. The pyramidal stocks on the top shelves are excellent features. Perhaps the most distinctive thing about this interior, however, is its handsome show-cases, and one has only to look at the illustration to see how attractive and effective they are as a means of showing off goods.

TEA EXPORTS FROM JAPAN.

The following figures of exportations of Japan tea from Japan for the present season up to July 31, have been received from C. M. Bernard, agent for Bernard & Co., Yokohama, Japan:

	Pounds.
To New York and the East	8,161,730
To Chicago and the West	8,266,346
To San Francisco	2,023,322
To Canada	2,347,529
Total	20,798,927
This shows an increase to Canada of	

1,101,410 pounds, and to New York of 139,703 pounds. The other points show a decrease of nearly 3,000,000 pounds to same date last year.

A SENSIBLE AND SERVICEABLE AD.

Readers of The Canadian Grocer who will drop a line to E. W. Gillett Co., Toronto, will receive a most convenient and useful pocket atlas free. This little book besides containing maps of the different Canadian provinces, British Isles, North America, etc., is "chuck full" of useful information on scores of subjects met with in daily life. And "whisper it," if when writing for the pocket atlas, you will ask for one of the masque fans as well, you will find it interesting as well as amusing. Of course, you will have to mention The Canadian Grocer if you wish to get both.

COMPANIES INCORPORATED, ETC.

E. F. STUART & SONS, Toronto, with share capital of \$50,000, have been incorporated to manufacture and deal in essences, essential oils, fruit juices, jams, drugs, etc. The provisional directors are J. A. Jackson, F. F. Stuart and W. Northcott, all of Toronto.

The Collingwood Elevator Co., Collingwood, with share capital of \$250,000, has been incorporated to carry on a general elevator and grain dealing business. The provisional directors are J. J. Daley, Chicago; P. Paton, C. E. Stephens, W. T. Toner, and F. W. Churchill, all of Collingwood.

The Ferroleum Co., Toronto, with share capital of \$30,000, has been incorporated to purchase the "United States Ferrol Co." and manufacture and deal

in medicines. The provisional directors are G. Gibson, E. C. Mackenzie, F. H. Honeywell, C. S. Robertson and C. Heath, all of Toronto.

The J. A. Craig Lubricant Co., Toronto, with share capital of \$30,000, has been incorporated to manufacture and deal in products of petroleum. The provisional directors are J. M. Sinclair, J. A. Craig, A. M. Sinclair, A. V. Boggs, and E. E. Saunders, all of Toronto.

The Drug Trading Co., Toronto, with share capital of \$80,000, has been incorporated to manufacture and deal in drugs, etc. The provisional directors are W. A. Hargreaves, I. Curry, G. Marshall, A. E. Walton, A. M. Dow, W. H. Worden and D. E. Munro, all of Toronto.

Myers' Milling and Elevators, Listowel, with share capital of \$100,000, have been incorporated to purchase the Myers' Milling Co., and to carry on a general elevator and grain dealing business. The provisional directors are J. S. Myers and B. H. Myers, both of Listowel and H. S. Osler, J. M. Ewing and A. G. Ross, all of Toronto.

MET IN OTTAWA.

While in Ottawa a representative of The Grocer ran across Mr. Jack Gregg, who knows nothing but "soap"—that is "Surprise" soap. Jack has been doing not only Ottawa, but the whole of Hull across the river, and is satisfied with results.

Gow, Wilson & Stanton, London, Eng., on September 1 converted their business into a limited liability company and will henceforth be known as Gow, Wilson & Stanton, Limited.

WE MUST HAVE IT

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

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

New Arrivals

ANT SUGAR

The best thing for keeping ants away from food.

STRETTONS' SAUCE

Reputed 1/2 pints.

JAMES ROBERTSON & SONS SCOTCH MARMALADE

1-lb. Jars.

7-lb. Tins

THE GENUINE.

SAMUEL HANNAH & CO.'S IMPORTED PICKLES

16-oz. Octagon Mixed, cases, each 4 doz.

16 oz. " Chow Chow, " " 4 doz.

40-oz. Mixed, " " 2 doz.

10-oz. Chow Chow, " " 2 doz.

Write to us for quotation
on the above

James Turner & Co., - Hamilton

BRANCH CANADA GROCERS LIMITED

WE HAVE IT ONCE MORE

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

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

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

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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

Another Specimen

of the advertising to the consumer which we are doing to assist you in selling

MacLaren's Imperial Cheese

Glance over these ads., Mr. Grocer.

They contain good arguments by the use of which you can make money. Get a customer to spend ten cents on a small jar of MacLaren's Imperial Cheese and you will sell him ten dollars worth more without any effort.

Why?

Because the value is there.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, Manufacturers and Agents, 51 COLBORNE ST., TORONTO, ONT.



For Ten Cents

You can become acquainted with MacLaren's Imperial Cheese. You can enjoy the greatest delicacy that ever tickled the taste of an epicure. The grocer has it in several sizes—the ten cent size is enough to make you want more.

"Take My Advice — Eat Cheese"

"Eat cheese and you will enjoy good health," says John D. Rockefeller. Eat MacLaren's Cheese and get delicious flavor with three times the nourishing power found in ordinary cheese. Ask your Grocer.

How to Get a Silver Jar Holder

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

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

THIS IS OUR OFFER

A Silver-plated Cheese Knife	for 4 Coupons and 20c.
A Club Silver Jar Holder	4 " " " "
A Medium " " " "	2 " " " "
A No. 1 " " " "	1 " " " "
A No. 2 " " " "	1 " " " "
A No. 3 " " " "	1 " " " "
A Small Refrigerator	1 " " " "
A Large " " " "	1 " " " "

SAVE THIS COUPON

SEE OUR OFFER ON OTHER SIDE

SAVE THIS COUPON

ONE IN EVERY JAR!

MacLaren's Imperial Silverware is guaranteed. If it's satisfactory when received we will refund your money. All forwarding charges paid by us. Send coupon and 20c. in stamps with your full address to A. F. MacLaren Imperial Cheese Co., Ltd.

Business Changes

ONTARIO.

J. D. SMITH, general merchant, Billings Bridge, has assigned to W. A. Cole; meeting of creditors 6th inst.

Wm. Baddock, miller, Reglan, has sold of Jas. Horton.

The stock of Kenneth Gott, grocer, London, has been sold.

C. J. Stabback, general merchant, Columbus, has sold to Harvey Hoar.

Geo. A. Parkinson, baker, Deseronto, has sold to Richard Marrigan.

R. W. Campbell, of R. Campbell's Sons, pottery dealers, is dead.

Steele & Co., wholesale bean dealers, Ridgetown, are dissolving partnership.

P. F. Benninger, grocer and butcher, Eno, has sold butcher business to R. B. Langstaff.

The assets of J. E. Langlois, general merchant, The Brooke, were to be sold on the 8th inst.

The Anglo-Canadian Cold Storage Exchange, Limited, Toronto, have obtained charter.

A meeting of creditors of Chas. McGregor, Mount Brydges, is to be held on the 9th inst.

QUEBEC.

West India Cigar Co., Montreal, have dissolved partnership.

Jack Levi has registered under the style of the United Cigar Stores, Montreal.

Evariste Tetrault, general merchant, Acton, has been succeeded by M. St. Pierre.

The assets of L. E. Gingras, grocer and dry goods merchant, Montreal, have been sold.

The assets of M. P. Laverty, grocer

IN STOCK—We have just received a direct importation of
FINE NEW SEASON'S
PANYONG
CONGOUS
THE DAVIDSON & HAY, LIMITED
 Wholesale Grocers, Toronto

and liquor merchant, Montreal, have been sold.

Lamarche & Benoit are curators to Narcisse Leclerc, general merchant French Village.

Isidore Sigler and Morris Sigler have registered under the style of West India Cigar Co., Montreal.

Wm. Albert Magor and Arthur S. Noble have registered under the style of the Flour Mills Co., Montreal.

Demers & St. Pierre, grocers and liquor dealers, St. Hyacinthe, have dissolved, business continued by Oliva Demers.

Eugene Monette, jr., has registered under the style of J. E. Monetin, general merchant, St. Philippe de La-Prairie.

A meeting to appoint a curator to S. E. Adam, general merchant and lumber dealer, Disraeli, is called for the 12th inst.

The assets of Andre Bohini, confectioner, etc., Montreal, are to be sold by bailiff.

A meeting of the creditors of J. H. Constantin, general merchant, Nominique, was to be on the 1st inst. Kent & Turcotte, curators.

Mrs. D. A. McPherson, Donald A. McPherson and Barelay McPherson have registered under the style of D. A. McPherson & Co., produce dealers, Montreal.

MANITOBA AND N.W.T.

E. W. Stone, late general merchant, Carstairs, is dead.

G. B. Andrews, grocer, Winnipeg, has sold to George Gilton.

Knittle & Co., millers, Boissevain, sustained loss by fire.

Wm. Lindsay, baker, Winnipeg, has sold to G. W. Haxby.

Naimen & Kliman, general merchants, Chortity have dissolved.

The Young Grain Co., Limited, Winnipeg, have incorporated.

McKenzie & Rutherford, confectioners, Lariviere, have dissolved.

Havana Cigar Syndicate, manufacturers, Winnipeg, have dissolved.

A. McNabb, general merchant, Osage, has been succeeded by O. K. Ekert.

W. M. Rabe, general merchant, Indian Head, has advertised business for sale.

Chemi-Tek and Confectioner Co., Winnipeg, have sold out under landlord's warrant.

Asp & Otteson, general merchants, Wetaskiwin, have been succeeded by Otteson & Fealand.

The stock of McLeod & Bailey (estate of) general merchants, Elkhorn, has been sold to Finkstein & Kliman.

BRITISH COLUMBIA.

W. F. Cuthbert (estate of), confectioner, etc., Fernie, has been sold to A. J. Purdy.

The stock of H. K. Livingston, general merchant, Arrowhead, is for sale by tender to September 2nd.

OTTAWA WHOLESALE GROCERS' GUILD.

The new Wholesale Grocers' Guild of Ottawa, formed July 22, in that city is showing great vitality, and the interest taken in it by its members augurs well for the trade. The officers of the association are as follows:

President—H. A. Bate, of H. N. Bate & Sons; secretary, Albert Allard, of Provost & Allard. The association will be conducted on the lines of the Ontario and Montreal Guilds, and all matters pertaining to the one will most naturally interest the others. Ottawa has during the past decade forced itself to the front as a grocery and distributing centre and it was realized that grocery interests could be more harmoniously and beneficially looked after by a guild, hence the formation of the Ottawa Association.



Why is it that

Upton's

**Jams,
 Jellies
 and
 Orange
 Marmalade**

are easier to sell than other kinds?

Thousands of consumers can tell you the reason.

“Consider the Japanese and be Wise,” says the *Boston Globe*; “with only **Dried Fish** and Cereals in the Commissary they are holding up on Land and Sea a Great Flesh-eating Nation.”

There ought to be a lesson in this for every storekeeper—especially for every grocer, for the health of the customer is of importance to the dealer. It is well known now that people eat too much meat and that they should eat more fish, so it should be the business of the grocer to interest his customers in such articles as **HALIFAX, ACADIA** and **BLUENOSE BRANDS** of prepared codfish—fish that are good for the health and just salt enough to make one of the tastiest dishes for the



fussiest people. Get your customers interested in these fish. It will improve their health, and the better their health the more groceries will you sell. We have just issued a booklet called “Down by the Sounding Sea,” which contains some interesting pictures of the fishing fleet and the home of the fish which are made into the above-named brands; also receipts telling how to prepare the fish. You can help to interest your customers by distributing copies of this book.

BLACK BROS. & CO., Limited

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

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

The Fisheries and Fishermen of Newfoundland.

By P. T. McGrath in Outing.

THE cod fishing in Newfoundland occupies from May until November. It has three distinct branches—the Banks, Shore, and Labrador fisheries. The first is identical with that of the Americans, Canadians and French on the Grand Banks. Schooners carrying from twelve to twenty men sail for the ledges and anchor there, putting out their crews in pairs, in flat-bottomed boats, called dories, which contain trawls, or long line fitted with hundreds of baited hooks that the fish swallow and are caught with. While the men are off at their work, fogs often arise and obscure the region, leaving them to drift about the ocean in a vain quest for their vessels. These craft are also liable to be sunk by speeding steamers in the fog or swamped by pooping seas, and few years pass without ten or twelve vessels and one hundred or one hundred and fifty men being engulfed in the waves.

The Shore Fishery.

The Shore fishery is pursued in the in-shore waters near the coast, in punts or skiffs. The puntman operates with hooks and line, the rudimentary method; the skiffman uses a trap, an inclosure of netting, sunk in the sea, and so arranged that the herds of cod, in swimming by, will blunder into it and become enmeshed. Lonely is the lot of the puntman, and perilous withal. As his boat swings to her grapnel he needs the nimble wit of two—one to play the lines, the other to watch the wind. Many a life goes out in this calling, many a family waits in vain for the return of a father already lying in his oozy ocean bed. The frail boat and lonely sailor can do little against the wrath of the storm. Greater risks, in a sense, are run by the skiff crews; but as they number five to nine, companionship generates partial security. But the gale often smites them fatally, too, some boats vanishing before the eyes of their fellows. The women watching on the hill-tops with flaring torches and ruddy beacons alight, are crazed with terror and apprehension as the storm increases and the boats battle with wind and wave, maybe having to run for

miles along the shore to harbor or anchor, or else being dashed to pieces against the rugged cliffs. Even if all goes well, there is the heart-breaking prospect of fishing gear destroyed, nets torn, boats damaged, stations beaten down; all of which have to be replaced, with inadequate means and materials, and only native handiness and infinite patience, coupled with unremitting toil, to compass the endeavor.

A Dangerous Shore.

In stormy periods, happy is the settlement that boasts a good harbor. Its people are spared the oft-recurring misery of anxious hours when the boats are off the land. But much of the foreshore is composed of rampant cliffs, with narrow gaps bitten therein or sparse areas of rocky beach strewn at their feet. These places it is certain death to approach in storm time. Here boats have to be hauled up by cranes and capstans, and launched from cribs and chutes, while the men carry their catch and nets in baskets strapped on their backs, up vertical ladders fixed to the rocks. These operations are possible only in moderate weather, and the colonial Legislature is deluged every year with petitions for the repair or providing of such accessories, as to make fishing possible. Hundreds of men, living in such places, fishing under such disadvantages, bring on their shoulders not only their catch, but the wood to build or repair their stations, the food they eat, and the materials to construct derricks and windlasses. They count this nothing exceptional; their fathers had done so, their sons would do likewise. And with surprising ingenuity and pertile resource they overcome serious natural obstacles, and make efficient the primitive adjuncts they contrive.

The Gale of 1875.

The chief shore fishery is off Cape St. Mary's, a famous coddling ground. Here, in the season, a thousand boats are moored and when a storm comes up, woe to those lax in leaving. In the awful gale of 1875, some three hundred and fifty souls perished there in a single night. Some skiffs went down at their

anchors, the shrieks of their doomed crews rising above the blast. Others were driven ashore and beaten to pieces, their occupants meeting the same fate. Several were flung high against the cliffs and dropped back with their human freight into the yawning abyss below. One was tossed into a crevice seventy-two feet above high-water mark. Of her five men, four perished when she cracked in two and her stern shot down again; the other, a fine young man of twenty-two, was rescued next day by volunteers let down by ropes from the hill above. He was a raving maniac and has never recovered his reason.

The Labrador Fishery.

The Labrador fishery is a business peculiar in itself. It is conducted by some 20,000 Newfoundlanders, who leave their homes every June and voyage to that sterile northern strand—men, women and children—where they live in turf huts or timber shacks, or on ship-board, until October, and then return home with their fare of cod. They divide into two classes—stationers and floaters. The former fish from fixed points on the shore. The latter cruise up and down the coast, netting the cod where they can. The seaboard is uncharted, unlighted, forbidding and poorly harbored. In the early months it is beset by ice floes; in mid-season bergs are a constant menace; towards the Autumn furious gales are frequent. Often one hundred and fifty to two hundred fishing crafts are ice-bound in June for weeks, unable to get north, and when they do, some are frequently forced on the rocks or crushed between the floes.

Dangers of the Labrador.

When the vessels are crushed in the ice, the occupants try to make their way to land across the floes, or else camp thereon until succored. The icebergs, ghostly monsters stealing by and proving a wraith of ruin to the fabric unlucky enough to strike them, often send a stout craft to her doom. But it is the naked ribs of scores of vessels along the coast which attest most completely the extent of the destruction wrought by the Autumn gales on Labrador, when every harbor is a tumble of breakers and every craft has her moorings



"Clover Leaf" Salmon

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

For sale by nearly every Wholesale Grocer in Canada.

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

trebled. Rope and chain and timber frequently cannot hold the ships and then it is "every man save himself." But the heroism of the fisherfolk disdains this, and the stories of self-sacrifice and gallant rescues along Newfoundland and Labrador would fill volumes, with as golden records as the world knows of. Every year gives opportunity for the display of this virtue, as not a week passes during the fishing season without some disaster occurring which brings out the sterling quality of the manhood of these toilers of the deep. How extensive are the shipping disasters along Labrador is best evidenced by the fact that in 1886 no less than 217 vessels were driven ashore and over 7,000 people had to be conveyed home in steamers chartered by the Government; while last season the little mail boat brought back 285 shipwrecked fishermen in one trip, and 217 the next, 52 schooners having been broken against the rocks.

Fraser River Salmon Pack.

The retort count of the Fraser river salmon pack now complete, shows the following returns:

	Cases
Pound talls.....	8,913
Pound flats.....	9,932
Half-pound flats.....	37,880
Half-pound ovals.....	5,799
Squats.....	230
Total.....	62,753

In addition to the above pack 8,000 cases of trap fish were packed on the Fraser. The grand total for the river pack therefore stands at 70,753 cases.

To Make Oil of Dogfish.

The Department of Marine and Fisheries, Ottawa, has ordered two rendering plants for the purpose of converting dogfish into oil. They will be erected in Nova Scotia, the site to be announ-

ed simultaneously with the intimation of the dissolution of Parliament. One location will probably be on the Strait of Canso. It is not intended to offer a bounty for the taking of dogfish, but the Government will purchase them from the fishermen at a certain rate per ton.

Conference re Fisheries.

IN response to advances made by the Fisheries Department of the State of Washington, the British Government has indicated that it is favorably disposed toward the plan of securing joint action to protect the salmon supply in the Pacific Northwest. It has been made clear in the course of the diplomatic correspondence, however, that neither the United States nor Canada is in favor of establishing an international hatchery on or near the Fraser River.

The approved plan has not yet taken definite shape, but both sides are agreed that in a general way steps should be taken to secure a conference between representatives of the State of Washington and the Province of British Columbia to the end that uniform legislation and regulations may be obtained to provide for the protection of the fisheries. Such a conference would probably have for its chief aim the adoption of identical rules relating to the taking of fish and not the establishment of common hatcheries. The subject of hatcheries, however, might be made a matter of conference between Washington and British Columbia but for the fact that the sentiment in Canada seems to be against the project of maintaining these hatcheries as a joint enterprise.

Scotch Curing Methods Successful.

The demonstrations in the Scottish method of cleaning, curing and packing herring which have been conducted at Canso since May by J. J. Cowie of Lossie Mouth, Scotland, will continue

until the month of November. The experiments so far have been very successful, although the supply of herring was not as large as expected. A shipment of Canadian herring put up by the Scotch method was sent to St. Petersburg, which is one of the most critical markets in the world. The fish realized from \$13 to \$14 a barrel as against from \$3 to \$5 cured and packed under the old method. A shipment sent to Boston brought \$11.

Whale Meat on Sale.

Newfoundland whale meat is offering in the City of St. John's at the present time, says the Newfoundland Fishing Gazette. One of the largest provision houses is handling the line as an experiment. The product comes smoked and dried, for all the world indistinguishable except on close inspection, from jerked beef. We know of no reason why a market should not be created for the excellent dietary. The whale is the cleanest feeding mammal alive, and the meat is every whit as fine in texture, and quite as palatable as many grades of ox beef. It can be sold at an infinitesimal fraction of the cost of the latter.

Notes.

The Nanaimo Fisheries of British Columbia, has been incorporated to acquire the fish business of Jervis & Co., capital \$10,000 in 100 shares of \$100 each.

The salmon fishing in Eastern Canadian waters during the season just closed has been very poor, the only exception being on the Moisie River, where the run has been better than usual.

In addition to the three reduction works for converting dog fish into oil in the Maritime Provinces, it is stated that a similar establishment will be erected in British Columbia, probably on Vancouver Island.

KING OSCAR SARDINES

Choicest small fish

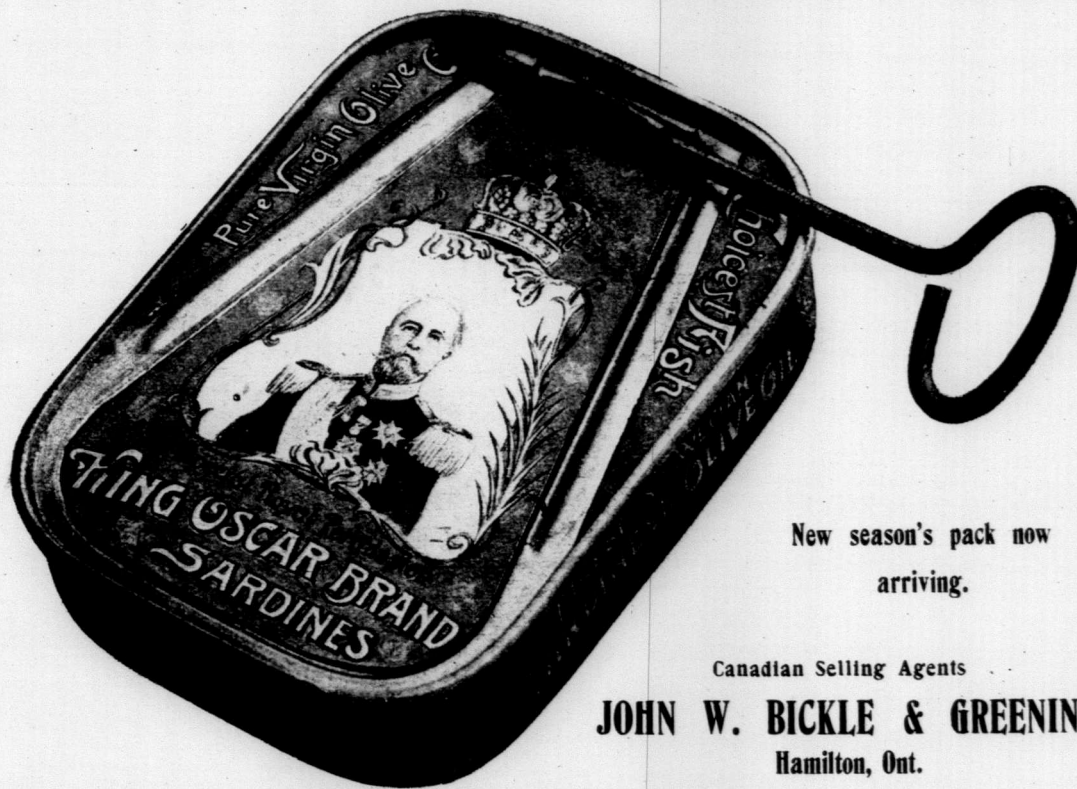
Pure olive oil

No scales or bones

Handsome package

Moderate price

Quick seller



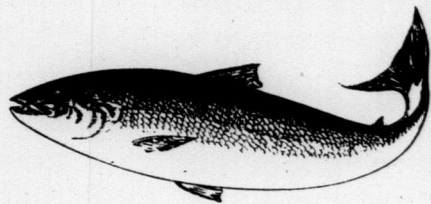
New season's pack now arriving.

Can be obtained through all wholesale grocers.

Canadian Selling Agents

JOHN W. BICKLE & GREENING
Hamilton, Ont.

SOCKEYE SALMON



"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



NEW PACK TO ARRIVE SHORTLY

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

PACKED BY

J. H. Todd & Sons, - Victoria, B.C.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Poultry Fattening Stations.

SEVENTEEN illustration poultry fattening stations are being operated this year by the Dominion Department of Agriculture under the supervision of F. C. Elford, acting chief of the poultry division. The following is a list of these stations:

- Ontario—Bowmanville, Holmesville.
- Quebec—Bondville, Chicoutimi, La Trappe, Stanfold, L'Islet.
- New Brunswick—Andover, Rogersville.
- Nova Scotia—East Amherst, North-East Margaree.

Prince Edward Island—Vernon River Bridge, Alberton, Eldon, Glenfinnan, Montague Bridge, Mount Stewart.

A great deal of the operator's time is given to showing farmers how the work of fattening is done, therefore the salary of the operator and the cost of installing the plant are considered as experimental and educational expenditures. The selling price of the dressed chickens is, however, expected to exceed the first cost of the chickens and the cost of feeding, plucking and marketing. The work of each station is confined to fattening enough chickens for illustration purposes, about 200 being the maximum number kept at one time. The operator, moreover, is not allowed to be a competing buyer with others who have begun to fatten chickens as a private enterprise. If the farmers are already getting a fair price for their poultry, the station will confine its efforts to illustration or experimental work with even less than 200 birds. Those who are carrying on the work for themselves will be considered not rivals but friends, and will be offered assistance wherever possible.

Special attention is being paid to choosing the right sort of birds for fattening; for instance, the blocky type of Plymouth Rock or Wyandotte is recommended as suitable for the purpose. The operators are required to spend as much of their time as may be required in assisting those who are engaged in or entering the business by giving instruction in buying the proper type for

fattening, in killing and plucking, packing, shipping, etc.

Only birds of the proper type will be bought this year and seven cents per pound will be paid for these at the stations. An extra good type might well be worth eight cents, while another type of the same breed would be too dear at five cents a pound.

Each operator is considered responsible for the work and success of his own station. He is expected, as far as possible, to find a suitable market for the birds fattened at his station. The department will, however, endeavor to provide a market for any surplus stock above local requirements. Each station will be conducted as much like a private enterprise as possible, the department assisting the operator in marketing, etc., as it would a private firm initiating a new business.

The demand for chickens fattened at the Government stations is very brisk this season, and from the offers already received it is expected that the ruling price will be from 11 to 13 cents per pound.

Lard Statistics.

THE GROCER has received from The N. K. Fairbank Co., Chicago, the following statistics of stocks of lard held in Europe and afloat on September, to which are added estimates of former years:

	1904. Sept. 1.	1904. Aug. 1.	1903. Sept. 1.	1902. Sept. 1.	1901. Sept. 1.	1900. Sept. 1.
Liverpool and Manchester	25,000	34,000	13,500	18,500	17,000	18,000
Other British ports	15,500	16,000	2,500	2,400	6,000	6,000
Hamburg	23,600	27,000	8,000	9,000	15,000	8,500
Bremen	1,000	1,000	1,000	15,000	1,500	2,000
Berlin	1,000	1,500	1,500	500	2,000	2,000
Baltic ports	9,000	14,000	11,500	5,000	11,000	7,000
Amsterdam }	2,000	3,000	700	2,500	1,000	3,000
Rotterdam }						
Mannheim }						
Antwerp	2,500	3,000	1,000	1,000	4,000	5,500
French ports	1,400	15,000	2,300	1,100	2,500	5,000
Italian and Spanish ports	250	1,000	500	1,000	1,000	1,000
Total in Europe	80,600	102,000	42,500	42,500	61,000	58,000
Afloat for Europe	37,500	40,000	30,000	26,000	54,000	54,000

Preservatives in Butter.

THE review of the British produce market, issued by Weddel & Co., of London, which is regarded by the trade as an authority, points out the gratifying fact that the quality of Can-

adian butter shows a considerable improvement over any previous year. While this is sympathetic toward the Dominion, it serves to emphasize the fact that butter from Canada is not the best offered on the market. The chief cause of complaint is the mouldy condition of the butter arriving from Canada, and it is said that this prevails largely in butter from western Ontario. The method of land transportation to Montreal is blamed to a considerable extent, but there is also a serious complaint as to the lack of preservatives in butter from the Dominion. It is argued that there is no reason why Canada should not be able to make as good butter as Denmark or other continental countries. To do this it is declared that we will have to revolutionize our methods. Canadian butter in the last few years has acquired a reputation in Britain not to the advantage of the Dominion. As a remedy it is pointedly declared that if the Canadian Government would permit preservatives in safe and moderate amounts the quality of the butter when it reached Britain would show considerable improvement over its present character.

Provision Notes.

The Arscott rendering works have been removed to the Park farm at Westminster and a new company has been

formed to be known as the Chelsea Green rendering and fertilizing work.

The Milkmen's Association of Montreal held their second annual picnic and games at Delorimier Park on Thursday, September 8.

The Dominion Packing Company

LIMITED.

Telegraphic Address,
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Our Prices

are exceptionally low at the present time on

**Barrelled Pork
Compound Lard
Smoked Meats**

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

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

BEECHNUT



BRAND

Hot Weather Meats.

COOKED HAMS	POTTED TONGUE
DRIED BEEF	JELLIED HOCKS
BOLOGNAS	SUMMER SAUSAGE
FRANKFURTS	COOKED CORNED BEEF

These meats are prepared under our own supervision. They will please you, they will give satisfaction to your customers and they will afford you a good profit for the handling. Sent by express only. Send us your order for weekly shipment.

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

LONG CLEAR BACON.

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

Write us for Special Prices.

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

The Foundation

of a good Sausage trade must be, your customers' confidence, and an appetizing display.

Matthews' Sausages

are known for their wholesomeness of preparation and bright tasty appearance. The name and appearance will sell the goods.

Write for special price on weekly orders.

The George Matthews Co., Limited

ESTABLISHED 1868.

Peterborough Hull Brantford

GILLETT'S
ABSOLUTELY PURE
CREAM
TARTAR.

Nearly all goods in this line at the present time are adulterated and in fact unfit to use.


GILLETT'S is used by the best bakers and caterers everywhere.

REFUSE SUBSTITUTES.

GILLETT'S costs no more than the inferior adulterated goods.

REFUSE SUBSTITUTES.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

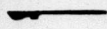
We are buyers of 

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 continues strong. Several lines have almost disappeared and stocks are thinning down to a few seasonable lines. This is satisfactory, as the end of the season for smoked meats is fast approaching. The demand is good and keeps the prices up to last week's level. Backs are quoted at half cent higher. In fresh meats the supply and demand are increasing with the diminution of smoked meat stocks. Spring lamb is down from a half cent to two cents and hogs have declined a quarter cent. We quote:

Long clear bacon, per lb.	0 12	0 13
Smoked breakfast bacon, per lb.	0 12	0 13
Roll bacon, per lb.	0 09	0 09
Small hams per lb.	0 13	0 13
Medium hams, per lb.	0 11	0 12
Large hams, per lb.	0 11	0 12
Shoulder hams, per lb.	0 09	0 09
Backs, per lb.	0 14	0 14
Heavy mess pork, per bbl.	15 00	15 50
Short out, per bbl.	17 50	18 00
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 07	0 08
" tubs	0 08	0 08
" pails	0 08	0 08
" compounds, per lb.	0 07	0 07
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	8 00	9 00
" front quarters	4 50	5 50
" choice carcasses	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	7 00
Lamb, spring	7 00	8 25
Veal	6 00	8 50
Hogs, light	7 75	8 00

Butter—The supply of butter is fair for the season of the year. Receipts of both dairy and creamery have fallen off perceptibly during the past couple of weeks, presumably on account of the high price of cheese, which draws more milk into that branch of dairy manufacturing. Prices are accordingly a trifle firmer in solids and tubs. We quote the following prices:

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

Cheese—The price of cheese on the boards has reached what appears to be close to the limit. Dealers anticipate little advance hereafter for some weeks, although the next ten days may see a fractional advance. Over nine cents is altogether too high; anything beyond nine is abnormal and bound to fall. English demand has not corresponded with the prices paid here, yet in spite of this there is a fairly good sale in the export market at a fair level. Board reports for the week ending September 7 are as follows:

Board.	Boxes.	Price.
Ingersoll	325	(no sales) 0 08
Campbellford	1,355	(1,225 sold) 0 08
Woodstock	2,700	0 09
Pictou	7,145	(710 sold) 0 09 5-16
Peterboro	6,000	0 09 0 09 3-16
Stirling	900	0 09
Kingston	940	(530 sold) 0 09
Madoc	900	0 09
Brockville	1,945	(no sales) 0 09

Tweed	500	0 09 1-16
Vankleek Hill	1,281	0 09
Winchester	1,947	(no sales) 0 09
Napanee	1,584	(735 sold) 0 09
Listowel	2,952	(no sales) 0 09
Iroquois	782	(no sales) 0 08
Perth	2,300	0 09 0 09
Ottawa	1,209	(984 sold) 0 09 0 09
Ingersoll	362	(62 sold) 0 09

We quote for this week:

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

Montreal.

Provisions—The provision market is firm. Early in the week there was a scarcity of live hogs. The demand from packers was very good, at 5 1-2c to 5 3-4c in selected lots; 5 1-4c for mixed lots, and 5c for heavy fat per pound, weighed off cars. Fresh killed abattoir stock remains the same, with a fair demand at \$8 for light weights, and \$7.75 for heavy. Cured meats and lard remain steady with fair 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	0 12
Hams	0 10	0 12
Extra plate beef, per bbl.	11 50	12 00
" Boar's Head" brand, tierces, per lb.	0 06	0 07
" " " " " " " " " "	0 07	0 07
" " " " " " " " " "	0 07	0 07
Cases, 20 3-lb. tins, per lb.	0 07	0 07
" 12 5-lb. tins	0 07	0 07
" 6 10-lb. tins	0 07	0 07
20-lb. wood pails, each	1 48	
20-lb. tin pails, each	1 38	
Wood net, tin gross weight—		
Pure lard, pails	Wood. Tin.	1 57 1 70
" tubs		0 07 0 08
" cases (6 10-lb. tins)		0 08 0 09
" cases (12 5-lb. tins)		0 08 0 09
" cases (24 3-lb. tins)		0 08 0 09

Cheese—The cheese market is again easy. Competition has slackened and sales are restricted. There is a strong feeling that the advance was over-done. Not only has a halt been called, but a decline is in sight. Notwithstanding these facts there were numerous offerings of Quebec's at fair prices, which were quoted in the vicinity of 8 7-8c. This is in harmony with the local market, where the range from holders runs from 8 7-8 to 9c for finest Quebec's; 9 to 9 1-8c for Townships, and 9 1-4 to 9 3-8c for Ontario's, with some asking 9 1-2c for choice colored. The demand by cable was very slight, and mail advices from the Old Country report remarkable dullness over there.

Cheese Exports—The exports of cheeses for the week ending September 5, amounted to 65,720 boxes, showing a tremendous falling off, not only in regular business, but in comparison with the same week of 1903, a decrease is shown of nearly 15,000 boxes. The total exports for the season reach 965,256 boxes, and for a similar period last year the

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

The Canadian Vinegar Company

HIGH-GRADE VINEGARS

Under Excise Supervision
Reputed the best on the market.

Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

REFRIGERATORS.



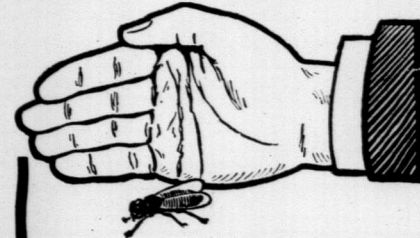
Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.



This plan is slow and not very sure.

Wilson's Fly Pads

Will kill millions and do it quickly.

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.

In Business for Money ?

Then sell the goods that while being of the quality required pay the best profits.

Napoli Macaroni

is the article to sell in Macaronis. Better, cheaper, more attractively put up than the imported.

Samples Sent.

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

Pure Java Pure Mocha

perfectly blended,
perfectly roasted,
and you have

TORONTO CLUB COFFEE

½s, 1s, in double bags, whole or ground.

FREE SAMPLE ON REQUEST

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

COMMON SENSE

KILLS Roaches and Bed-Bugs
Rats and Mice

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

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



Peacock Brand

OF
Condensed Mince Meat

The Very Best.
Your Wholesaler Sells It.

The Bates, Peacock Co.
HAMILTON, ONT.

exports were close to a million and a half boxes.

Butter—Some improvement has been noticed in the butter market in the country, and naturally the local market has stiffened considerably. Quebec butter sold at the wharf at 18 1-2 to 18 3-4c and this covers the general tone of prices in the east. Townships held firm at 18 3-4c to 19c, with some uncertainty in the market, the tendency being to develop higher prices. Heavy stocks are held here, and the demand from the Old Country is reported fairly firm. The receipts on the Board of Trade Tuesday morning were reported 284 packages.

Butter Exports—The exports of butter continue to increase. For the week ending September 5 the totals reached 21,348. This of course is an increase of the corresponding week last year, but a slight falling off in the preceding week of this year, owing perhaps to the cool and wet weather. The total shipments of butter to date, amounted to 215,110, showing a decided increase over the figures of 1903.

St. John, N.B.

Provisions—In barreled pork and beef the market seems unsteady. There is very little sale. Hams and rolls are scarce and full prices are asked. Pure lard shows quite an advance and the market is firm. Refined lard is rather lower. In fresh meats beef is quite low. Lamb is freely received, quality good and price unchanged. Veal is scarce with a fair demand. Mutton is dull. In pork there is a rather improved market.

Mess pork, per bbl.....	\$16 00	\$17 00
Clear pork ".....	17 00	19 00
Plate beef ".....	12 00	14 00
Mess beef ".....	12 00	12 00
Domestic beef, per lb.....	0 06	0 07
Western beef ".....	0 08	0 10
Mutton ".....	0 05	0 06
Veal ".....	0 06	0 07
Lamb, ".....	0 07	0 09
Pork ".....	0 06 1/2	0 07 1/2
Hams ".....	0 12	0 14
Rolls ".....	0 10	0 11
Lard, pure, tubs ".....	0 08	0 08 1/2
" pails ".....	0 08 1/2	0 09
Refined lard, tubs.....	0 08 1/2	0 09
" pails.....	0 08 1/2	0 08

Butter—Full stocks are held, particularly of medium grades. To command a fair price quality must be good.

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

Eggs—Eggs are quite scarce and prices rather higher.

Eggs, hennery.....	0 18	0 20
case stock.....	0 17	0 18

Cheese—Prices are higher. Quantity offered by local makers light. Output here will be short.

Cheese, per lb.....	0 09 1/2	0 11
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Meat Famine Imminent in U. S.

THE Butchers' Union is determined to force a meat famine in the United States, according to the New York Journal of Commerce. The Butchers' National Organization evidently thinks this is the best weapon with which to fight the Trust packers, although it may not be welcomed by the independents.

A boycott has been declared against all meat and the announcement made that union men will quit all packing establishments regardless of where live stock has been secured. No member of the Meat Cutters' and Butcher Workmen's Unions will be allowed to dress any animal until the strike is settled. The idea seems to be as far as possible to prevent butchering and the distribution of meat throughout the United States as a means of coercing certain employers in Chicago into submission to the terms of the Amalgamated Butchers' and Meat Cutters' Union.

The Journal comments as follows on the situation: "It is a perfectly crazy proceeding, and the kind of reasoning that would regard it as a legitimate or effective weapon for organized labor to resort to is inscrutable to the sane mind. If it could be successful it would undoubtedly cause great loss to capitalists engaged in the packing industry, but it would be relatively no greater than that inflicted upon labor in the same industry, while the injury would be extended to the cattle raisers and to all employed in the traffic in meat. Such a strike order is impossible of enforcement; but, suppose it could be enforced and a 'meat famine' could be produced, the sufferers would be the whole body of consumers. This 'weapon' would be used upon the whole community as a means of coercing the 'trust packers' of the Chicago Stock Yard district. This shows how utterly and hopelessly irrational the mental processes of this kind of a labor leader are."

NEW POTTERY FIRM.

The Toronto Pottery Co., Toronto, with share capital of \$10,000, has been incorporated to manufacture and deal in stoneware and other clay products, etc. The provisional directors are J. J. Zimmerman of Toronto and H. Robinson, H. B. Mantou, F. W. Butler and B. W. Robinson, all of Akron, Ohio.

ONE PROOF
of
the
RETURN
merit
of
SEP 9 1904
an
article
is
the
number
of
its
imita-
tions



WE WERE THE FIRST

to introduce to the trade in Ontario a fast-selling line
of **PURE TABLE SYRUP**, put up in handsome tins—

OUR
“GOLD MEDAL” TABLE SYRUP

RIGHTLY HOLDS FIRST PLACE ON ACCOUNT OF ITS QUALITY.

In Purity, Flavor, Body and Appearance

it is the standard of its legion of imitators.

PUT UP IN

2-lb. tins, cases.....	each 24 tins
5-lb. " "	" 12 "
10-lb. " "	" 6 "
20 lb. " "	" 3 "

THE "MONEY-BACK" KIND.

Every tin has our guarantee.

FREIGHT PAID

— ON —
5-CASE LOTS
UP TO NORTH BAY.
SPECIAL PRICES
F.O.B. Winnipeg, Man.

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

MANITOBA MARKETS.

Winnipeg, Sept. 3, 1904.

THE weather during the past week has been decidedly favorable and consequently harvesting operations throughout the country are pretty well advanced. The first carload of the season's crop has already reached Winnipeg and been marketed. Authorities state that nearly one-half of the crop is already harvested.

With regard to markets all lines are firm, a decided advance being noticeable in flour and sugar. New Japan tea has arrived.

The market reports a general firmness in all varieties of canned goods, prices remaining unchanged.

Coffee—Quotations on this line are stiffening up somewhat, the market quoting green Rio at from 10 1-2c to 11c.

Fruits—Quotations on these lines remain unchanged in general. A rise, however, is quoted on Upham jam combination, it now being on the market at 47 1-2c.

Sugar—On the first of September a general advance on all lines of sugar has been called of 5c over last week's quotations. Montreal granulated, per bar-

rel, \$5.35; per sack, \$5.30; yellow, \$4.70; Wallaceburg, per barrel, \$5.20, sack, \$5.10.

Flour—During the past week flour has continued to advance being quoted at the present time at the following prices: No. 1 patent, \$2.75; No. 2 patent, \$2.55; No. 3 patent, \$2; No. 4 patent, \$1.50.

Canned Fish—Shipments of salmon, the product of the new catch, are now en route and are expected to reach Winnipeg in less than one week. Owing to the light catch this season prices are very high.

All other lines remain practically unchanged.

HINTS TO BUYERS.

E. D. Marceau, Montreal, reports arrival in a few days of 120 mats of 5 and 10 lb. boxes Japan tea at 18 1/2 and 21c., showing extra fine value.

S. J. Major, Ottawa, is quoting new Valencias arriving shortly ex steamer Escalona, at very interesting prices.

In conversation with Mr. Mann, of the Montreal office of Salada, it is learned that the business passing

through this branch is breaking all previous records, and the most encouraging part is that it is mainly made up of repeat orders.

In vinegars, S. J. Major, Ottawa, advises the trade that all grades of strength are in stock at prices highly interesting to buyers.

The F. J. Castle Co., Ottawa, have just received two carloads Barbadoes molasses in barrels, half barrels and puncheons, which they are selling at low prices.

California prunes are offered at low prices by S. J. Major, Ottawa. Buyers' inquiries will receive prompt attention.

Cheap Young Hyson, Ping Sue teas, are offered by L. Chaput, Fils & Co., Montreal, at 10 1-2c, these teas are to arrive in the Fall.

L. Chaput, Fils & Co., have a few boxes of the very finest and best grade of Japan teas, imported into Canada, and are offering them at 40c per lb.

L. Chaput, Fils & Co. are offering English York candied peels, and Griffin & Skelley, Santa Clara, prunes at very attractive prices.

FALL GOODS

Our purchases of many lines are made and we must admit we were lucky as we struck the market right. You might as well reap the benefit.

We are Cranks on Quality

and you will get the best of everything from us.

Prunes

We were in luck and struck the bottom of the market. These are on the up grade and you had better buy now. We will give you prices that will astonish you and don't forget that we are only quoting **New Santa Claras 1904 crop.**

Currants

We will have all grades under special brands. In this way we always get **the same quality** because we don't have to stick to the growing districts and take poor quality if its bad any particular year. This means a lot to you, to get **always the same.** We are bringing out one grade under our "Black Diamonds" Brand. The best that money can buy in Greece. You should try them.

Raisins

This year Californias are low and we look for a big sale, and it should be a record breaker for these goods. Get our prices. We will also have new **Valencias** in about three weeks.

Nuts, Dates, Figs

It's a little early yet but we will report to you in good time.

Vinegar

Guaranteed quality, XXX white wine 18c., XX white wine 14c., XXX cider 18c.

~~~~~  
**Canada Brokerage Co.**  
 Limited

**Wholesale Grocers, - 9 Front St. E., Toronto**  
 Phones, Main 2262, 870.



# ALVINA SALT

A VERY GOOD TABLE SALT.  
RETAILS AT 10c. A TIN.  
ALWAYS RUNS FREE OF LUMPS.  
SHOWS YOU A GOOD PROFIT.

AGENTS,  
ROSE & LAFLAMME,  
MONTREAL.

# BATGER'S

## NEW SEASON JAMS

EXTRA FINE QUALITY  
NEW STYLE SQUARE  
JAR WITH METAL AND  
CORK SCREW TOP.

### ORDER NOW.

ROSE & LAFLAMME,  
MONTREAL.



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

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

THE OZO CO., Limited

Do you get our Quarterly Price Current?

MONTREAL

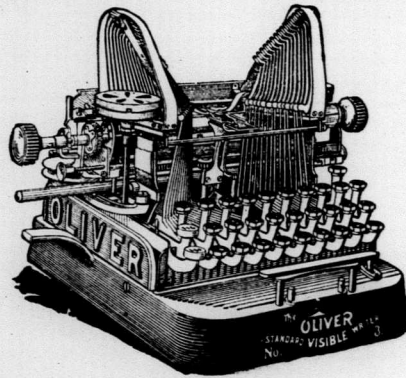


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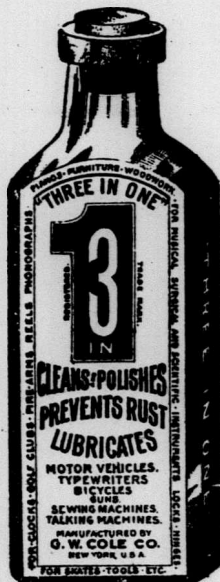
**O**nly high grade machine made in Canada.  
**L**ong or short carriage interchangeable.  
**I**n use by both great Canadian railways.  
**V**isible writing wins.  
**E**very machine guaranteed perfect.  
**R**egarding the price, we save you \$25  
 which you DON'T have to pay in DUTY.

WRITE FOR CATALOGUE

**Canadian Oliver  
 Typewriter Co.**

183a St. James Street, MONTREAL

*3 in One*  
**Does It All**



**CLEANS AND POLISHES  
 LUBRICATES WITHOUT GUMMING.  
 PREVENTS RUST.**

And does each better  
 than anything else.

Dealers make lasting cus-  
 tomers by selling "3 in 1"

Sold by Jobbers in  
 HAMILTON WINNIPEG  
 MONTREAL ST. JOHN, N. B.  
 TORONTO VANCOUVER

**G. W. COLE CO.**

141 Washington Life Bldg., New York.

**WE SAVE YOU MONEY**

On your printing bills. A dollar saved is as good as a dollar made. With the latest up-to-date methods, electric presses and competent workmen, we are able to turn work out faster and cheaper than the ordinary printer. Just let us have your next order to convince you.

**GOOD PRINTING DONE CHEAP AND QUICK.**

**G. A. Weese & Son, 44 Yonge St., Toronto**

SEND FOR SAMPLES.

**ADVERTISE YOUR BUSINESS**

Write for particulars about our cuts and ads. from 50 cents up. To advertise in newspapers. Catchy ideas to catch business. Given to one merchant in a town. Send us your ads. and we will criticize them free. **WRITE TO-DAY.**

**GEO. J. SMITH BUREAU, 621 BROADWAY, N. Y.**

WE WRITE ADS. IN FRENCH.

**Trade With England**

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

**"Commercial Intelligence"**

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

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

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

**THE BELL TELEPHONE CO.**

of Canada, Limited

has extended its

**Long Distance Service**

From

**BRANTFORD**

to

**MOHAWK, OAKLAND and SCOTLAND**

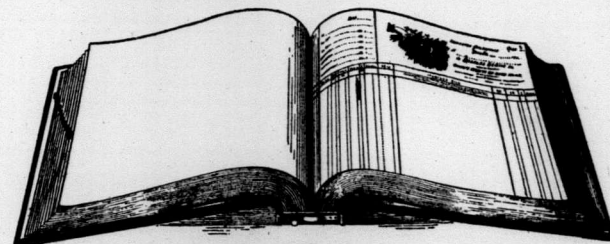
Rates may be obtained from any of the Long Distance Toll Stations of the company.

**Save Time**

**Save Money**

—USE—

**THE BRIGGS LEDGER SYSTEM**



Write for Catalogue.

**The Briggs Ledger System Co.,**

Limited

75 York St., - Toronto, Can.



# THE OFFICE END

DEVOTED TO THE  
OFFICE STAFFS OF  
BUSINESS  
ESTABLISHMENTS

## A SUGGESTION FOR THE COLLECTION DEPARTMENT.

By Henry Wheeler.

A GREAT deal of unnecessary trouble and detail is gone into in making collections on the accounts of the average retail house. A study of the ledger cards is usually made, and efforts made to collect once a month or oftener. The writer has found that a good way to handle these matters is to have a statement made of every account which is due. Of course this statement should be made in duplicate, using carbon paper for the duplicate copy. Thus one statement can be sent to the customer and the other retained for a collection record.

A suitable file (provided with guide cards, showing days of the month) is used and as a statement is sent out to a customer, its duplicate is placed in an appropriate division of the file.

We will say that the cashier makes up his mind that this account should be paid in ten days or something further done about it. He will thus put the duplicate statement into his file ten days ahead of the date the statement is sent. Each day he takes out of its compartment the papers applying to that day's work, and he is then in a position to take whatever action he deems necessary.

The duplicate statement shows just how old the account is and a reference to the ledger will show whether any payment has been made. As the ledger folio or the card number will appear on the statement, reference to the ledger will be very easy.

If, after investigating this particular case, he comes to the conclusion it will be wise to wait a little longer, he can file the statement over again under the date he determines on for the next action on the subject.

If he thinks it would be expedient to write a letter to the debtor just at that time, the letter can be written and the whole thing filed ahead to come up when he expects to take further steps to collect.

In writing collection letters, it is always well to set a certain definite date on which you expect a response. If the response is not forthcoming at that time you have something definite on which to base your demand upon the debtor.

Thus the account, when it becomes delinquent, is always kept before the party who has charge of the collections and it is never in danger of being overlooked or "sidetracked."

It is sometimes deemed expedient to mark the ledger page or ledger card, showing that the account has been

placed in the hands of the collection department for action, and thus the cashier or bookkeeper is relieved of the necessity of making a new statement each time a set of statements is drawn off.

It is usually the case in most establishments that delinquent accounts cease to be active; that is to say, while they are delinquent no further goods are purchased, and so long as this is the case there would be no necessity of a new statement until the account was settled and the delinquent debtor could again become a customer and his account again becomes active.—The Book-keeper.

## MAKING COLLECTIONS.

MANY merchants who do some credit business have a lot of trifling accounts on their books which, although small in themselves, go to make a very respectable total. These accounts should be attended to as systematically as though they were larger. If small accounts are allowed to run for a long time people forget them. Then there are some people who do not like to go into a store where they owe money and, as a consequence, not only the money that they owe is lost but their trade as well.

In no department of business is more diplomacy required than in the collection of bills. The man chosen for this work should be especially qualified for his work. He should be tactful and discreet and ever on his guard against giving offence. Many good customers have been lost through the indiscretion of a too persistent collector. Women are more likely than men to take offence at the collector's methods and he should be especially careful when collecting from them.

These remarks, of course, do not apply to the debtor whose account is long standing and who shows no inclination to pay. But even with this class of debtors, more may often be accomplished by diplomacy than by more drastic measures.

Mr. J. H. Butler, representing McMahan, Broadfield & Co., wholesale crockery dealers, Toronto, is on his regular trip; while Mr. Fred Oberndorffer, the Kingston cigar man, and Mr. Bert Geen, Toronto, are carefully looking after cigars and boots and shoes.

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NEIL McCARNEY, PROP. W. C. McCARNEY, MANAGER.  
**THE PROVINCIAL**  
LEADING COMMERCIAL HOTEL. GANANOQUE, ONT.  
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O. F. BAKER, PROP. **HOTEL GRAND** GALT, ONT.  
First-class accommodation for Commercial Men.







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 Jenkins & Hardy, Toronto.  
 Kidd, F. H., Toronto.  
 Merson, Geo. O., Toronto.  
 Williamson, T. G., Toronto.

Ammonia.

Gorman, Eckert & Co., London, Ont.

Baking Powder.

Gillett, E. W., Co., Toronto.  
 Maiden, J. H., Montreal.

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 Empire Tobacco Co., Montreal.  
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 McAlpin Consumers Tobacco Co., Toronto.  
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 McWilliam & Everist, Toronto.  
 Rattray, D., & Sons, Montreal.  
 Stringer, W. B., Toronto.  
 Tippet, A. P., & Co., Montreal.  
 Walker, Hugh, & Son, Guelph.  
 White & Co., Toronto.

Gelatine.

Cox, G. & J.

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 Frontenac Cereal Co., Toronto.  
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 Lake Huron & Manitoba Milling Co., Goderich.  
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 Eby, Blain Co., Toronto.  
 Eckardt, H. P., & Co., Toronto.  
 Gorman, Eckert & Co., London, Ont.  
 Kinnear, T., & Co., Toronto.  
 Lucas, Steele & Bristol, Hamilton  
 "Ozo" Co., Montreal.  
 Provost & Allard, Ottawa.

Grocers' Grinding and Packing Machinery.

Adamson, J. T., & Co., Montreal.  
 Coles Mfg. Co., Philadelphia, Pa.

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

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 Colson, C. E., & Son, Montreal.  
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 Eby, Blain Co., Toronto.  
 Eckardt, H. P., & Co., Toronto.  
 Flett's—Rose & Laflamme, Montreal.  
 Gorman, Eckardt & Co., London, Ont.  
 Greig, Robert, Co., Toronto.  
 Heinz, H. J., Pittsburg, Pa.  
 Lytle, T. A., Co., Toronto.  
 "Ozo" Co., Montreal.  
 Patterson's—Rose & Laflamme, Montreal.  
 Snowden, Forbes & Co., Montreal.  
 Taylor & Pringle, Owen Sound.

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Oakey, John, & Sons, Montreal.

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 Rose & Laflamme, Montreal.  
 Toronto Salt Works, Toronto.  
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 Duncan Company, Montreal.

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 Rattray, D., & Sons, Montreal.

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 Dutch Chemical Works, Amsterdam, Holland.  
 Eby, Blain Co., Toronto.  
 Ewing, S. H. & A. S., Montreal.  
 Ewing, S. H. & Sons, Montreal.  
 Gillard, W. H., & Co., Hamilton.  
 Kinnear, T., & Co., Toronto.  
 "Ozo" Co., Montreal.  
 Salada Tea Co., Montreal and Toronto.  
 Toronto Club Coffee Co., Toronto.  
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Typewriters.

Canadian Oliver Typewriter Co., Montreal

Vinegars.

Canadian Vinegar Co., Montreal.  
 Hill, Evans & Co., Worcester, Eng.  
 "Ozo" Co., Montreal.  
 Purnell, Webb & Co., Bristol, Eng.  
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Keen's—Frank Magor & Co., Montreal.

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(See prices in current market quotations.)

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# 57

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Your customers will sample  
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We would be very glad to see  
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# THE CANADIAN GROCER

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.

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### A DANGEROUS PRECEDENT.

LAST Saturday several Canadian newspapers contained the display advertisement of the Alberta Central Land Corporation, Limited, offering for sale 120,000 acres of farm lands in Alberta. This company has recently been incorporated with a board of directors including among the rest George H. Gooderham, E. F. B. Johnston and Mr. Justice Britton, of Toronto.

It is much to be regretted that the last-named gentleman has seen fit to become a director of such a purely speculative concern as the Alberta Central Land Corporation, Limited. The dignity of the bench and the nature of the oath of office should have been of sufficient weight to have deterred him from taking such a step.

The Canadian judiciary is by no means so perfect but that it might be improved upon and the alliance of Mr. Justice Britton with a speculative land company

is a retrograde movement which, harmless as it may appear on the surface, yet establishes a dangerous precedent. It must be understood once for all that no judge can with impunity accept a position on the directorate of a speculative company. The risk is too great.

It becomes the duty of Mr. Justice Britton to withdraw himself from an equivocal position and take up his stand for the dignity of the bench. As it is, he can do so without loss of prestige. Later on it may become more difficult.

There lies in this incident a lesson, which the whole Canadian people would do well to take to heart. There is every reason to believe that the temptation placed before our judges to participate in speculative enterprises is greatly increased by the difficulty which the judges experience in living, in conformity with the dignity of their positions, on the meagre salaries paid them. So inadequate are these salaries that they almost afford a justification for the judges embarking on enterprises which would augment their incomes.

For some months now The Grocer has been campaigning in favor of increasing the salaries of Canadian judges and one of the strongest arguments which was brought forward, was the very one relating to the danger of the judges compromising their independence. The proximity of such a danger was scarcely dreamed of, yet it was right at hand. The sooner that the judges receive a competent salary, the better will it be for all concerned. Then there can be no excuse for a judge debasing the dignity of the bench in order to augment his income and there need be no fear that justice will be perverted.

### SCARE IN MANITOBA WHEAT.

WITHIN the past two weeks a discovery has been made which has temporarily upset the market for wheat graded as Manitoba No. 3.

It will be remembered that large quantities of grain were destroyed last Winter by the burning of one of the large elevators at Fort William. By some inexplicable means considerable

quantities of damaged and partially burned grain have got mixed with regular No. 3 Manitoba and been shipped to eastern millers to pass as No. 3 Manitoba. The result is that the high reputation of Manitoba wheat has been brought into question and buyers who usually bank upon the sterling quality of this article are so dubious that the market is practically at a standstill. A representative of The Grocer overheard a prominent Ontario grain and flour exporter the other day advising a client to fight shy of No. 3 until some adjustment had been made.

In all probability the mixing has been unintentional. At the same time those who are responsible ought to have impressed upon them the far-reaching evil effect such mixing may have upon the Manitoba wheat, especially in foreign markets. It may yet be necessary for the Dominion Government to take the matter in hand, and such is being hinted at now in certain quarters. The utmost astonishment is expressed that any Government inspector could have allowed such a sample of grain to pass through his hands undetected.

### A CASE OF INADEQUATE PROTECTION.

A GENTLEMAN who until recently was carrying on business in Western Ontario is looking for a situation. A short time ago he was burned out, and as he had not taken proper precautions in regard to insurance he is now in his present predicament.

This is not a new experience. Those who watch the fire losses closely will have, no doubt, noticed the frequency with which little or no insurance is carried by business men who are unfortunate enough to be burned out.

Insurance against fire is as much a part of a man's business as window dressing, bookkeeping, advertising, etc. When merchants are negligent in this respect, and either do not carry sufficient insurance, or as in some instances, none at all, they are following a practice which is as unbusinesslike as it is unwise.



**BUSINESS MEN AND ELECTIONS.**

A GENERAL election is evidently not very far away. The political organs are already beginning to play afresh the tunes that did service in the past, and the politicians are busy getting into condition for the fray.

As far as the business interests of the country are concerned it matters little which of the two parties are in power. The only difference between them is in name, and that is not vital.

But while it does not matter to the commercial interests of the country which party is in power, it does matter a great deal what manner of men compose the respective parties.

Worth, unfortunately, is not always the determining factor in the selection of representatives, either at the party nominations or at the polling booth. Those who have ever had a glance at the inside working of the party machine scarcely need to be reminded of this. But business men need to be put on their guard against it. And if they want good government they must be on their guard against it.

A well-known politician told the truth when he declared that elections are not won by prayer. They are, however, often won by preying upon the susceptibilities of the passive electorate. Obviously the results which are obtained from such election methods are not conducive to the commercial welfare of the country. It is within the power of business men to minimize this evil. And the first step is to refuse to support the incapable men that the political heeler has set up. Get business men into line and support them.

**WAR AND THE TEA TRADE.**

MORE than once since the outbreak of the war between Russia and Japan have wholesale and retail grocers been asking themselves what would be the effect on tea prices generally.

Prior to April 1, when conditions were more uncertain than at the present, there was a good deal of speculative buying from the retailer to the importer. Bulls were the feature of the tea market, and for a time it looked as if

their anticipations would shortly be realized. Had the Russians been able to attack ports from which tea shipments are made the result to the tea trade would probably have been far reaching. The Japanese by their rapid and aggressive campaign and early naval victories removed this danger. Again it was feared that Japan would have to enlist the services of her farm laborers at the front. The resources of this newly discovered eastern power, however, have been an eye-opener to western civilization, and instead of the tea plantation of Japan being depopulated the first crop has already been picked and placed on the market at prices more favorable than have ruled for two or three years.

The Ceylon, Indian and China tea markets have remained practically undisturbed, and at the present time the

The following is a sample of many letters received by us daily from Great Britain inquiring about our trade newspapers and frequently enclosing subscriptions. Our circulation in Great Britain, Ireland and the colonies is steadily increasing, principally because they want a good trade paper over there, and also because they are becoming more and more interested in Canadian affairs.

EDITOR CANADIAN GROCER.—

Will you kindly let me know if your paper can be had in Great Britain or Ireland. I got a few copies of it some years ago and found it so original and advanced that it has since been my intention to take it regularly, but it is only just now that I got your address.

(Signed) HUGH EVANS.

only appreciable effect of the war on the tea trade of the east has been a trifling increase in marine insurance on account of the war risk.

**HOW TO INCREASE CANADIAN TRADE.**

THE Department of Trade and Commerce, Ottawa, has undertaken an important campaign in the interests of Canadian trade and is including in its weekly report special hints to Canadian manufacturers desirous of building up an export trade in the various foreign countries covered by the commercial agents of the Dominion Government. Within the last few years Canada has awakened to a realization of the splendid opportunities for trade in certain foreign markets, especially the various sea-girt colonies of the British Empire,

and while in some instances Canadian trade has already become firmly established, the Government has shown admirable foresight in distributing capable commercial agents wherever there is a possible trade opening. There is more truth than poetry in the statement that if Canada wants trade she must go out after it, she has now taken the all-important step, and it rests entirely with herself to pave the way to successful competition for a fair share of trade in the newly discovered markets.

As an instance of the valuable prospective work already accomplished along these lines the latest report of Mr. Alex. MacLean, newly appointed agent to Japan, is interesting. Foreigners have long been casting envious glances at the Japanese market as offering an excellent opening for foodstuffs. United States exporters were early in the field and the result is they have had a lion's share of the spoils. Canadian millers have come to the conclusion that they can cater to the Japanese trade quite as well as their American cousins and are now making an ambitious bid for that market. Mr. MacLean's report is especially valuable as showing the requirements of Japanese trade as well as the trade conditions prevailing in sunny Japan.

The commercial agents in Australasia J. S. Larke and D. H. Ross, have done particularly effective work not only in giving hints to Canadian exporters as to the commodities most in demand in Australian markets, but in correcting false impressions concerning freight regulations and offering timely suggestions towards an improvement in the present methods of carrying on the export trade.

The same remarks apply to the agents scattered all over the United Kingdom and Europe.

**DEATH OF MR. T. G. WILLIAMSON.**

The Grocer regrets to announce the death of Mr. T. G. Williamson, which occurred in Toronto on September 6. Mr. Williamson was well known in Toronto business circles as a chartered accountant. Some years ago he was engaged in the grocery brokerage business



and later he became a mining broker.

Mr. Williamson had also won considerable fame as a curler, having on more than one occasion skipped Toronto Granite Club to victory in the competition for the Ontario Tankard.

**MR. A. T. MELDAN.**

THE GROCER has pleasure in presenting to its readers in this week's issue a portrait of Mr. A. T. Weldon, recently appointed to the position of secretary of the Halifax Board of Trade.

Mr. Weldon has spent practically his whole life in the Maritime Provinces, and his business training has been along such lines as fit him peculiarly for the important post he has been appointed to fill. He was born at Dorchester, N. B., on March 6, 1876. Entering the employ



Mr. A. T. Weldon, Secretary Halifax Board of Trade.

of the Intercolonial Railway at the age of 14, he continued to serve this organization up to the time of his resignation to accept the secretaryship of the Halifax Board of Trade. All the way through Mr. Weldon's experience has been principally along the line of transportation. He spent some years in the local freight office at Moncton, N. B., after which he was transferred to the claim department, where he remained for one year. In December, 1901, the company moved him from Moncton to Halifax, where his position has been that of chief clerk to division freight agent, Mr. D. A. Story, up to the present time.

**NEW CANADIAN CLUB.**

The Grocer is in receipt of an interesting communication from J. H. McLeod and A. W. Donly,

both of the City of Mexico, relative to a Canadian Commercial Club which has recently been organized there for the purpose of promoting closer trade relations between Canada and Mexico.

The membership is already in the neighborhood of fifty, of whom the majority are residents of Mexico of some years standing, and whose business experience should prove of great value to Canadian exporters desirous of extending their field of operations. The club is not a commercial enterprise, but an organization of Canadians most of whom are in active business, and all of whom are desirous of seeing a healthy growth of trade between the two countries. The president, J. H. McLeod, has been identified with the grocery trade for a number of years, and is one of the most successful foreign merchants in the City of Mexico.

The officers of the club are as follows: James H. McLeod, president, E. A. E. Halliwell, vice-president; A. W. Donly, secretary-treasurer; directors, A. R. Dobson, N. P. Dewar, G. W. Saunders, E. T. Bailey, W. K. Macdougald, C. T. Ambridge, George F. Ross.

The Mexican Herald of July 21 is of the opinion that the Canadian Commercial Club will have a large and fertile field for its operations. It says that "owing to lack of transportation facilities it has been impossible, up to the present time, for Canada and Mexico to make an exchange of their products except by the indirect route through the United States, which has been the equivalent of saying that there has been no trade between them. With the establishing of the proposed steamer lines on both the Atlantic and Pacific sides there is no doubt that a mutually profitable business would soon result. The Canadians are an enterprising, energetic people and probably will be able to convince the Mexican people that it will be to their advantage to give them a share of their patronage. The Canadians are also large buyers, especially of the products that tropical and mineral Mexico have to offer for export."

The executive of the club will be glad to supply manufacturers and others interested in the field with information on trade conditions existing in Mexico, and all inquiries addressed to the secretary, A. W. Donly, Apartado 2029, Mexico City, will receive prompt attention. The secretary will also be glad to receive catalogues and other information as to lines of goods carried by Canadian manufacturers, and to put importers of commodities which Mexico has to export in direct communication with Mexican exporters. The external trade of Mexico, both in imports and exports, is increasing by leaps and bounds, and it is high time Canada was reaching out for a share of it.

**THE LATE MR. W. F. MOUNTAIN.**

THE GROCER chronicles with regret the death of Mr. W. F. Mountain, who was killed in the fatal railway accident at Richmond, Quebec, on August 31. Mr. Mountain was traveler for Carter, Galbraith & Co., wholesale grocers, Montreal, and was one of the most popular and best known grocery travelers in the Eastern Townships. Before going on the road for Carter, Galbraith & Co., Mr. Mountain was in the employ of Mr. A. Trudeau, of Windsor Mills. About seven years ago he entered the employ of Carter, Galbraith & Co., and in the words of Mr. Galbraith, of this firm: "Mr. Mountain proved himself to be one of the most energetic and trustworthy representatives that it has ever been our privilege to have associated with us. In



The late Mr. W. F. Mountain.

fact we cannot say too much, or speak too highly of his good qualities. He was very popular with his customers and at the same time friendly and obliging to his competitors. He had hosts of friends and leaves no enemies. He had worked up a most extensive trade, and it is safe to say that no man did a better business for any house in this city. It will be some consolation for his friends to know that although a young man he leaves his widow and three children fairly well provided for. Had Mr. Mountain lived it was the intention of our firm to have given him an interest in our business at the end of the present year."

The Grocer had the pleasure of being personally acquainted with Mr. Mountain and knew him to be a most popular traveler, and one whose pleasant ways and manners will be missed by the boys.

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# CANADIAN NATIONAL EXHIBITION, TORONTO

AUGUST 29 TO SEPTEMBER 10, 1904.

**H**IS Honor the Lieutenant-Governor struck the right note in his address at the official opening of the Canadian National Exhibition on Monday, August 29, when he remarked "This Exhibition is the greatest Exhibition of the kind which has ever been held in Canada. It is a subject of general remark that the Exhibition of Toronto is the best thing of the kind on the North American continent.

This year's Exhibition is no exception to the rule and reflects the greatest possible credit upon the directors and all who have taken an active part in its management. What strikes one most is the enormous strides the Exhibition has made during the past year. New buildings have been added, and the grounds improved generally until the prospects resemble a miniature city of palace structures.

#### Improvements.

The most important addition is the new Administration Building, a fine buff brick structure two stories high, built in colonial style. The directors and business managers occupy handsomely appointed quarters here and make the Administration Building their centre of official operations. It is to be hoped this is only another addition to the already large number of handsome substantial structures which now adorn Exhibition Park. The Toronto Exhibition is now assuming such large proportions that increasing accommodation of the best possible sort has become a necessity and it is hoped that the time is not far distant when the Horticultural, Machinery and various other exhibits will be housed in buildings approximating the palatial Manufacturers' and Liberal Arts Building, which compares favorably with anything of the sort not only in this country but abroad.

Another noticeable improvement is the out-door appearance of the grounds. Now that the Exhibition has been placed on a satisfactory financial footing there is no doubt but that the "powers that be" will pay more attention to landscape gardening. The natural beauty

of Exhibition Park is hardly to be excelled in Canada or the United States. There is, however, much room for further improvement and it must be confessed that one is inclined to heave a sigh when he remembers the magnificent effects in landscape gardening produced at the St. Louis Exposition this year. There is reason to believe the Toronto authorities are thoroughly imbued with the idea that the reputation of "Toronto the beautiful" must be upheld, and that "The Canadian National Exhibition" must be second to none. Accordingly visitors to the Exhibition next year may look forward to seeing a wonderful transformation in the park.

#### A Golden Harvest for Toronto.

The Exhibition season has come to be a golden harvest for Toronto. Merchants report a big increase in the volume of business; the manufacturers are jubilant over having placed their products in the most favorable light before the largest number of actual and prospective consumers that have ever visited the Toronto Exhibition; the factories are busier than ever owing to their output having to be materially increased; proper food has been provided for nursing the national commercial and industrial spirit among Canadian citizens, and lastly a means of annual education has been provided visitors to the Exhibition which it is difficult to overestimate.

#### The Exhibits.

What appeals most to The Grocer is the splendid display in the Manufacturers' Building. Over 150 manufacturers have exhibits, the majority of them being works of art which have cost the proprietors in many cases thousands of dollars. Canadian manufacturers have evidently come to realize the value of representative displays of their respective products, and have vied with one another in their efforts to do things up to "the King's taste."

The Dairy and Process Buildings are of especial interest. In the former the latest dairy apparatus is shown in almost endless variety, while lectures on agricultural and kindred subjects are

delivered daily in the adjoining amphitheatre by leading authorities. The Process Building is a feature of the Exhibition that is attracting much attention, the majority of Exhibition visitors having never seen such commodities as carpets and boots and shoes in process of manufacture.

#### From an Educational Point of View.

From an educational point of view the Exhibition this year is far ahead of any of its predecessors. The Grand Trunk, the Intercolonial and the Canadian Pacific railways have each creditable exhibits, the first consisting of a large series of scenic views taken at various points on the system; the second in charge of Mr. A. E. Barton, is similar in nature, and is winning the approval of all who visit the Transportation Building. The C.P.R. authorities have a building all to themselves, in which moose heads, buffalo horns, samples of grain and views of mountain scenery figure prominently. Thanks to them also, several pack horses with regular mountain outfits and riders make the rounds of the Exhibition daily, while Ojibway Indians ply their birch-bark canoes along the waterfront for the entertainment of pleasure seekers. The Gravenhurst Sanitarium authorities, moreover, are to be highly commended for having placed their institution before the public eye in such an attractive way.

Under the grand stand are a number of perfect models of British and Japanese battleships and cruisers as well as an extensive display of Canadian wild flowers. The growing west is written large in the Edmonton exhibit, which gives an easterner a fair idea of the vast agricultural resources of the district of Alberta.

The aesthetic tastes of Exhibition visitors have not been forgotten this year. In the Art Building is perhaps the most interesting collection of valuable paintings ever seen on public exhibition in Canada, His Majesty King Edward VII. having loaned for the occasion "The Death of Wolfe," while the public is indebted to Sir Henry



Drummond, of Montreal, for a series of three large canvasses, all by leading European artists.

In the way of amusement this year's Exhibition is quite up to the high standard of former years. The Black Watch band is of course the principal attraction. The performance before the grand stand has never been better, while "Vanity Fair" has honestly earned its reputation of being the place where one goes to laugh and grow fat.

graduated tower for the castle-like structure of the booth. Green, white and gold are the colors used in decorating the walls and pillars. Union Jacks are effectively used as hangings, while lithographs of pyramids of MacLaren's cheese packages, stocks of the real article and huge pots of maiden hair fern fill in the background.

Numerous attendants at the counter are engaged in serving biscuits and MacLaren's Imperial cheese to any who

while cords and tassels of the same pattern hang from the framework above the counter. Inside the exhibit are a series of shelves in the shape of half cones, broad at the base and gradually receding towards the apex, on which are displayed a large variety of the company's excellent candies. Those in charge appear to be having a brisk time supplying the public with butter scotch and other varieties of sweetmeats.

**The Grimm Mfg. Co.**

The Grimm Mfg. Co., of Montreal, evidently believes in the value of a suitable environment for their pure maple sugar and syrup products and sugarmakers' supplies, and as a background to their exhibit have reproduced in miniature a French-Canadian farm scene in the height of the sugar making season. The front of the booth is draped with purple and white hangings, the whole exhibit being one of the most representative and interesting in the Manufacturers' Building.

**Bates, Peacock Co.**

This Hamilton firm has an effective booth in red, white and blue, with additional decoration of flags. In the background stands a magnificent stuffed peacock, which is by the way, the trade mark of this firm's brand of mincemeat. About the haughty fowl are grouped stocks of cream cheese packages and of peacock mincemeat. Mr. Bates is in charge of the exhibit, and has employed an efficient staff of demonstrators who are kept busy satisfying the wants of both the curious and those who are really interested.

**Armour & Co.**

This is undoubtedly one of the most imposing booths in the Manufacturers' Building. In style of architecture it is Oriental, being in the form of an Eastern mosque. The color scheme is white and yellow, while the interior is hung with striped Oriental curtains. From each of the open arches hangs a Moorish lamp of dark metal with red lights. The adjacent pillars are decorated with crossed swords, shields and coats of mail; while the whole structure is crowned with a large banner in green and white with gold fringe and supports.

In one corner of the booth a huge horn of plenty extends from the ceiling, filled to overflowing with sample packages of Armour & Co.'s various preparations such as "Vigoral," "Extract of Beef," "Asparax," "Tomato Bouil-



Canadian National Exhibition—Exhibit of The A. F. MacLaren Imperial Cheese Co.

**MacLaren's Imperial Cheese.**

The representative and imposing exhibit by the A. F. MacLaren Imperial Cheese Co., Toronto, is a veritable Mecca for the thousands of visitors passing through the Manufacturers' Building daily. The plan has been to model the exhibit as a whole after the contour of a jar of MacLaren's Imperial Cheese, three of which of mammoth size form a

care to partake—which means everyone. An exact reproduction of Jersey cow and calf stand on guard over the main entrance to the exhibit.

**The McGregor, Harris Co.**

The McGregor, Harris Co. has a booth decorated in tasteful style. The leading feature of the exterior is the "McGregor" tartan colors, which covers the whole of the upper part of the booth,

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Canadian National Exhibition--Exhibit of The Kurtze Acetylene Gas Co.

lon," and "Beef Cordial." In the rear are stacks of Armour & Co.'s packages, pleasantly relieved by banks of ferns and palms.

The demonstrations are in charge of Miss Dunbar, who, with her staff of waitresses is kept busy supplying visitors with samples of "Beef Cordial," etc.

**The Kurtze Acetylene Gas Co.**

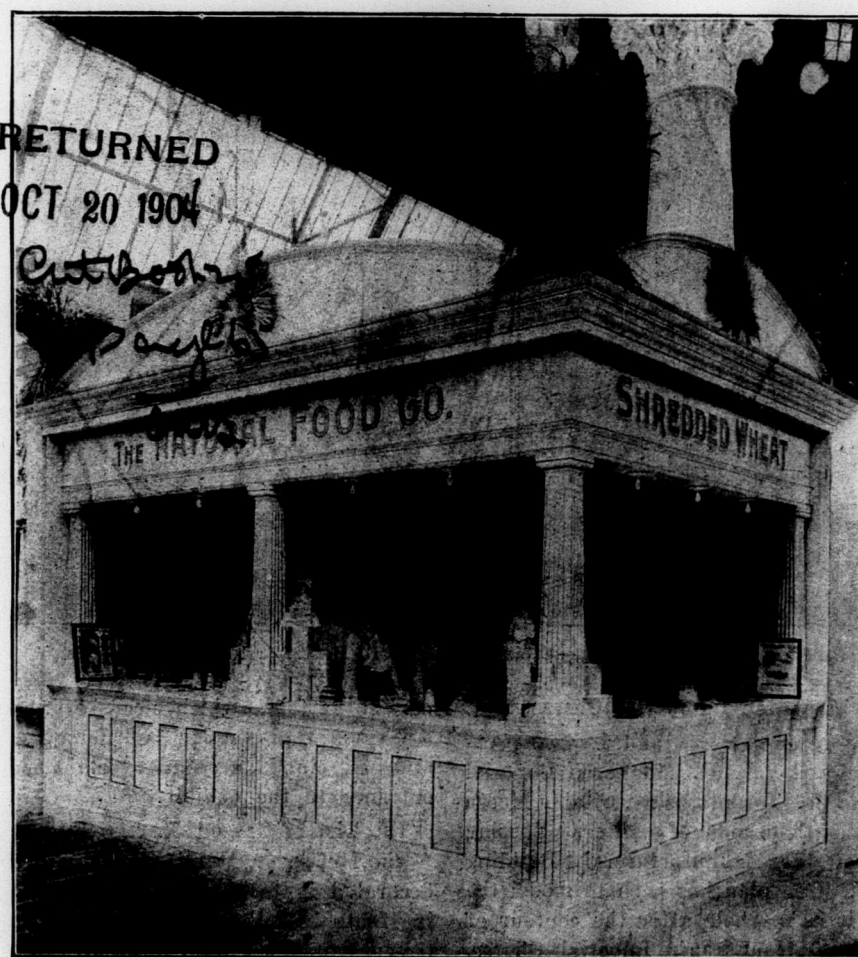
The Kurtze Acetylene Gas Co., of St. Williams, Ont., in many ways is one of the most interesting on the grounds. It is unnecessary to dwell upon the nature of the acetylene gas generator; suffice it to say Mr. Kurtze claims for his machine that it is the most advanced and the safest made to-day. An attractive showing is made of 60, 40, 20 and 10 light generators, with stove and table attachments and all commodities derived from gas, in actual operation. "The Kurtze" generator was exhibited last year and was awarded a bronze medal.

Mr. Kurtze may be considered a mechanical genius. He has already built a large number of engines and is at present engaged in the construction of an automobile after an original pattern. Although a German by birth Mr. Kurtze has settled in Canada and will in all probability allow the land of the maple leaf its share of credit for the creations of his inventive brain.

**The Natural Food Co.**

The Natural Food Co., of Niagara Falls, N.Y., is treating exhibition visitors to an especially attractive exhibit in the Manufacturers' Building, of conventional design in white and gold, with massive, colonial pillars and rich decorations carried out in sheaves of wheat. The interior is given a touch of color by way of yellow hangings and numerous colored pictures representing shredded wheat biscuit and triseuit in the various stages of manufacture. Among the things especially worthy of note is a handsome painting of the home of "Shredded Wheat," and one of the spirit of Niagara. The booth has also an attractive arrangement of incandescent lights which have a brilliant effect at night.

Mr. Hewitt, the Toronto agent of "Shredded Wheat," is in charge of the exhibit, and kind and considerate in answering numerous questions asked by visitors to the Natural Food Company's booth. He is assisted by a capable staff of waitresses who serve triseuits and Shredded Wheat in numerous tempting ways for the benefit of the uninitiated.



Canadian National Exhibition--Exhibit of The Natural Food Co.



**Edwardsburg Starch Co.**

The fine display of the Edwardsburg Starch Co is divided into two portions. On the one side in a handsome glass case is shown a full line of the company's well-known starch products, particularly the "Silver Gloss," made up in handsome 6-lb. family tins and 1-lb. packages, "Benson's" prepared corn starch for culinary purposes and "Benson's" enamel starch for cold water use. The other portion of the exhibit is devoted to the company's well-known and popular "Crown" brand of corn syrup. Inside the oak rail are massed from the floor to the roof three well arranged piles of this syrup in tins ranging from 20 lbs in weight down to the 2-lb. size. In the centre of the booth on a small table is placed a tall show bottle filled with the clear syrup.

The exhibit is attracting much attention and the attendant in charge is kept busy distributing small sample pails of "Crown" syrup. The company will be pleased to mail a sample pail free of charge to any readers of The Canadian Grocer who may desire them.

**National Cash Register Co.**

A centre of attraction is the commodious booth of the National Cash Register Co. It is square in formation with blue velvet hangings, a color which harmonizes beautifully with the metal exhibits. A fringe of the velvet edged with gold also hangs gracefully from the roof. On the floor space stands a number of square antique cabinets, the four sides of which display beautifully illum-



Canadian National Exhibition—Exhibit of Edwardsburg Starch Co.

inated pictures of the company's factories and of various institutions established for the benefit of their employes. On each of these cabinets are displayed different styles of National cash registers. The firm's chef d'oeuvre is the National Multiple Register which is really six registers in one. It is built to be operated by six different clerks, each of whose transactions is separately recorded and affords a positive and complete check on every transaction of the day.

At the back of the booth against the velvet background are displayed individual component parts of a cash register, the number of which would probably surprise most people. In the National Multiple Register there are in the neighborhood of 3,000 separate and distinct parts, which explains, as the firm's notice says, "why good cash registers cost something."

**Canadian Gelatine Co.**

The Canadian Gelatine Co., Toronto, has a neat and fresh looking booth in one of the main aisles of the Manufacturers' Building. The main color scheme is lemon yellow, to which touches of color are added by various colored moulds of flavored jelly or to be more explicit "Gel-O." In the background are banked masses of ferns and palms. At the counter maidens dispense samples of "Gel-O" to hungry Exhibition visitors.

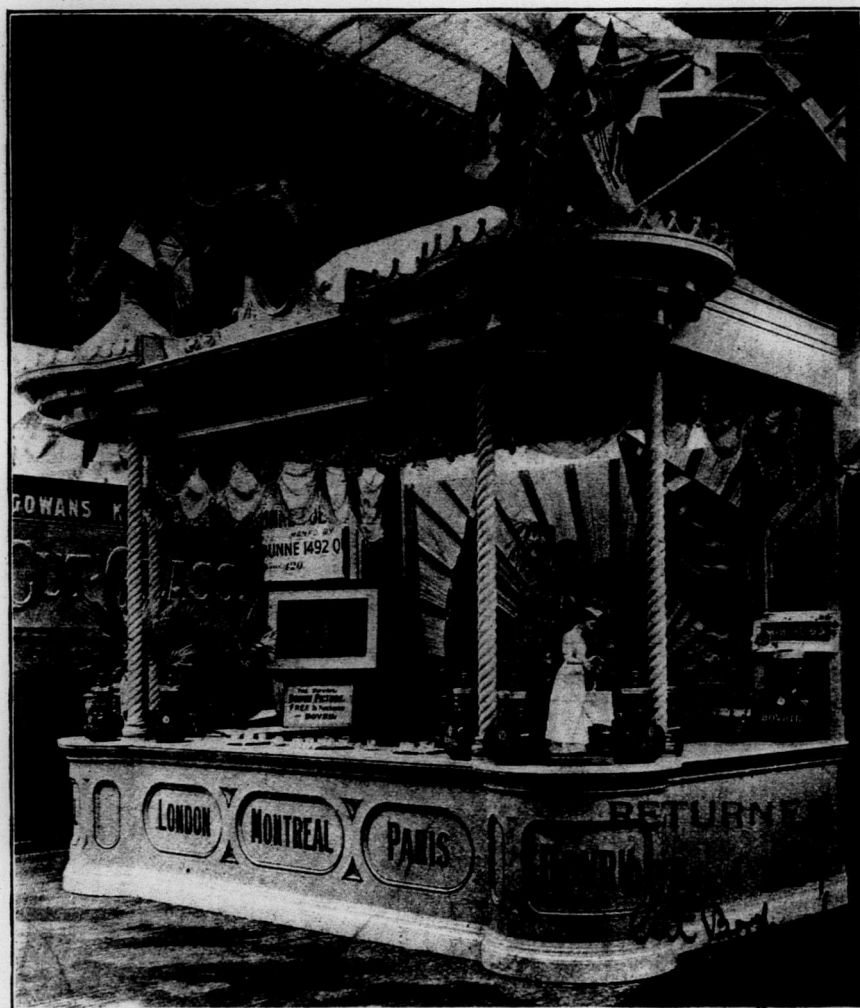
**John Taylor & Co.**

Have an exhibit of perfumes which for artistic excellence is hardly to be excelled by any at the Exhibition this year. Under a tall canopy of green is situated a large upright cabinet of antique oak and plate glass containing an artistic assortment of Taylor's "Valley Violet" perfumes. From the canopy festoons of green and flowers extend to the four corners which are flanked with high growing plants of purple iris. Hangings and carpets of purple velvet give a luxurious finish to the display.



Canadian National Exhibition—Exhibit of The National Cash Register Co.





Canadian National Exhibition—Exhibit of "Bovril."

**Bovril Limited.**

No expense or pains have been spared by a number of the largest manufacturers this year in making their exhibits works of art that will not only take the fancy of the sightseers at the Fair, but remain as attractive pictures in their memory long after the Exhibition is a thing of the past. This is notably true of the proprietors of "Bovril" who are to be congratulated upon having one of the most beautiful exhibits in the Manufacturers' Building.

It takes the form of an Oriental shrine, with cupola and supporting pillars of palest ivory with delicate tracing in gold. Color and life is lent to the interior by hangings of pale green silk, palms artistically arranged, and here and there a Union Jack or ensign. The monarch of the forest occupies a commanding position and rears his majestic antlers as if in defiance of all competitors of "Bovril." In the background is a fine bit of bronze—the traditional bison with the motto under-

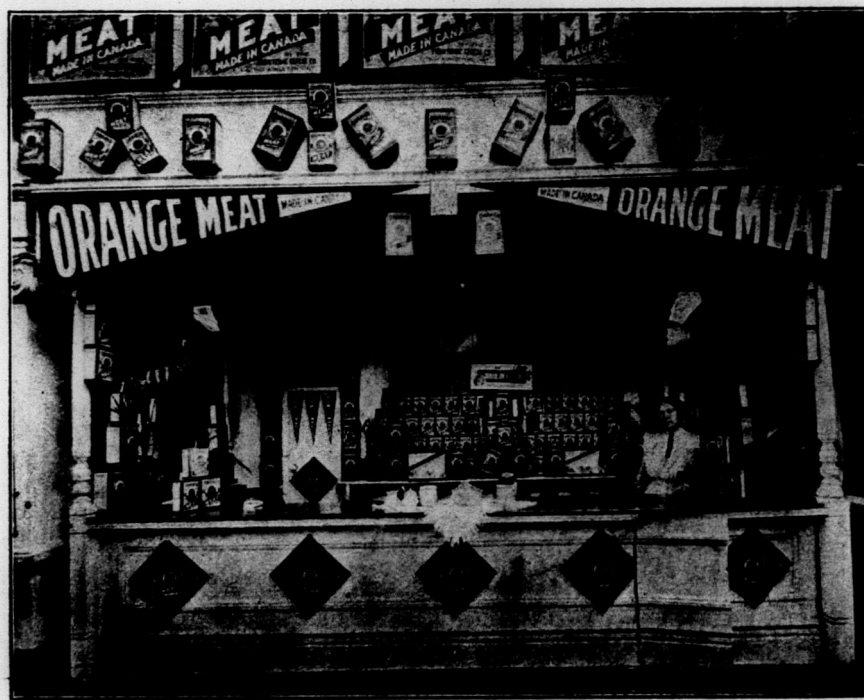
neath—"Alas my poor brother." Pyramids or "Bovril" artistically piled complete the interior decoration.

The work of demonstration is in charge of Mrs. J. H. Small, of Montreal, who, with her assistants has won the approbation of thousands of visitors. No one can say he has not met with the utmost consideration and courtesy when incidentally he dropped in to have a cup of "Bovril."

"Bovril" came into existence shortly after the Franco-German war. The French Government was much concerned at the hardships many of the French garrisons had been compelled to pass through and sent a commissioner to Canada to investigate the question of concentrated provisions. The actual investigation came to little at the time, but led to the discovery of the ideal form of nourishment known first as "Johnston's Fluid Beef," and later in an improved form as "Bovril."

**Frontenac Cereal Co.**

Another very effective display is that of "Orange Meat." Round the top of the roof is built a superstructure about four feet high consisting of cardboard divided into shapes resembling the well-known "Orange Meat" packet. Inside against the back wall are built up artistic piles of this popular breakfast food. Orange colored bunting in graceful festoons gives an artistic touch to the whole. Several lady attendants dispense packets to interested visitors.



Canadian National Exhibition—Exhibit of The Frontenac Cereal Co.



The Frontenac Cereal Co started in business just about a year ago and some idea of their progress may be gathered from the fact that now their product is to be found in every colony of the British Empire. The company make the claim that theirs is the only breakfast food that is put up in hermetically sealed packages lined with mercerised paper thus making the food absolutely moisture and vermin proof. No human hands touch this food from the time it leaves the ear till it is put on the table.

**Cerebos.**

Numerous as the exhibits are in the Manufacturers' Building none is more characteristic and neat than that of "Cerebos" salt, made by W. G. Patrick & Co., agents and importers, Toronto.

The exhibit is compact with the predominant color effect bright red. Large palms scattered artistically about serve to relieve the severity of the excellent display of tin packages of "Cerebos" table salt which takes the form of a graduated pyramid. "Cerebos" salt is manufactured at Newcastle-on-



Canadian National Exhibition—Exhibit of The E. W. Gillett Co.

Tyne, England. It is claimed for this commodity that it contains a requisite proportion of phosphate of bran, which

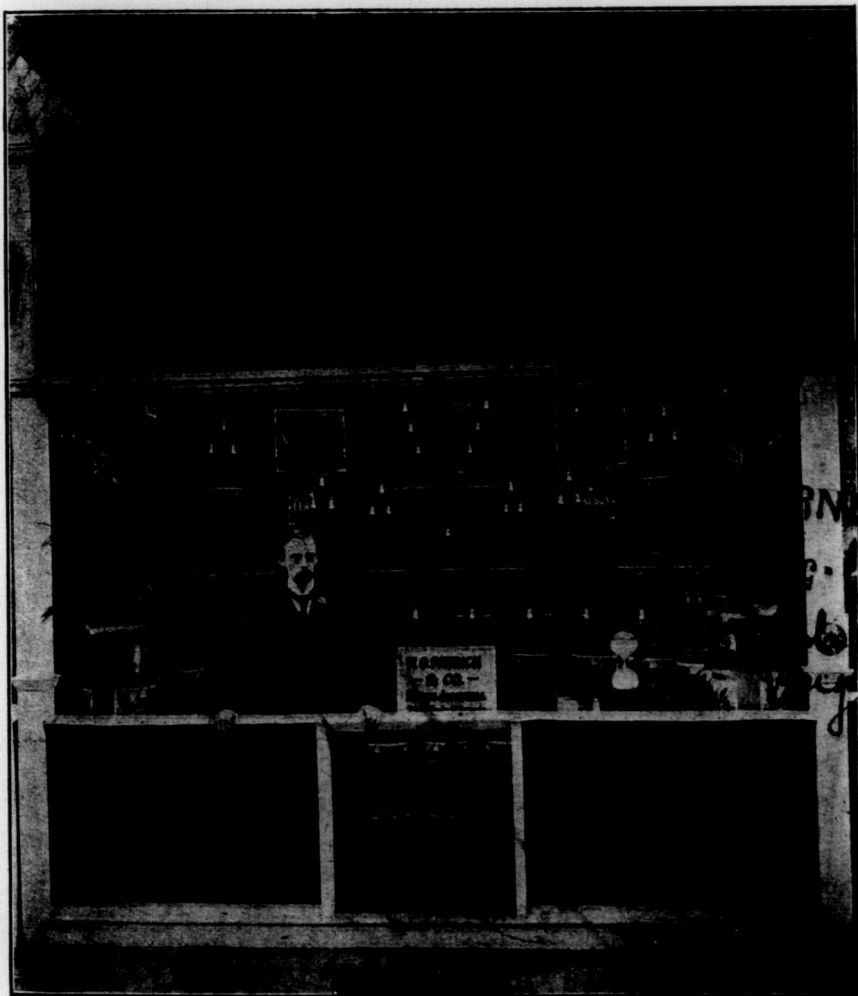
renders the salt fine, dry and free from caking.

**E. W. Gillett Co.**

This exhibit deviates from the massive, substantial style characteristic of most of the larger booths, this year, in being open without canopy or roof. It is screened off merely by a low white balustrade on an olive green foundation, with large palms at regular intervals. The floor space is spread with rich Oriental rugs and fitted with antique ebony chairs and divans. The rear is hung with green curtains and between the white supporting pillars are stacks of Imperial and Magic Baking Powders and Gillett's Perfumed Lye. In the foreground rise imposing pyramids of Gillett's well-known products—capped with chandeliers bearing four immense electric lights. The exhibit as a whole has a luxurious, airy appearance which is enhanced at night by a great number of incandescent lights.

**The Nasmith Co.**

The Nasmith Co., Toronto, has adopted the prevailing mode and has erected a structure in white and gold with low railings and counters surmounted by colonial pillars. Over the structure is a huge canopy of red with yellow lining. The prevailing color in the interior is rich blue which serves as an effective background for numerous ornamental glass jars filled with Nasmith's brand of chocolates, bon-bons, etc. Mirrors and plate glass show cases also help



Canadian National Exhibition—Exhibit of Cerebos Salt.





Canadian National Exhibition—Exhibit of The Nasmith Co.

to lend an air of elegance to Nasmith's artistic exhibit in the Manufacturers' Building.

**The Pure Gold Co.**

The Pure Gold Co.'s exhibit seems to be attracting great attention from the ladies' contingent at the Exhibition, the booth usually being surrounded by a throng of animated visitors. The exhibit, moreover, is well deserving of their attention, as the company's popular goods are displayed to excellent advantage. A handsome glass case at one end contains a full line of the company's flavoring extracts so well known to the trade, while another case at the corner of the counter is filled with dainty samples of jellies. At the back are built up artistic mounds consisting of cases of coffee, baking powder, salad dressing quick pudding in various flavors, jelly, etc., all of course "Pure Gold." The lady attendants are ex-

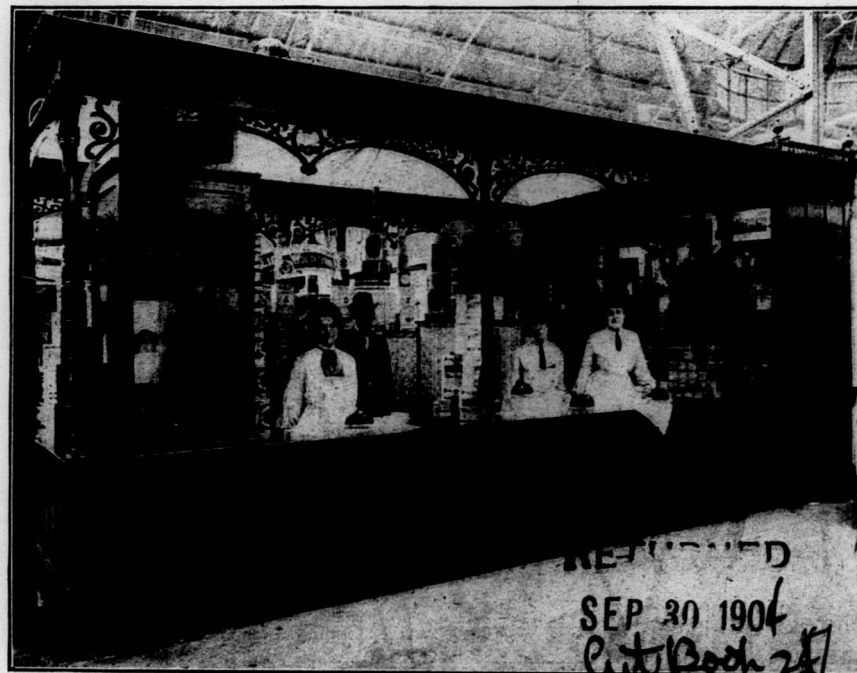
ceedingly courteous and anxious to explain and please.

**Black Bros & Co.**

Black Bros. & Co., of Halifax, have seized upon a happy thought in bringing up from the Maritime Provinces a taste of the sea by way of a real lighthouse. This makes a very effective centrepiece for Black Bros. & Co.'s excellent exhibit of "Halifax" and "Acadia" brands of prepared codfish in the Manufacturers' Building. The lighthouse is illuminated in the evenings and presents a very attractive and beautiful spectacle.

For about a century have Black Bros. & Co. been in the fishing and outfitting business. Indeed you may say that the history of this firm is part and parcel of the history of the great fishing industry of Nova Scotia. But until lately their trade in fish was entirely foreign and the fish they sold were cured especially to suit foreign tastes. Quite recently their thought was directed to preparing it in a manner that would suit the taste of the consumers of Canada, and thus was inspired the idea of making and putting up in packages the different brands of prepared codfish known as "Halifax" and "Acadia." These brands were devised after a course of experiment and study, and commanded a ready sale as soon as put on the market, even in Nova Scotia, where the people had been accustomed to the very finest quality of codfish.

These fish are put up in neat boxes of two and three pounds. In Halifax



Canadian National Exhibition—Exhibit of The Pure Gold Co.

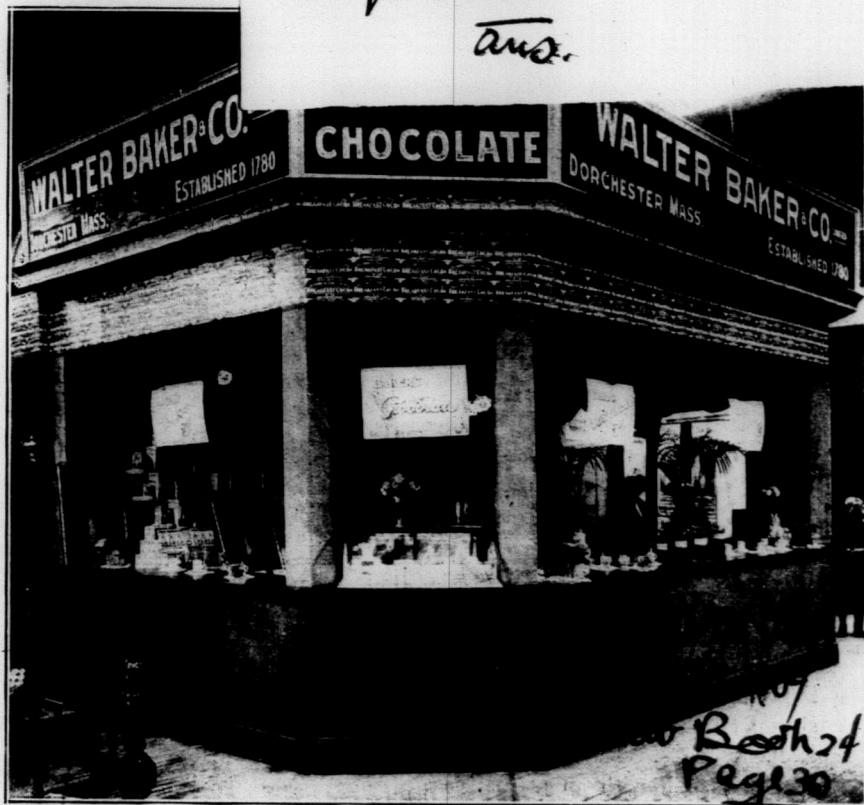


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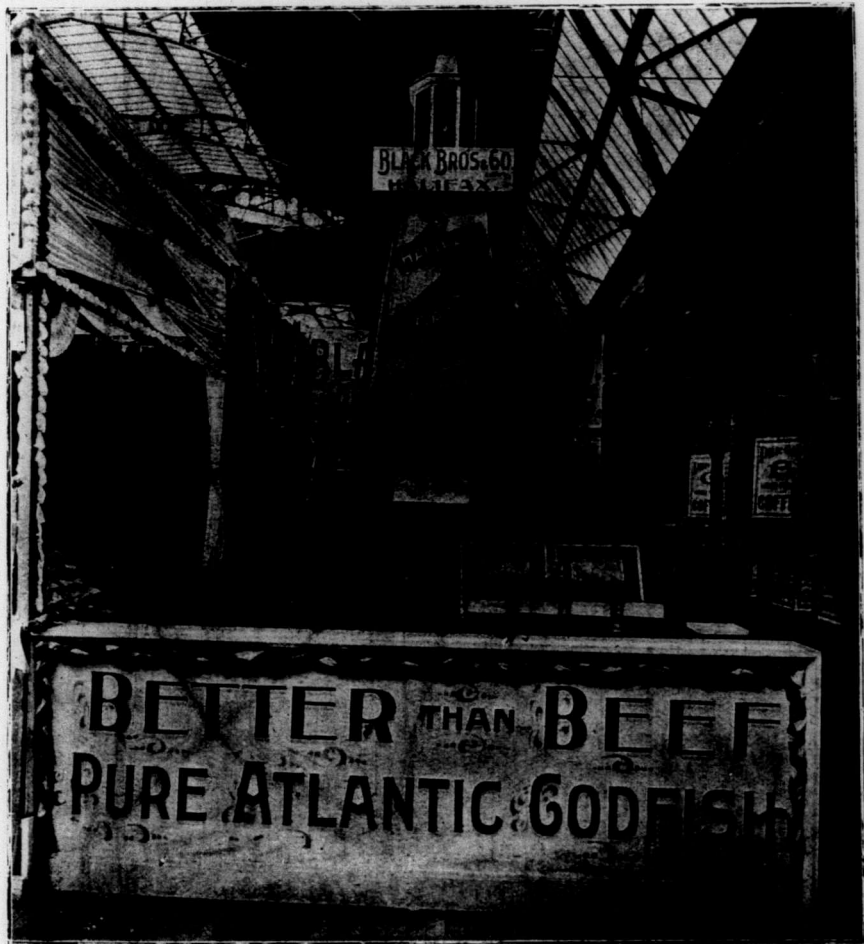
"Lighthouse" brand—more commonly known as just "Halifax"—nothing but the very best quality of fish is used. The product has that pure, white look that renders it so attractive to the housewife, and it makes up into particularly tempting-looking dishes. What is quite as much to the point, it makes up into the very tastiest of dishes. The fish is just salty enough to be nice, and has a flavor when cooked that one does not grow tired of. The same may also be said of the taste of "Acadia" brand, prepared codfish.

Black Bros. & Co's brands of prepared codfish are absolutely boneless and can safely be recommended as a most nutritious food.

Few grocers have realized hitherto the magnitude of the codfish industry which, as a matter of fact, is practically equal in importance to the salmon industry. The catch of 1903 amounted in value to over \$4,000,000. The grocery trade would find it much in their interest to give greater prominence to this line of goods, as there is no doubt that once "Halifax" and "Acadia" brands of prepared codfish are thoroughly known



Canadian National Exhibition—Exhibit of The Walter Baker & Co.



Canadian National Exhibition—Exhibit of Black Bros. & Co.

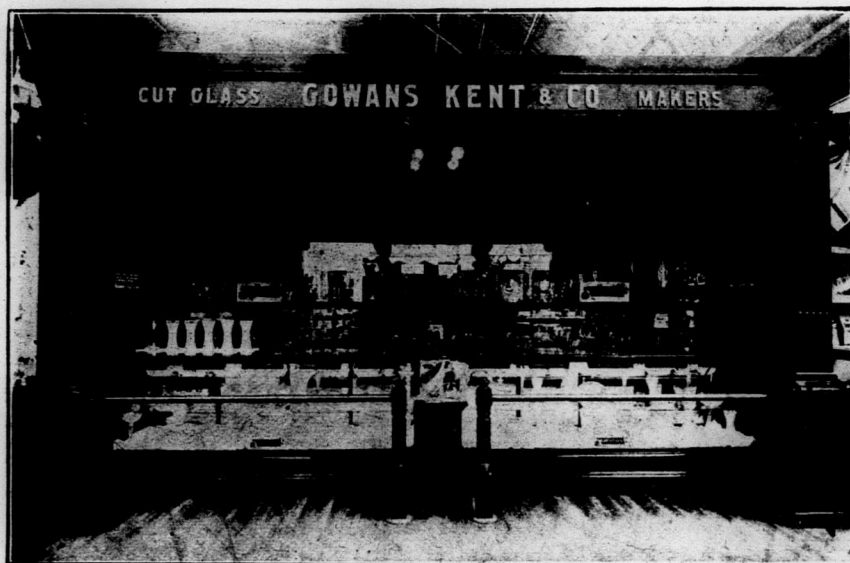
to the public they will become a staple article of diet.

**Walter Baker & Co.**

The booth of Walter Baker & Co. is especially prominent for its tasteful simplicity. The counter forms a semi-circle, the roof being supported by two pairs of pillars. The predominant color is of course chocolate brown, while from the ceiling hangs yellow drapings in graceful festoons. On the counter are displayed various specimens of the company's well-known chocolates, with an assortment of cocoa beans, cocoa pods, etc. On stands at the back of the booth are built up an artistic pile of "Breakfast Cocoa" in 14, 1-2, 1 lb. and 5 lb. tins, interspersed with pictures of "La Belle Chocolatiere," the company's well-known trade mark. Two of the young ladies in charge are dressed in the costume of "La Belle Chocolatiere" and perform their functions with much grace.

This firm's goods have now been on the market for a period of over 120 years. Their name is a household word. The present factory occupies the site on the Neponset River, Dorchester, Mass., on which the original factory was built in 1780, a record the firm is justly proud of.





Canadian National Exhibition—Exhibit of Gowans, Kent & Co<sup>s</sup>

**Gowans, Kent & Co.**

An imposing display of glassware is being shown at the handsome booth of Gowans, Kent & Co. The booth itself is built of solid oak with an attractive sign bearing the firm's name in gilt lettering. Inside the brass rail surrounding the exhibit are two handsome glass cases filled with beautiful specimens of cut glass articles. In the rear against large mirrors are displayed three more elegant cases on a purple velvet covered stand containing a wide assortment of that elegant glassware so well known to the trade. On the top of these cases are ranged a number of handsome lamps, vases, etc., all in cut glass. The whole forms a most striking and creditable display and in every way deserves the universal attention that is bestowed on it.

**Canada Cream Cheese.**

The superstructure of this handsome exhibit is gothic in style with pillars at the sides, all done in pure white with enamel finish. The interior decorations are grouped around a mammoth box of Canada Cream Cheese covered with silver foil. The Canada Cream Cheese trade mark—an Indian in war paint and feathers paddling a birch-bark canoe—makes a prominent scenic background, while tier after tier of boxes of Canada Cream Cheese fill up the intervening space. Young ladies at the counter spare no pains in giving visitors to the Exhibition a practical demonstration of the many excellent qualities of Canada Cream Cheese.

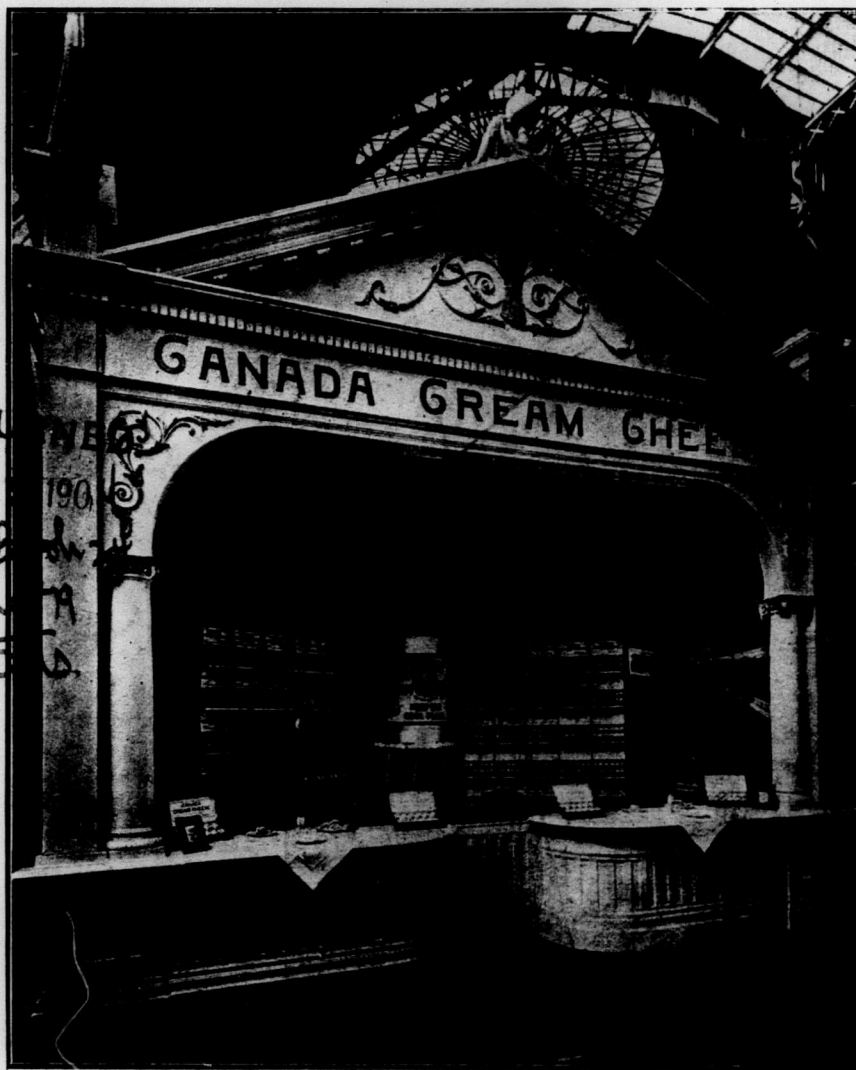
**J. J. McLaughlin.**

The framework of this exhibit is happily wrought out in polished oak, and

in appearance resembles an open Summer arbor. The roof is in the shape of a canopy, crowned by a decorative jar of Hygenia Fruit Juices, and at the four corners by similar jars of smaller size. Branches of grape vines, containing clusters of purple grapes hang from the four sides of the booth, being caught up in the centre by a mammoth bunch of red, white and green grapes, each a miniature incandescent lamp. On two sides of the exhibit are shelves stacked with different varieties of Hygenia fruit juices.

**Sovereign Mfg. Co.**

This exhibit looks as if it had been transported straight from a Parisian art salon," remarked a visitor in passing the Sovereign Mfg. Co.'s exceedingly pretty exhibit. The plain pine wood-work loge, stained green after the fashion of to-day, requires no other decoration than some artistic gold lettering and festoons of American beauty roses. The striking feature of this exhibit is



Canadian National Exhibition—Exhibit of Canada Cream Cheese.



the electric lighting scheme which is carried out in beautifully shaded effects. A Grecian fountain illuminated and hung with garlands of flowers is also a great attraction. Elaborate show cases at the rear are filled with this firm's specialty "June Clover" perfume.

**The Eby-Blain Co.**

An exhibit which cannot fail to attract attention is that of the Eby-Blain Co. The booth is not large but contains a well arranged assortment of Eby-Blain goods, comprising "Kolona" tea, "Gold Medal" coffee, and others of their well-known lines. The predominant feature of the exhibit is a huge coffee pot which towers above the booth and can be seen from one end of building to the other.

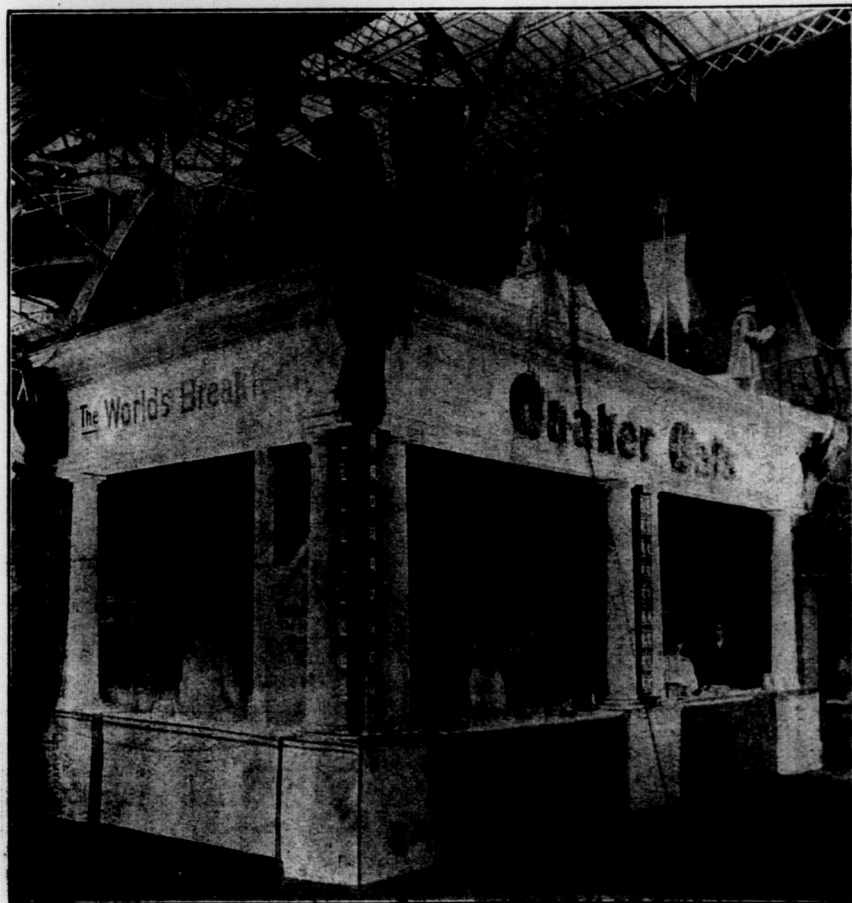
It was intended as a model on a colossal scale of the "Kin Hee Quick Pot" for coffee or tea which the firm claim effects a saving of 25 per cent.

**Quaker Oats.**

The American Cereal Co. has a display which is excelled by none in their own line. Their booth is large and the double pillars supporting it at each corner and the centre give it a very substantial appearance. A sheaf of oats



Canadian National Exhibition—The Eby, Blain Co.'s Exhibit.



Canadian National Exhibition—Display of American Cereal Co.

together with a group of flags ornament the corners of the roof while the words "Quaker Oats" are ingeniously wrought in the natural oats serve as an artistic decoration for the walls.

An imposing display of Quaker Oats is made inside the booth, while two large mirrors placed at angles to each other enable visitors to see themselves smiling while they are partaking of this excellent food. Many a face displays "the smile that won't come off." The decorations are in red and green and are extremely effective. The lady attendants are most assiduous in their attentions to the interested crowds which hover around the booth.

**Eze Mfg. Co.**

The Eze Mfg. Co., Toronto, has a neat little booth looking out over the south entrance to the Manufacturers' Building. The booth itself is covered with red, white and blue bunting, and the interior is stacked with pyramids of Star Ammonia, Washing Powder in red wrappers with gold lettering.

**Blue Ribbon Tea.**

The Blue Ribbon Tea Co., Toronto, are housed this year in a spacious white structure with long, low overhanging roof in bungalow style and side arches





Canadian National Exhibition—Exhibit of The Blue Ribbon Tea Co.

curtained with rich blue hangings. In one corner of the bungalow is an inner recess, also curtained off and serving admirably for a tete-a-tete. Large and small boxes of Blue-Ribbon Tea are in evidence everywhere. A staff of pretty waitresses graciously serve visitors with the cup that cheers but inebriates not.

**H. J. Heinz Co.**

Unquestionably one of the finest exhibits in the Manufacturers' building is that of H. J. Heinz Co. It takes the form of a huge pyramid, on the sides of which rise tier above tier the company's different pickles and other products. The apex of the pyramid consists of a long bottle of pickles which in its turn supports a huge girkin bearing the Heinz trade mark in electric lights.

Three arms connect the pyramid with the pillars at each corner of the counter, on which are placed handsome bottles containing a tempting display of different pickles all arranged in artistic color formations. The Heinz exhibit is in every way worthy of the enterprising firm whose name is now a household word in Canada.



Canadian National Exhibition—Exhibit of The H. J. Heinz Co.

**Harry Webb Co.**

This well-known firm of confection has a handsome exhibit near the main entrance to the Manufacturers' Building. A long low counter in white enamel serves as a foundation for a number of white pillars which in turn support a canopy. The hangings which are in rich blue serve as an effective background for the brilliant display of chocolate in boxes, bon-bons, dainty sweets, candies and novelty boxes bearing the "Harry Webb" trade mark.

**Maclure & Langley.**

The exhibit of Tobler's Swiss Milk Chocolate, made by Maclure & Langley, importers, Toronto, is deservedly attracting a great deal of attention, the skilful blending of the delicate light blue and pink shades used in the decorations being very pleasing to the eye. The popularity of Tobler's Swiss Milk Chocolate is amply proved by the crowds that visit the exhibit daily. The lady attendants wear an exact reproduction of the Swiss costume and very pleasingly explain the process of manufacture of this celebrated chocolate. Tobler's is one of the oldest manufacturers of Swiss chocolate, and its products have been awarded gold medals at

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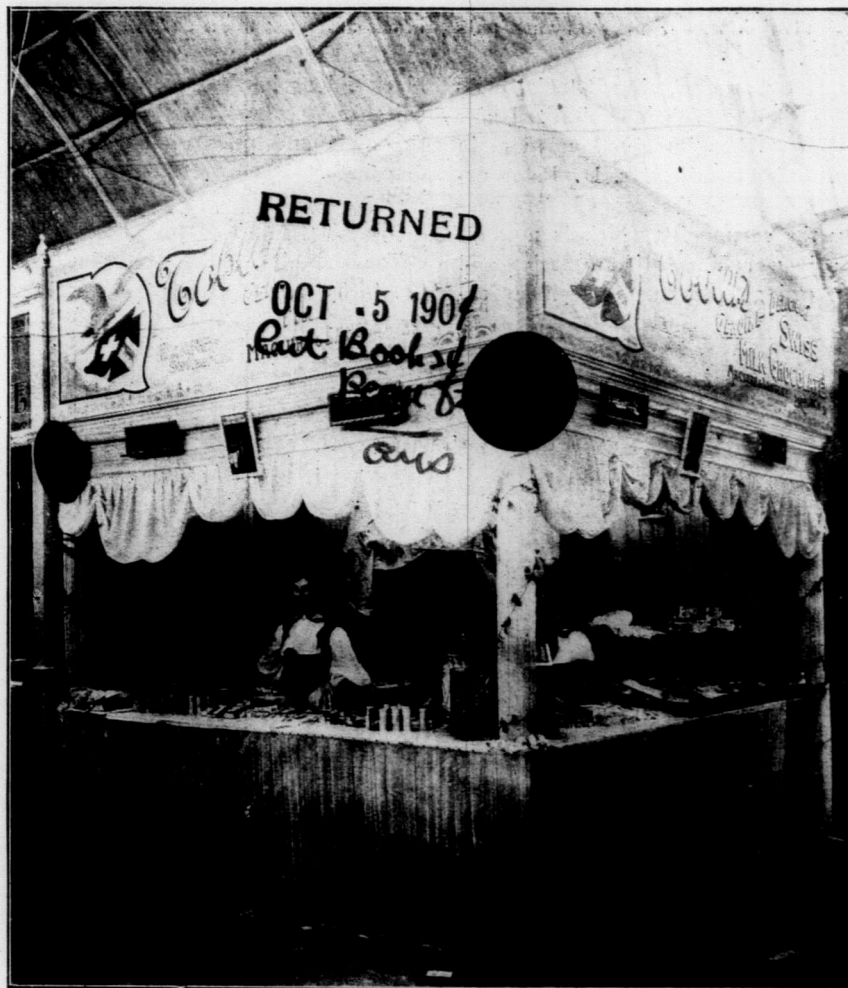


many European exhibitions. One important feature in the manufacture of Tobler's chocolate is the fact that it is ground for five days by electric machinery run by water power. This adds greatly to its digestive qualities. It is put up in the form of croquettes, tablets, fancy boxes, etc., all of various sizes.

The shipments received by Maclure & Langley are large and are steadily increasing with the growing demand, never less than a carload being received at one time.

**Lever Bros.**

The proprietors of "Sunlight Soap" may justly lay claim to having one of the miniature palace exhibits in "Royal Row" in the Manufacturers' Building. It takes the form of a colonnade with three wings, having massive pillars in white and yellow embossed in gold, and surmounted by an ornamental balustrade. Over the centre wing are displayed the lion and the unicorn with flags and pennons artistically crossed. Some feet within the front railing rise a number of plate glass cabinets filled with Lever Bros' newest brands of soaps including among others the "Monkey Brand," "Crest," "Lifebuoy" and "Cheerful." Above the cabinets, filling in the upper space to the roof, are a number of framed pictures illustrating Lever Bros' factories in various parts



Canadian National Exhibition—Exhibit of Maclure & Langley.



Canadian National Exhibition—Exhibit of Lever Bros.

of the world. Within the floor space palms are grouped here and there among glass show cases on pedestals containing several lines of toilet soaps put upon the market at the beginning of the present year, namely the "Coral" and "Silkskin" brands. These soaps are put up in 5 and 10c lines and are rapidly achieving an enviable reputation.

**Peter's Chocolate**

This exhibit is undoubtedly one of the centres of attraction in the Manufacturers' Building. It possesses all the advantages of a corner situation and is artistically draped in white and green. Two attractive young ladies gowned in the national Swiss costume with laced bodices of black velvet and soft muslin fichus have the work of demonstration in hand. W. G. Patrick & Co., Toronto, who are the agents for "Peter's" chocolate, are to be congratulated on having secured the services of such efficient demonstrators. They are not only pretty but have a way of imparting to all who pass the booth "the smile that won't come off." He is an un-human wretch who does not become per-



sueded straightway that everyone eats "Peter's."

The firm manufacturing Peter's Swiss milk chocolate, which is capitalized now at \$5,000,000 has its headquarters in Vevey, Switzerland. Mr. D. Peter experimented nearly ten years before producing the commodity which is now almost a household word in America and Europe owing to its many excellent fea-

black and yellow—a sort of open lattice at the sides being formed of satiny black oblong horseshoes. The walls are suitably decorated with pictorial testimonials and piles of Packard's shoe dressings.

#### Metallic Roofing Co.

The exhibit of the Metallic Roofing Co. is by universal consent one of the

tistic workmanship. Inside on stands are displayed a circular group of samples of exterior and interior decoration in different styles and colorings. Another line that is displayed is the company's fireproof window. The distinguishing feature of this window is the way in which the wire netting is made inside the glass. The advantage of this is that in case of fire, while the glass may crack it will never fall out and thus allow a draught of air to fan the flames. At the back of the booth against a rich velvet hanging is displayed an attractive line of zinc and copper ornaments eminently suitable for decorative cornice work.

#### The Eureka Refrigerator Co.

The exhibit of the Eureka Refrigerator Co., Toronto, is proving a big attraction to all up-to-date butchers and grocers, who visit the annex at the entrance to the Exhibition grounds. Mr. F. W. Reed is in charge of the exhibit and takes particular pleasure in pointing out the many excellent features of Eureka butcher, grocer and domestic refrigerators respectively, the latter of which are made to order by the company. It is claimed for the "Eureka" that its air chambers are entirely free from that humidity which is the weak point in many refrigerators to-day.

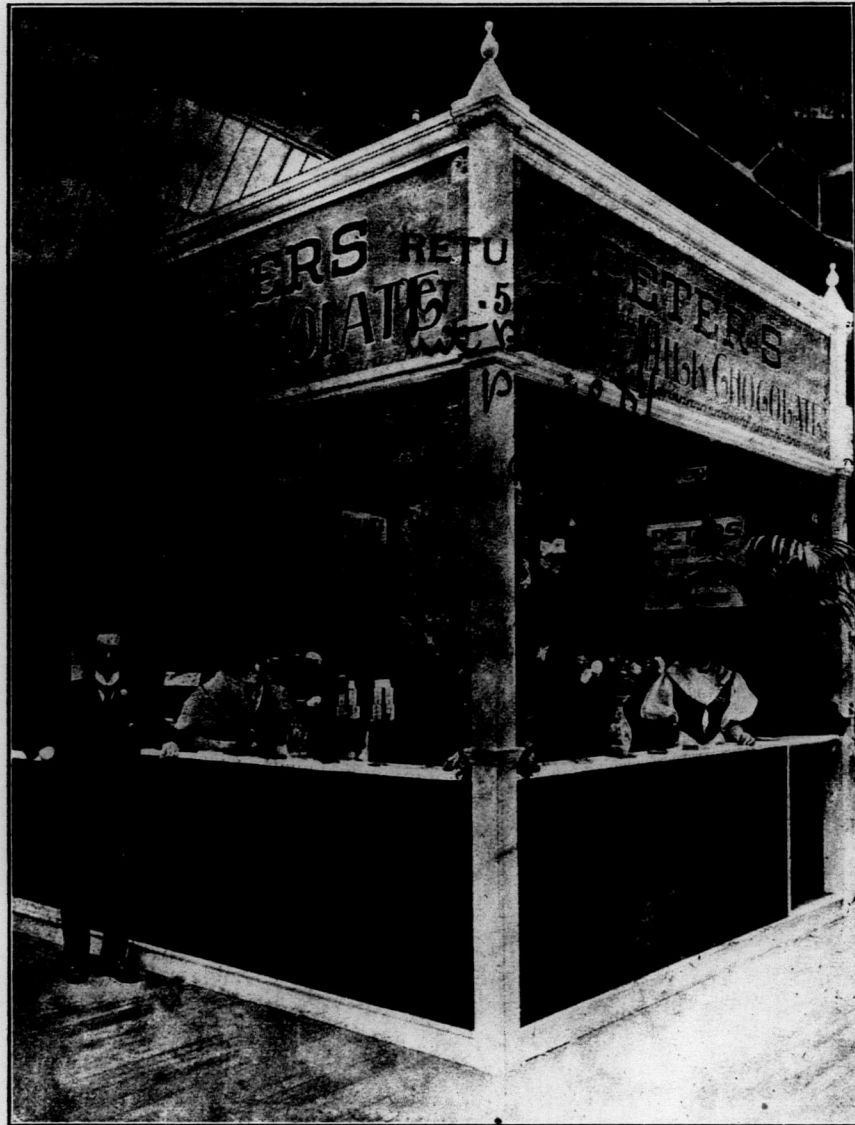
The "Eureka" company are feeling the results of the growing time and are now erecting a manufacturing plant in Toronto, to be completed by December next, which will be three or four times the capacity of the present one.

#### The Imperial Starch Co.

This firm from Prescott, Ont., has worked out a decidedly original and effective scheme in its exhibit in the main aisle of the Manufacturers' Building. The predominating colors are blue and white, the most striking feature of the exhibit being a huge pyramid of packages of "Royal Gloss Laundry Starch," "Imperial Crystal Gloss Starch" and "Imperial Corn Starch," the whole topped by shields and flags and a huge rock of starch. On the double counter are exhibited tall glass vials containing samples of the Imperial Starch Co.'s products including raw and refined "Banner Golden Syrup."

#### The Ingersoll Packing Co.

The exhibit of Millar's Paragon Cheese, while following the colonial style so popular this year, is handsome and spacious. The dead white of the



Canadian National Exhibition—Exhibit of Peter's Chocolate.

tures. It is used extensively by Swiss mountain climbers as well as a number of large European hospitals on account of its sustaining properties.

#### Packard & Co.

Jockey colors, horse shoes, etc., are quite in keeping with the spirit of Packard's shoe dressing for various colors and qualities of leather and combinations of liquid and paste, so familiar to all. Packard & Co. have a compact, but artistic exhibit with color effect in

finest at the Exhibition and reflects the greatest credit on that enterprising firm. The structure in which the exhibits are displayed is in itself a source of much admiration. It is a building of striking proportions in the Eastern style of architecture. Everything is constructed of metal, but it has the appearance of a stone structure, supported by marble pillars. The metallic roofing of the interior has evoked much admiration and is really a beautiful specimen of ar-





Canadian National Exhibition—Exhibit of Millar's Paragon Cheese.

pillars and roof are relieved by red and striped Oriental draperies. The background is in quiet and subdued colors, and serves admirably to display shelves and conventional stacks of Millar's Paragon Cheese packages. The Toronto agents for the Ingersoll Packing Co., is W. H. Millman & Sons.

**C. Wilson & Son.**

The feature of the exhibit of C. Wilson & Son of chief interest to the grocer is their fine display of scales in Machinery Hall, which is certainly second to no scale exhibit ever shown in Canada. They have a most complete line of their well-known scales on view, ranging from the chemist's scale, which registers the weight of a grain, to the huge railway weigher, capable of registering 100 tons. All their scales are made with a fine finish and their accuracy and durability are well known to the trade. Ball bearings and agates are



Canadian National Exhibition—Exhibit of C. Wilson & Son.

used wherever practicable. This firm has been building scales in Toronto for the last 53 years and has achieved a reputation of which they may be justly proud.

**The Globe Metal Polish Co.**

Have a neat and artistic booth in the annex, in a white and yellow color effect, with rich green drapery, and a black background which serves particularly well to show off the graduated stocks of Globe Metal Polish packages. The commodity itself is used for polishing gold, brass, silver and copper, and the loquacious miss in charge of the exhibit in her own inimitable way seeks to impress upon all visitors that Globe Metal Polish is "non-inflammable, non-poisonous, non-injurious" and goes so far as to say "it is used by the coachman of King Edward's household."

**PERSONAL MENTION.**

Mr. J. A. McFarlane, grocer, Shakespeare, Ont., called at the Toronto offices of The Grocer this week.

Mr. J. A. McGuane, manager of New York branch Salada Ceylon Tea Co., spent a few days in Toronto this week.

Mr. P. C. Larkin, of the Salada Tea Co., accompanied by Mrs. and Miss Larkin, is spending the week in New York.

Mr. White, of Polley & White, Trenton, and Mr. Matthews, Jr., Trenton, the well-known evaporated apple men of the east, were visitors to the Montreal trade this week.

Mr. Issa Tanimura, Minister of Commerce and Finance for the Japanese Gov-



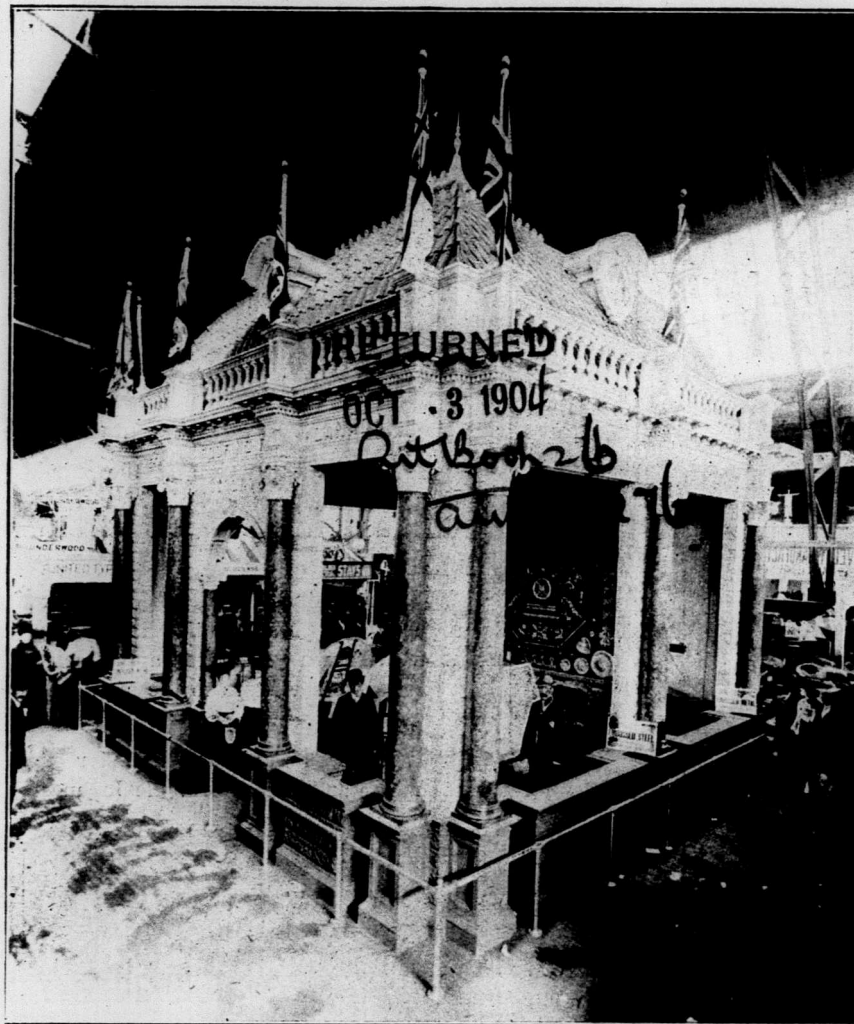
ernment, was introduced on 'Change at Montreal this week by the secretary of the Board of Trade.

Mr. Maurice Du Pare, representing the "Cognac Distilleries" of France, was a guest at the Corona Hotel, Montreal this week. The Lawrence A. Wilson Wine Co. are agents in Canada for Mr. Du Pare's celebrated house.

Mr. O. Lefebvre, proprietor Ocean Mills, Montreal, is taking a few weeks' vacation. The St. Louis Exposition is

& Co., Halifax, has returned from a few days' trip to the Canadian National Exhibition at Toronto, where his firm has an exhibit. Mr. Brittain speaks enthusiastically of the Exhibition and the work that is being done in educating the public to the use of prepared fish

Mr. Chas Gyde, Montreal, who has been making a trip through Manitoba, the Northwest Territories and British Columbia during the past two months,



Canadian National Exhibition—Exhibit of The Metallic Roofing Co.

the principal point on his list and no doubt most of his time will be spent among the wonders of the Ivory City.

Mr. W. P. Innes, late of the Simcoe Canning Co., and now of the Canadian Cannery, was in Montreal this week on a pleasure trip, and called on some of the leading wholesale houses. Mr. Innes was looking well, and is head of a most successful and interesting business.

Mr. A. H. Brittain, Montreal and Quebec representative of Black Bro.

has returned to Montreal. Mr. Gyde speaks glowingly of the prospects of the Great West. He was particularly impressed with the growth of Winnipeg as a business and distributing centre. What was very satisfactory to Mr. Gyde, however, was a plentitude of orders.

The Dominion Government has established a close season in connection with the sockeye fisheries of British Columbia extending annually from August 25 to September 15, both dates inclusive.

#### NEW CUSTOMS REGULATIONS.

COPIES of the memorandum issued to collectors of customs by the Commissioner of Customs, on August 20, have come to hand. The memorandum reads:

To Collectors of Customs:

Instructions regarding Duplicate Invoices, Invoice Forms and New Certificates and Declarations on Invoices; and also regarding Revised Oaths on Bills of Entry (in force October 1st, 1904).

(1.) Copies of the Orders in Council of this date in relation to duplicate invoices, new certificates and declarations on invoices, and in regard to changes in the oaths on custom bills of entry are appended hereto with instructions for the guidance of customs officers and others concerned.

(2.) Take notice that the new forms come into effect on October 1st, 1904.

Collectors may, however, for a temporary period (not later than December 31, 1904) accept entries on invoices bearing certificate "J" or declaration form "6," in cases where it appears impracticable for the importer to furnish an invoice as prescribed with certificate form "M" or declaration form "N;" but in such cases collectors will require that invoices of goods subject to specific duty shall also bear certificate form "J" when not certified on the new form "M."

(3.) Duplicate invoices are required to be delivered with bills of entry from 1st October, 1904. Provided, however, that a copy of the original certified invoice, if compared and initialed "true copy" by the customs officer, may be accepted as the duplicate invoice.

The duplicate invoice shall in all cases be annexed to the bill of entry and the rate of duty as on the entry shall be noted on both invoices beside the figures for the totals entered.

The customs officer at the port of entry who checks the entry with the invoice, shall initial the ratings on both invoices.

Both invoices shall also bear the entry number.

One copy of the bill of entry with the invoice (or copy) annexed thereto shall be forwarded by the collector to the commissioner of customs, Ottawa, in envelope A.

(4.) In respect of postal or express parcels containing donations or goods not being merchandise for sale, valued at not more than \$25, the collector may dispense with the requirements for an invoice when it is impracticable to produce such invoice. The goods to be appraised by the customs officer in such cases.

(5.) Collectors may accept invoices for the entry of free goods (except wire

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rods) without certificate form "M" thereon.

(6.) The forms of invoices in the appendix hereto marked (1-M) and (2-N) are approved.

(7.) The oath, form 2 as revised, only applies to the entry of goods exported to Canada on consignment without sale by the exporter prior to shipment.

Collectors may permit oath form 1 (revised) to be taken by the consignee as agent for the owner if the purchaser's true invoice be delivered with the bill of entry, in cases where goods sold by the exporter prior to shipment are consigned to a person other than the owner in Canada.

Such consignee may also be permitted to include on the same entry in consecutive order, goods described in several invoices for different owners, when arriving in one combined package.

(8.) Collectors may permit old entry forms to be used temporarily in necessary cases for a short period after 1st October, 1904, but not later than December 31, 1904, provided that paragraph 12 of the revised oath No. 1 be written and attested to on the entry when the old form oath No. 1 is used, and that paragraph 12 of the revised oath No. 2 be written and attested to on the entry when the old form of oath No. 2 is used.

(9.) Note particularly that the certificate form "M" takes the place of the old certificate form "J" on all goods sold prior to shipment to Canada (from 1st October, 1904);

Also that declaration form "N" takes the place of the old declaration form "6" (which is repealed from 1st October, 1904) on invoices of goods shipped on consignment.

A new circular for information of exporters, together with specimen of invoice (1-M), is being issued by the department.

It is desired that the new invoice forms be furnished by exporters for customs entries after 1st October, 1904, unless temporarily dispensed with by collectors, in exceptional instances, up to 31st December, 1904.

JOHN McDOUGALD,  
Commissioner of Customs.

#### HINTS TO BUYERS.

H. P. Eckardt & Co., Toronto, have been so rushed with orders of Ludella Ceylon Tea that their shipments have been delayed a few days. They hope to be able to catch up again shortly, when all orders will be shipped promptly.

Buyers of Demerara crystals, and Trinidad and Barbadoes grocery sugar, will find a good assortment with H. P. Eckardt & Co., Toronto.

The Heinz exhibit at the Exhibition has been the centre of great interest.

Their booth has been crowded almost continuously since the show opened. Probably 100,000 people will have tasted their products by the time the fair closes. Some large orders have been placed with H. P. Eckardt & Co., Toronto, for the "57 Varieties" during the past few days.

#### A REMARKABLE DISTRIBUTION.

The vendors of Orange Meat breakfast cereal have been including in every package of their goods a premium coupon. When the consumer has accumulated a certain number of these coupons

faith. He has recently opened up an Australian connection and 5 carloads have been sent to the company's agent there.

Free samples, coupons, general newspaper advertising, and last but not least, the advertising done in The Canadian Grocer, are given credit for the rapid sale of Orange Meat.

#### GERMAN FACTORY BURNED.

The largest sugar factory, named Kullmee, near Thorn, West Prussia, has been burned, involving a loss of \$1,250,000.



Canadian National Exhibition—Exhibit of Imperial Starch Co.

she can exchange them for silverware—tea, dessert and table spoons, sugar shells or butter knives. Between January 1 and August 1 of the current year over 110,000 tea spoons, 3,000 table spoons, 1,000 butter knives and 1,000 sugar shells have been sent out from the Toronto office of the company. This is a surprising statement, and a significant one.

Mr. Pryor, sales agent for Orange Meat, is delighted with the progress of the article to which he has pinned his

The fire caused a rise in the sugar market at Hamburg of 3c a hundredweight.

#### NEWS WANTED.

Smith: News wanted of Henry Smith; last letter from Jermyn street, London, April, 1897. Last heard of at Cumbernauld, Scotland, in March, 1901. Then leaving for Canada to engage in the grocery business.

Any information will be thankfully received by his son,  
WILLIAM SMITH,  
53 Aspen Grove,  
Liverpool, England.



# REPEATS ROLL IN

By Mail,  
Telegraph,  
and Telephone

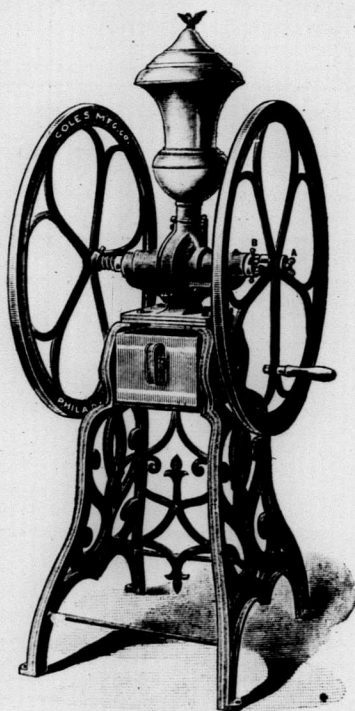
This proves all that you are interested in knowing, viz.—that “Salada” Ceylon Tea is a seller—and this of no ordinary nature.

**Black, Mixed or  
Natural Green**

**Sealed Packets Only.**

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

**Wholesale Terms from “SALADA” Toronto and Montreal**



No. 17. List Price, \$40.00.

## Goles Goffee Mills

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

**A GREAT  
LABOR-SAVER.**

*Our Grinders wear longest.*

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

**Coles Manufacturing Co.**  
PHILADELPHIA, PENNA.



## **Brantford Prepared Corn Starch.**

makes many delightful, wholesome dishes, that are greatly appreciated by the little folks as well as the grown-ups.

Most of your customers know Brantford Corn Starch and want it often—let the rest of your customers try it and they will want it too.

All this means more business for you.

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



# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### Groceries.

Toronto, Sept. 8, 1904.

**T**HE week of Exhibition has brought about a considerable increase in the volume of business actually done in wholesale circles. More than the usual number of retailers have been in town, and almost without exception have found it convenient to visit their favorite wholesale grocer, placing orders incidentally which had been overlooked when the traveler was last on his rounds. The wholesale trade is gratified not only because of these direct good results, but because it is a great boon to business to have customers come into direct touch with the heads of such firms.

The regular Fall trade can hardly be said to be well under way as yet. Prospects, however, point to a splendid Fall season, additional leaven having been added by the improvement in western grain crop conditions.

Sugar remains very firm, an advance in Canadian refined having come into effect on September 1 following a similar advance in New York. Canned goods are firm, particularly 1904 pack sockeye salmon, which has been withdrawn from the market. Syrups and molasses, tea and coffee, spices and rice and tapioca are without special feature for the week under review. Additional firmness rules in the foreign dried fruit and nut markets respectively.

### CANNED GOODS.

The principal item in canned goods this week is the continued firmness of the sockeye salmon market. It is believed that packers at the Pacific coast are general in their withdrawal of quotations. Unquestionably they must have a market in view, presumably the English market, for what has not been already sold, which will pay higher prices rather than do without British Columbia Sockeye salmon. In view of the firmness of the situation, lower prices in salmon can hardly be expected this year. It is known definitely that Australia is bidding for sockeye and that considerable quantities will be forwarded there.

The usual volume of trade in canned vegetables and fruits continues. Neither

corn nor tomatoes, new pack, are on the market yet, nor is any reliable information available regarding the extent of the pack.

Some new pack kippered herring have arrived on this market, and higher prices are reported on account of the relative smallness of the catch this season. Our quotations are as follows:

|                                                     |               |
|-----------------------------------------------------|---------------|
| Apples, 3s.                                         | 0 90          |
| gallons                                             | 2 20          |
| Asparagus, American                                 | 4 00          |
| tips, 2s.                                           | 2 65          |
| Beets, 2s.                                          | 0 90          |
| Beets, 3s.                                          | 1 00          |
| Blackberries, 2s.                                   | 1 50          |
| Beans, 2s.                                          | 0 80 0 92     |
| Corn, 2s.                                           | 1 25 1 35     |
| Cherries, red, pitted, 2s.                          | 2 20          |
| white.                                              | 2 40          |
| Peas, 2s.                                           | 0 82 1 30     |
| Pears, 2s.                                          | 1 45 1 60     |
| 3s.                                                 | 1 90 2 10     |
| Pineapples, 1 1/2 s.                                | 1 50 1 60     |
| 2s.                                                 | 1 80 2 75     |
| 3s.                                                 | 2 50          |
| Peaches, 2s.                                        | 1 65 1 70     |
| 3s.                                                 | 2 60          |
| Plums, green gages, 2s.                             | 1 10 1 40     |
| Lombard                                             | 1 00 1 30     |
| Damson, blue.                                       | 0 95 1 25     |
| Pumpkins, 3s.                                       | 0 95          |
| gallon.                                             | 2 50          |
| Rhubarb, 3s.                                        | 1 90          |
| Raspberries, 2s.                                    | 1 40          |
| Strawberries, 2s.                                   | 1 47 1 75     |
| Succotash, 2s.                                      | 1 00          |
| Tomatoes, 3s.                                       | 1 12          |
| Lobster, talls.                                     | 3 50          |
| 1-lb. flats.                                        | 3 50 3 70     |
| 1/2-lb. flats.                                      | 2 00          |
| Mackerel.                                           | 1 00 1 25     |
| Salmon, Fraser River, "Horseshoe" and "Maple Leaf." |               |
| 1-lb. talls, 5 cases and over.                      | 1 77 1/2      |
| 1-lb. talls, less than 5 cases.                     | 1 80          |
| 1-lb. flats, 5 cases and over.                      | 1 90          |
| 1-lb. flats, less than 5 cases.                     | 1 92          |
| 1-lb. flats, 5 cases and over.                      | 1 17          |
| 1/2-lb. flats, less than 5 cases.                   | 1 20          |
| Chums                                               | 0 95 1 00     |
| Sardines, Sportsman 1/2 s.                          | 0 15          |
| 1 s.                                                | 0 23          |
| Portugese 1/2 s.                                    | 0 08 0 10     |
| P. & C. 1/2 s.                                      | 0 25 0 27     |
| P. & C. 1 s.                                        | 0 35 0 38     |
| Domestic 1/2 s.                                     | 0 03 0 04     |
| 1 s.                                                | 0 09 0 11     |
| Mustard, 1/2 size, cases 50 tins, per 100.          | 8 00 9 00 1/2 |
| Haddies.                                            | 1 00          |
| Haddies, per case.                                  | 4 00          |
| Kippered herrings, domestic                         | 1 00          |
| imported.                                           | 1 45 1 55     |
| Herrings in tomato sauce, domestic                  | 1 00 1 10     |
| imported.                                           | 1 45 1 55     |
| California ripe olives, tins, per doz.              | 4 75          |
| Corned beef, 1s, per doz.                           | 1 50          |
| 2s.                                                 | 2 70          |
| 6s.                                                 | 3 00          |
| 14s.                                                | 29 00         |
| Launch tongues, per doz.                            | 3 00          |
| Potted meats, 1s.                                   | 0 50          |
| 1/2 s.                                              | 1 00          |

For further prices on new pack vegetables and fruits see Quebec markets.

### SUGAR.

Just as we went to press last week there was an advance of 5c per cwt. all round in local refined, following similar advances in New York. There were large sales of raws to New York refiners at 1-16c advance, embracing 65,000 bags Cuban centrifugals for September shipment at 2.94c c. and f. New York for basis 95 test, which is equal to 45-16 duty paid, thus confirming the prediction made in our last report. Since then the tone of the market has, if any-

thing, been firmer, although no further changes in quotations are recorded. Beet sugars after declining to 10s 7 1-2d for September shipment recovered 3d per cwt. and are now quoted firm at 10s 10 1-2d for September and 11s 11-2d for October shipment, the former being equivalent to full current parity of centrifugals in New York markets. Recent cable advices from Europe indicate more favorable weather for the growing crop of beets; a few days of rain can make but little improvement now, however, in crop conditions, a large proportion of the damage being irreparable. Holders are still firm in their pretensions and some sugar afloat in American waters will be stored rather than to accept current quotations.

Receipts at U. S. Atlantic ports for the week ending August 31 were 39,656 tons, meltings 44,000 tons, leaving total stocks in all hands of 124,168 tons, of which over 10,000 tons were in refiners' hands. There were no receipts at Cuban shipping ports for the week while exports reduced stocks 12,000 tons, leaving total stocks in the island of 42,000 tons, against 200,500 tons last year. Combined stocks of Europe and America at latest uneven dates were 1,622,168 tons, against 2,167,073 tons last year, a decrease of 544,905 tons.

The month of August just closed has been eventful in trade as having marked a steady advance in raws of 5 1-6c per lb. quotations of centrifugals at the opening of the month being 4c duty paid, New York for 96 test. The end of the month also marked the close of the first campaign year since the European bounty was abolished, beet sugars having advanced during that period 2s 4 1-2d per cwt. and cone centrifugals in New York 7-16c per lb.

Present indications are that the requirements of the next two months will be very heavy and in view of the general strength of the market it is expected that the present high level of values will be maintained. This is of course contingent on the eagerness or indifference of planters to the sale of their sugars.







expected, however, that the volume will be large until later in the Fall. Cable advices report a sharp advance in Valencia raisins. California fruits continue very low. The first direct boat loaded with currants left Patras early this week. After loading raisins at Denia this currant steamer will proceed to Montreal direct. Our quotations are as follows:

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

| CANDIED PEELS. |           |         |           |
|----------------|-----------|---------|-----------|
| Per lb.        |           | Per lb. |           |
| Lemon          | 0 10 0 12 | Citron  | 0 15 0 18 |
| Orange         | 0 11 0 13 |         |           |

| FIGS     |           |         |           |
|----------|-----------|---------|-----------|
| Per lb.  |           | Per lb. |           |
| Tappets  | 0 03      | Elemes  | 0 09 0 20 |
| Naturals | 0 06 0 09 |         |           |

| APRICOTS.              |           |
|------------------------|-----------|
| Per lb.                |           |
| Californian evaporated | 0 12 0 15 |

| PEACHES                |           |
|------------------------|-----------|
| Per lb.                |           |
| Californian evaporated | 0 08 0 12 |

| CURRANTS.      |           |           |           |
|----------------|-----------|-----------|-----------|
| Per lb.        |           | Per lb.   |           |
| Fine Filiatras | 0 04 up   | Vostizzas | 0 07 0 08 |
| Patras         | 0 06 0 06 |           |           |

| RAISINS.                   |           |         |  |
|----------------------------|-----------|---------|--|
| Per lb.                    |           | Per lb. |  |
| Valencia, fine off-stalk   | 0 06 0 06 |         |  |
| selected                   | 0 07 0 07 |         |  |
| selected layers            | 0 07 0 09 |         |  |
| Sultana                    | 0 06 0 10 |         |  |
| Californian seeded, 12-oz. | 0 09 0 10 |         |  |
| 1-lb. boxes                | 0 10 0 11 |         |  |
| unseeded, 2-crown          | 0 08 0 07 |         |  |
| 3-crown                    | 0 08 0 08 |         |  |
| 4-crown                    | 0 09 0 10 |         |  |

| DATES.    |           |         |           |
|-----------|-----------|---------|-----------|
| Per lb.   |           | Per lb. |           |
| Hallowees | 0 03 0 04 | Fards   | 0 08 0 09 |
| Sairs     | 0 03 0 03 |         |           |

**FOREIGN NUTS.**  
 Filberts have taken a sharp advance, those bringing 6½c in the Spring having jumped to 9½c. Almonds are also advancing. A good crop is expected of both Grenoble and Bordeaux walnuts. During the week shelled Grenoble walnuts and filberts to arrive have each advanced 2c per pound. Our quotations are as follows:

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

**BIRD SEED.**  
 A seasonable demand for bird seed is reported. Cables advise that the market for canary seed is advancing. Our quotations are as follows:

|                      |           |
|----------------------|-----------|
| Canary seed, per lb. | 0 06 0 07 |
| Home                 | 0 04      |

**Country Produce.**

**EGGS.**

There has been very little change in conditions prevailing in the egg market during the past three weeks. The supply continues fair with no appreciable increase or decrease to affect prices. Quotations are strong in every branch of the provision and egg markets.

Prices remain the same as last week—17 to 18c.

**HONEY**

An authority on honey says that the past severe Winter and cold Spring killed 70 per cent. of the bees in Ontario, the same being true of Quebec and the Maritime Provinces. Entire apiaries have been wiped out. Even with a full yield per colony this would reduce the honey crop to one-third. Clover was also Winter-killed, and during its bloom the weather has been abnormally cool. Linden, the next great source for white honey, requires cool weather, and as it opened about July 15, during very hot weather, the honey crop has been decidedly light. Speculators are reported to be getting hold of honey and prices have already advanced, with the prospect of advancing still more. The scarcity of small fruit will tend to further strengthen the honey situation. Our quotations are as follows:

|                                  |           |
|----------------------------------|-----------|
| Honey, extracted clover, per lb. | 0 07 0 07 |
| sections, No 1, per doz.         | 1 65 1 75 |
| No. 2,                           | 1 30 1 40 |

**BEANS.**

Some growers report rust, which may have a tendency to stiffen prices. The demand is fair and prices continue unchanged. Following are the prices we quote:

|                         |           |
|-------------------------|-----------|
| Beans, mixed, per bush. | 1 25      |
| prime,                  | 1 35      |
| handpicked, per bush.   | 1 50 1 60 |
| Lima, per lb.           | 0 05 0 06 |

**Green Fruits.**

Prices brought by domestic fruit during the week under review have been higher than was anticipated. The result is probably caused by the large number of purchasers on the local market during the Exhibition. Arrivals of Canadian fruits from Niagara district, according to reports, are fair, with the exception of Canadian plums and peaches, which are below their respective averages of last year. Fruit merchants report a large consumption of fruit at the Exhibition.

Only two cars of California fruit have made an appearance on the local market during the last week. Prices of domestic fruits are too low for California goods to compete. The season for Valencia oranges is practically over. Jamaicas are expected to take their place in a week or ten days. Florida pineapples are more plentiful, and as a result, prices are easier. The condition of the banana market is better than it has been for some time. In all probability apples will be a drag on the market this season, although reports show that the exports this year are below the average. This is due to the lateness of the season. The season for imported cantaloupes is over and Canadian fruit has taken their place. Crawford peaches have arrived and are selling at \$1 per basket. In addition to the regular list the following quotations on

Canadian grapes have been added: "Champions," in small and large baskets; "Moore Early's," also in small and large baskets, and Delawares in small baskets.

Following are the prices we quote for this week:

|                                           |           |
|-------------------------------------------|-----------|
| California late valencias, per box        | 4 50 5 00 |
| Verdelli lemons, 300's, per box           | 3 50 4 00 |
| 300's, per box                            | 3 25      |
| Florida pineapples, per crate             | 3 75 4 00 |
| Bananas, large bunches                    | 1 25 1 75 |
| Bananas, 8's, per bunch                   | 1 00 1 15 |
| Apples, Canadian, baskets                 | 0 15 0 25 |
| Limes, per box                            | 1 00      |
| Tomatoes, per basket                      | 0 20 0 30 |
| Watermelons                               | 0 25 0 35 |
| Cantaloupes, Can., per basket             | 0 15 0 25 |
| Cantaloupes, Can., per crate              | 0 35 0 50 |
| California peaches, per crate             | 1 25 1 75 |
| plums                                     | 1 25 1 50 |
| California Bartlett pears, per box        | 2 50 3 00 |
| Blueberries, per basket                   | 1 00 1 25 |
| Peaches, Canadian, St. Johns, per basket  | 0 75 1 25 |
| common, per basket                        | 0 50 0 75 |
| Crawford's                                | 0 75 1 00 |
| Lawton berries, per box                   | 0 08 0 10 |
| Sweet potatoes, double heads, per bbl.    | 4 00      |
| cloth covers                              | 3 00 3 25 |
| Plums, Canadian, large                    | 0 60 0 75 |
| Lombard's                                 | 0 40 0 75 |
| Pears, Canadian, Bartlett's, per basket   | 0 30 0 50 |
| Clapps Favorite, per basket               | 0 25 0 40 |
| Grapes, Canadian, Champions, small basket | 0 20 0 25 |
| large                                     | 0 40 0 50 |
| Moore Early's, small basket               | 0 25 0 30 |
| large                                     | 0 50 0 75 |
| Delawre's, small basket                   | 0 35 0 45 |

**Vegetables.**

The supply of cauliflowers during the week under review has been better than during the previous week. The quality is reported as good. Dry onions are selling at 40c per basket, Silver Skin pickling onions at 13c per quart or \$1 to \$1.25 per basket, pickling cucumbers at 25c per 100 or 50 to 90c per basket, and cabbage at 5c a head or from 25 to 50c per dozen. We quote the following prices:

|                                         |           |
|-----------------------------------------|-----------|
| Head lettuce, per doz. bunches          | 0 20 0 25 |
| Radishes, per doz. bunches              | 0 20 0 25 |
| Mushrooms, per lb.                      | 0 75      |
| Mint, per doz. bunches                  | 0 15      |
| Parsley                                 | 0 20      |
| Sage, per doz.                          | 0 15      |
| Savory, per doz.                        | 0 15      |
| Carrots, new, per doz.                  | 0 20      |
| Beets, new, per doz.                    | 0 30      |
| Rhubarb, per doz.                       | 0 20 0 25 |
| Dry onions, per basket                  | 0 40      |
| Silver skin pickling onions, per basket | 1 00 1 25 |
| Green onions, per doz.                  | 0 15 0 40 |
| Green house water cress, per doz.       | 0 25      |
| Green cucumbers, per basket             | 0 20      |
| Pickling cucumbers, per basket          | 0 50 0 90 |
| Waxed beans, per bush                   | 0 75 1 00 |
| Cauliflowers, per doz.                  | 0 60 1 50 |
| Green peppers, per basket               | 0 50 0 40 |
| Red peppers, per basket                 | 0 75 1 00 |
| Michigan celery, per doz.               | 0 50      |
| Canadian celery, per doz.               | 0 35 0 50 |
| Vegetable marrow, per doz.              | 0 50 0 75 |
| Green corn, per doz.                    | 0 10      |
| Egg plant, per basket                   | 0 40 0 50 |
| Potatoes, per bush.                     | 0 65 0 85 |
| Butter squash, per doz.                 | 1 00 1 25 |
| Parsnips, per doz.                      | 0 30      |
| Cabbage, per head.                      | 0 05      |
| per doz.                                | 0 25 0 50 |

**Fish.**

As a result of the cool weather the demand for fish continues good. Prices remain unchanged. With the first of the month the oyster season began. A fair-sized quantity has arrived for so early in the season, and the cool weather has created a seasonable demand. "Long Island Natives" are selling at \$1.70 per imperial gallon and "Baltimores" at \$1.50 per wine gallon. Our quotations are as follows:

|                                             |           |
|---------------------------------------------|-----------|
| Halibut                                     | 0 12      |
| Sos salmon                                  | 0 18      |
| Whitefish, fresh caught, per lb.            | 0 09      |
| Halibut " per lb.                           | 0 06      |
| Cod, steak " "                              | 0 08      |
| Perch " "                                   | 0 06      |
| Trout, lake, per lb.                        | 0 09      |
| Herring, lake, per lb.                      | 0 05 0 07 |
| Pike, per lb.                               | 0 07      |
| Oysters, Long Island natives, per imp. gal. | 1 70      |
| Baltimores, per wine gal.                   | 1 50      |



Grain, Flour and Breakfast Foods.

GRAIN.

Prices continue to sag. During the week Manitoba Northern Nos. 1 and 3 have each dropped 1½c per bushel, while No. 2 has dropped 1c per bushel. Red is 2c easier and white is ½c. Rye has taken a sharp advance. Our quotations are as follows:

|                                       |         |       |
|---------------------------------------|---------|-------|
| Manitoba wheat, Northern No. 1        | 1 09    | 1 09½ |
| " " " No. 2                           | 1 06½   | 1 07  |
| " " " No. 3                           | 1 03½   | 1 04  |
| Red, per bushel, on track Toronto new | 1 06    | 1 06½ |
| White " " " "                         | 1 06    | 1 06½ |
| Barley " " " "                        | 0 46    | 0 49  |
| Oats " " " "                          | 0 38½   | 0 39  |
| Peas " " " "                          | 0 69    | 0 70  |
| Buckwheat " " " "                     | Nominal | 0 55½ |
| Rye, per bushel, " " " "              | 0 65    | 0 66  |

FLOUR.

This market has been very slow in responding to the excitable wheat market, and the result is a firmer market. Manitoba wheat patents and strong bakers have advanced 10c and 5c per barrel respectively. We quote the following prices:

|                                  |      |
|----------------------------------|------|
| Manitoba wheat patents, per bbl. | 5 40 |
| Strong bakers " "                | 5 10 |
| Ontario wheat patents " "        | 5 10 |
| Straight roller " "              | 4 80 |

BREAKFAST FOODS.

The demand for breakfast foods on this market continues seasonable. The market is firm without change in prices. Following are our quotations:

|                                                               |      |
|---------------------------------------------------------------|------|
| Oatmeal, standard and granulated, carlots, on track, per bbl. | 5 05 |
| Rolled oats, standard, carlots, per bbl., in bags             | 4 50 |
| " " " " " " " " " " " "                                       | 4 75 |
| " " " " " " " " " " " "                                       | 4 90 |
| " " " " " " " " " " " "                                       | 2 70 |
| Rolled wheat, per 100-lb. bbl.                                | 3 35 |
| Cornmeal " "                                                  | 3 35 |
| Split peas " "                                                | 5 00 |
| Pot barley, in bags " "                                       | 3 75 |
| " " " " " " " " " " " "                                       | 4 00 |

SEEDS.

Up to date the movement of seed has been slow, this being caused by the busy harvesting season. Alsick clover has advanced from \$1.65 and \$6 to \$1.65 and \$6.25, and for real fancy trade higher prices are being paid. This advance is due to the shortness of supply, and there is no doubt but that when the present harvest is over prices will again decline. Alsick badly mixed with Trefoil is only worth from 2 to 4c per pound. Seed mixed with Timothy is also at a discount. Red clover new crop seed has not yet started to move. "Mammoth" clover seed, bringing from \$5.50 to \$6.28 has been added to quotations as well as timothy bringing from \$1 to \$1.35 per bushel. Timothy badly hulled or mixed with foreign seed is only worth from 1 to 2c per pound. Following are the prices quoted:

|                          |      |      |
|--------------------------|------|------|
| Alsick clover, per bush  | 4 65 | 6 25 |
| Mammoth clover, per bush | 5 50 | 6 25 |
| Timothy.....             | 1 00 | 1 35 |

Hides, Tallow, Skins and Wool.

The market in hides, tallow, skins and wool remains practically unchanged. The season for sheep skins is over, lamb skins having taken their place. Lamb skins and shearing are advancing, otherwise the price list remains the

same. Supply and demand is improving. Our quotations are as follows:

HIDES

|                             |       |
|-----------------------------|-------|
| No. 1 green steers, per lb. | 0 09  |
| " " " " " " " " " " " "     | 0 08  |
| No. 1 green, per lb.        | 0 08½ |
| " " " " " " " " " " " "     | 0 07½ |

CALFSKINS.

|                                          |      |
|------------------------------------------|------|
| Veal skins, No. 1, 6 to 12 lb. inclusive | 0 10 |
| " " " " " " " " " " " "                  | 0 08 |
| " " " " " " " " " " " "                  | 0 09 |
| " " " " " " " " " " " "                  | 0 07 |
| Deacons (dairies), each                  | 0 65 |
| Lamb skins.....                          | 0 65 |
| Shearlings.....                          | 0 65 |

TALLOW.

|                          |       |       |
|--------------------------|-------|-------|
| Rendered Tallow, per lb. | 0 04½ | 0 04½ |
|--------------------------|-------|-------|

WOOL.

|                                |       |      |
|--------------------------------|-------|------|
| Unwashed wool, per lb.         | 0 11½ | 0 13 |
| Fleece wool, new clip, per lb. | 0 19  | 0 20 |
| Pulled wools, super, per lb.   | 0 20  | 0 22 |
| " " " " " " " " " " " "        | 0 21  | 0 23 |

QUEBEC MARKETS.

Montreal, Sept. 8, 1904.

Groceries.

SOME signs of business improving are now in evidence. Everything is steady. It is not a case of feast and famine; all departments report an even trade. Prices keep up in different lines and general interest is manifested in the opening of Fall trade. Midsummer dullness has not been able to send prices down, which is unusual. Country collections are reported first-class. Farmers seem to be prosperous, and their prospects are good for Fall and Winter. This is about the time the jobber finds his out of town trade better than the city business. Retailers are quite right in buying cautiously from hand to mouth, owing perhaps to the fact that sales are by no means abnormal at this season. Sugar advanced again five cents last week, and is still strong, with a tendency to further advance. The shortage in the beet crop, of 600,000 tons, is attracting the attention of the world. The Demara and Trinidad crops are over for the present. So too is the Cuban crop, and American refiners having only 900,000 tons of supply from the Cuban source, have had to buy beet sugar from Europe, and are even buying Java sugar for delivery next Spring. Molasses, that is new Barbadoes, is held firmly at 26c, and as it is in the hands of one or two holders, it promises to be interesting. Tea is still low, but experts state that the markets of the world are fairly steady. Flour is high beyond reason and its value is said to be largely speculative. Spices are active. Rice is lower than good judges expected. There is little

firmness in the market, and the new crop is coming in at slightly higher prices. New salmon is selling at \$1.60, and is in good demand. Prices are bound to go up, and retailers need not be afraid of getting over-stocked at the present market price. Canned goods of all kinds are in good demand. Pickles are unsatisfactory, the sources of supply having been effected by bad weather. In dried fruits, currants are lower and Valencia's higher. First new pears in barrels have arrived in green fruit, and also the first Ontario musk-melons. California Tokay grapes have declined 35c a crate, and sold freely at \$3.25. The popular kinds of coffee seem to be scarce and it is likely before another season rolls round, greater scarcity may be noted, for this reason. Coffees for which there is a good demand are likely to be higher in price.

SUGAR.

Sugar is up again, and it is commonly stated, for no other reason, than that the sugar trust is able to put it up. No doubt the strong position held by sugar to-day is due to the work of speculating. The future markets will be largely what the refiners make it, and according to good commercial sense, they may be depended upon to send it up higher still. The future of sugar is so entirely beyond the control of natural conditions, that it is almost absurd to estimate upon its possibility. An advance of five cents will round took place at 12.45 Thursday, September 1. We quote:

|                                       |      |
|---------------------------------------|------|
| Granulated, bbls.                     | 4 65 |
| " " " " " " " " " " " "               | 4 80 |
| " " " " " " " " " " " "               | 4 55 |
| Paris lump, boxes and bbls.           | 5 15 |
| Extra ground, 1/2 boxes and 1/2 bbls. | 5 60 |
| " " " " " " " " " " " "               | 5 20 |
| " " " " " " " " " " " "               | 5 30 |
| Powdered, bbls.                       | 4 80 |
| " " " " " " " " " " " "               | 5 00 |
| Phoenix " "                           | 4 55 |
| Bright coffee.....                    | 4 40 |
| " " " " " " " " " " " "               | 4 35 |
| No. 3 yellow.....                     | 4 35 |
| No. 2 " " " " " " " " " " " "         | 4 15 |
| No. 1 " " " " " " " " " " " "         | 4 05 |
| No. 1 " " " " " " " " " " " "         | 3 95 |
| Raw Trinidad.....                     | 3 45 |
| Trinidad crystals.....                | 3 55 |

SYRUPS AND MOLASSES.

Some interest may be attracted to Barbadoes molasses shortly, inasmuch as it is held firmly at 26c now, and the holders comprise one or two large firms. Offerings are very numerous, but not much molasses is changing hands. Considerable advances are likely to take place, as seen as the heavy Autumn demand sets in, which ought to begin at the end of September. We quote:

|                              |       |
|------------------------------|-------|
| Barbadoes, in puncheons..... | 0 26  |
| " " " " " " " " " " " "      | 0 28½ |
| " " " " " " " " " " " "      | 0 29½ |
| New Orleans.....             | 0 22  |
| Antigua.....                 | 0 37  |
| Porto Rico.....              | 0 45  |

will be 3 cent in 1 total exp small th rule."

fine off-stalk, selected, per 1 layers

Comadres, per bbls

Dates, Hallow CALL

Apricots, per Peaches " Pears "

London Layer " Connoisseur " Royal Buck " Excelsior V

Loose muscat " "

30 40s..... 40 50s..... 50 60s..... 60 70s..... 70 80s..... 80 90s..... 90 100s..... Oregon Prune Oregon prune

Fine Filiatras " " Finest Vostiz Amalias

Sultana raisi Shelled Walt

Every trade at there we the seas in barre of Onta sold at at 60 to quantity quantity have bec per barr per barr firmer th carload Californ request, box, thi vance of fural in mand fe cess of t lett's br quantity sold at : quite eh



will be 35 per cent. as against 20 per cent in 1903, it will be seen that the total exportable quantity left is so very small that higher prices are likely to rule."

VALENCIA RAISINS.

|                        |      |      |
|------------------------|------|------|
| Fine off-stalk, per lb | 0 05 | 0 06 |
| Selected, per lb       | 0 06 | 0 07 |
| Layers                 | 0 07 | 0 07 |

FIGS.

|                      |      |      |
|----------------------|------|------|
| Comadres, per tapnet | 1 00 | 1 10 |
| Plemes, per box, new | 0 90 |      |

DATES.

|                           |      |      |
|---------------------------|------|------|
| Dates, Halloweens, per lb | 0 03 | 0 03 |
|---------------------------|------|------|

CALIFORNIAN EVAPORATED FRUITS.

|                  |      |      |
|------------------|------|------|
| Apricots, per b. | 0 12 | 0 12 |
| Peaches          | 0 04 | 0 04 |
| Pears            | 0 12 | 0 12 |

MALAGA RAISINS.

|                                      |      |      |
|--------------------------------------|------|------|
| London Layers                        | 1 75 | 1 90 |
| Connoisseur Clusters                 | 2 00 | 2 00 |
| Royal Buckingham Clusters, 1/2-boxes | 1 00 | 1 00 |
| Excelsior Windsor Clusters, 1/2      | 4 25 | 4 25 |
|                                      | 1 25 | 1 25 |

CALIFORNIAN RAISINS.

|                           |      |      |
|---------------------------|------|------|
| Loose muscatels, per lb   | 0 07 | 0 08 |
| Seeded, in 1-lb. packages | 0 10 | 0 10 |
| In 12-oz. packages        | 0 08 | 0 08 |

PRUNES.

|                                       | Per lb. | Per lb. |
|---------------------------------------|---------|---------|
| 30-40s.                               | 0 09    | 0 09    |
| 40-50s.                               | 0 08    | 0 08    |
| 50-60s.                               | 0 07    | 0 07    |
| 60-70s.                               | 0 06    | 0 06    |
| 70-80s.                               | 0 05    | 0 05    |
| 80-90s.                               | 0 04    | 0 04    |
| 90-100s.                              | 0 03    | 0 03    |
| Oregon Prunes (Italian style) 40-50s. | 0 07    | 0 07    |
| 50-60s.                               | 0 06    | 0 06    |
| Oregon prunes (French style), 60-70s. | 0 06    | 0 06    |
| 90-100s.                              | 0 04    | 0 04    |
| 100-120s.                             | 0 04    | 0 04    |

CURRENTS.

|                                  |      |      |
|----------------------------------|------|------|
| 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 |
| Amalia                           | 0 05 | 0 05 |

SULTANA RAISINS.

|                          |      |      |
|--------------------------|------|------|
| Sultana raisins, per lb. | 0 06 | 0 08 |
| 1-lb. carton             | 0 09 | 0 09 |
| Shelled Walnuts          | 0 19 | 0 20 |

Green Fruits.

Everything is alive in the green fruit trade at present. During the week there were noted the first offerings of the season of Canadian Bartlett pears in barrels, as well as the first offerings of Ontario musk-melons. The pears sold at \$3.60 a barrel, and the melons at 60 to 80c per small crate, a large quantity being offered. A very large quantity of Canadian harvest apples have been sold also, at a decline of 40c per barrel, ranging from \$1.20 to \$1.60 per barrel. Bananas were somewhat firmer than for some time past, part of a carload selling at 80 to 90c per bunch. California Bartlett pears were in strong request, selling at \$2.65 to \$3.25 per box, this being considerable of an advance over last week's sales. The natural inference would be that the demand for pears is considerable in excess of the supply. Half boxes of Bartlett's brought \$1 to \$1.65 each, and a quantity of Buerre Hardy pears in boxes, sold at \$2 to \$2.40 each. Peaches were quite cheap, selling at \$1.30 to \$1.80.

Plums showed some advance selling at 95c to \$1.80. A carload of Maryland peaches being the first full lot of the season, were sold at \$2.60 to \$2.95 a crate, and a car of sweet potatoes sold at \$2.75 per barrel. We quote:

|                                    |      |
|------------------------------------|------|
| Cocoanuts, per bag of 100          | 3 50 |
| Canadian apples, in bbls.          | 1 50 |
| Pineapples, 24 to case             | 5 25 |
| 30 to case                         | 4 50 |
| Bananas                            | 1 10 |
| Bananas, red, per bunch            | 1 00 |
| New Messina lemons 30's            | 3 75 |
| 360's                              | 2 75 |
| Peanuts, Bon Tons                  | 0 12 |
| Sun brand                          | 0 11 |
| Diamond G brand                    | 0 09 |
| Coon brand                         | 0 08 |
| New Brazils                        | 0 13 |
| New potatoes, per basket           | 2 50 |
| bbl.                               | 3 25 |
| Limes (100)                        | 1 25 |
| California peaches, per crate      | 1 65 |
| California plums, per crate        | 2 00 |
| California late valencias, per box | 4 75 |
| Verdelli lemons, 300's, per box    | 4 00 |
| Watermelons                        | 0 25 |
| California Bartlett pears, per box | 3 50 |
| per half box                       | 1 65 |

Vegetables.

Vegetables remain steady and the demand is still strong. The low price of mushrooms is still very noticeable, and is caused by the heavy rains. Pickling vegetables seem to be very scarce, although some improvement has been noted this week in supplies of cucumbers. Sweet potatoes sold at prices considerably less than a week ago. Beans continue to keep up to 1.25. Prices generally are similar to those of last week.

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

Fish.

The scarcity of fish is somewhat broken now, as Dore is increasing in supplies from the Manitoba lakes. Prices will be easier shortly. Ample supplies of fresh haddock are coming in, and dressed perch and dressed bull-heads are now selling freely. The demand for haddock has increased, owing to the fact that large numbers of families have returned from the country, and are being supplied in the cities. Steak cod is scarce and prices are firm. Oysters are still attracting attention, owing to their newness on the market. Large quantities are being consumed everywhere. It will be a week or so before Malpeques arrive, excepting small consignments which have been ordered by

express. Salt fish of all kinds is active, and higher prices are expected. We quote:

|                                           |      |      |
|-------------------------------------------|------|------|
| Dressed bullheads                         | 0 08 | 0 09 |
| perch                                     | 0 08 | 0 09 |
| Haddies                                   | 0 07 | 0 07 |
| Smoked herring, per box                   | 0 17 | 0 18 |
| Fresh haddock, per lb.                    | 0 04 | 0 04 |
| Pike, round and dressed                   | 0 06 | 0 07 |
| Halibut, fresh, per lb.                   | 0 11 |      |
| Gaspe salmon, fresh frozen                | 0 15 |      |
| B. C. Salmon, frozen                      | 0 14 |      |
| Fresh steak cod                           | 0 04 |      |
| Lake trout, per lb.                       | 0 08 |      |
| Whitefish                                 | 0 08 |      |
| Dore                                      | 0 08 |      |
| Fresh mackerel                            | 0 10 |      |
| No. 1 Labrador herring in 20-lb. pails    | 0 75 |      |
| No. 1 Herring, Labrador, per bbl.         | 4 75 |      |
| half bbl.                                 | 3 00 |      |
| No. 1 Holland herring, per half bbl.      | 6 50 |      |
| No. 1 Scotch herring                      | 6 50 |      |
| per keg                                   | 0 95 |      |
| Holland herring, per keg                  | 0 65 |      |
| Salt mackerel, pail of 20 lbs             | 2 00 |      |
| Boneless cod, 1 and 2-lb. blocks, per lb. | 0 06 |      |
| fish                                      | 0 05 |      |
| loose, in 25 lb. boxes                    | 0 04 |      |
| Boneless fish, in crates 12 1/2-lb. boxes | 0 05 |      |
| Pure Georges cod, 40 lbs                  | 0 07 |      |
| Skinless cod, cases 100 lb. (new)         | 5 00 |      |
| Marshall's kippered herring, per doz.     | 1 40 |      |
| Canadian kippered, per doz.               | 1 00 |      |
| 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 25 |      |
| Standard bulk oysters, per gal.           | 1 40 |      |
| 1 75                                      | 1 75 |      |

Country Produce.

EGGS.

Eggs are still firm and prices show a tendency to remain high. Over a thousand cases arrived in the city on Monday. The demand for round lots of straight gathered stock is very firm, and sales were made Tuesday at 17 1/2c per dozen. Jobbers reported the demand for selected stock to be fair at 20c to 20 1/2c, while No. 1 candled stock sold at 18c per dozen.

POTATOES.

The demand has been fair for potatoes and a slight change has taken place in

**MAPLE**

There are Many Brands



But only One

**SMALL'S**

**SYRUP**

PUT UP BY

**Canada**

**Maple Exchange**

**Montreal**






prices. In round lots they sold at 75c per bag of 80 lbs., and in a jobbing way sales were made at 80 to 85c per bag.

BEANS.

There is a tendency to an advance in beans, prices are very firm. The bean syndicate report, however, that the demand is comparatively slow. Choice primes in carlots were quoted at \$1.25 to \$1.30, and primes at \$1.20 per bushel. Honey is still quiet. The demand being chiefly for buckwheat. Offerings continue small and the movement is light. 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 just now, and prices remain stationary. 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.

Hops are reported more active this week. Considerable enquiry has been made for Fall business. We quote:

|              |      |      |
|--------------|------|------|
| Choice       | 0 30 | 0 31 |
| Fair to good | 0 24 | 0 28 |

Flour and Feed.

FLOUR.

Flour is still high, and if speculators keep on advancing wheat, it is hard to say where the flour price will arrive at. Some of the elements at work include war news, crop scares, and bull inventions and manipulation. Experts say that real conditions are not responsible for the high price of flour. There will be plenty of good flour on the market before long at prices far below the present rate. We quote:

|                                     |      |      |
|-------------------------------------|------|------|
| Manitoba spring wheat patents       | 5 25 | 5 50 |
| "    "    strong bakers'            | 5 00 | 5 20 |
| Winter wheat patents                | 5 00 | 5 10 |
| Straight rollers                    | 4 75 | 4 80 |
| Extra                               | 4 10 | 4 20 |
| Straight rollers, bags, 90 per cent | 2 40 | 2 50 |

ROLLED OATS.

Considerable activity has been going on in rolled oats during the week, and as the cool weather continues a greater demand will be noted. We quote:

|                                      |      |
|--------------------------------------|------|
| Fine oatmeal, bags                   | 2 10 |
| Standard oatmeal, bags               | 2 90 |
| Granulated                           | 2 90 |
| Rolled oats, bris                    | 2 55 |
| "    "    "    "    "    "    "    " | 5 00 |

FEED.

In sympathy with other cereals, feed holds a strong market, and the demand

for mill feed has been excellent. We quote:

|                        |       |       |
|------------------------|-------|-------|
| Ontario, bulk          | 16 50 | 17 00 |
| Shorts                 | 18 00 | 19 50 |
| Mouillie               | 22 00 | 28 00 |
| Ontario bran, in bulk  | 16 00 | 17 00 |
| "    "    shorts       | 16 50 | 17 50 |
| Manitoba bran, in bags | 17 00 | 18 00 |
| "    "    shorts       | 19 00 | 20 00 |

HAY.

The hay market has been very much alive during the week, and large quantities have been sold in car loads at \$8 to \$8.50. We quote:

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

APPLE SHIPMENTS.

W. B. Stringer & Co., Toronto, agents for J. C. Houghton & Co., Liverpool, have received the following report in reference to shipments of apples for week ending September 2:

|                      | LIVER-<br>POOL. | GLASGOW.     | LONDON.      | CHESTER.     | MAN-<br>CHESTER. |
|----------------------|-----------------|--------------|--------------|--------------|------------------|
|                      | bbls.           | bbls.        | bbls.        | bbls.        | bbls.            |
| From Boston          | 2,434           | 161          | .....        | 532          | .....            |
| New York             | 2,624           | 4,615        | .....        | .....        | .....            |
| Montreal             | 1,155           | 533          | .....        | .....        | .....            |
|                      | 6,213           | 5,309        | .....        | 532          | .....            |
| Same week last year: | Various ports.  |              |              |              |                  |
|                      | 24,168 bbls.    | 10,505 bbls. | 10,129 bbls. | 45,691 bbls. | 889 bbls.        |

A peculiar parasite is attacking the fish in the vicinity of Whitefish Bay, and hundreds of fish are dying daily. The parasite is in the form of a bug about the size of the end of a lead pencil.

there is a proper time for everything  
**NOW** is the proper time to place your Fall order for

# ROWAT'S PICKLES

- Pickles should be ordered in plenty of time to get them  
 - into store before the close of navigation and before the  
 - frost sets in. Look over your stock and order from  
 - your jobber.

**SNOWDON, FORBES & CO.,**  
 Montreal.

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

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

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



## A LAND WHERE BANANA IS KING.

By F. T. Miller in *The World To-day*.

**A**N American appetite has re-constructed an island of the sea; re-established its financial integrity, erected adequate schools, built substantial church organizations, and is to-day paying the taxes and affording the necessities of right living to a million struggling people. In the tropical lands, washed by the blue waters of the Caribbean Sea, the fruits and the delicacies of nature were falling to decay; a native peasantry was degrading in its poverty, dwelling in wretched hovels and steeped in squalor and sensuality. Moral perception had almost become a lost virtue, and in certain villages illegitimacy reigned with a proportion totalling three quarters of the population.

The optimist, believing that everything in nature is for the most good, may find much that will make his faith strong in this brief story of the saving grace of gluttony. True, it is, there seems to be nothing in nature but what availeth someone. My misfortune is the fortune of another; the ills furnish a livelihood to a remarkable profession; our misdoings are the foundation of a most respectable body of men and open a field of possibility for our sons of legal bent to enter diplomatic service. And so it is the gourmand qualities of an American people have rescued a dying race; our epicurean evil has become a lifeline.

America is becoming a fruit eating nation. A few years ago when everything west of the Hudson was the great wilderness, our Atlantic coast dwellers depended upon the gill-breathers of the sea and the roving forest meats. As the howl of beast died from the forest the good red soil furnished the sustenance; and now when the woodland becomes great world centres of industry we turn again to a diet that better assists in meeting the fuel requirements of the strenuous life. The great southland became a garden of blossoms; the Pacific shores sweet in the scent of the orange bloom. A little world of people became thrifty and prosperous through our insatiable fruit appetite. Wholly

disregarding the chemist's theory of food units, we wisely seasoned the flesh-producing, foodstuffs with the delicate sun-ripened flavors of the red-warm skies. Men of aptitude caught the opportunity and extensive estates are to-day founded on the appetites of the American people. It, too, has been an important factor in the solution of the color problem and through it the Southern negro has been taught the remuneration of diligent labor, the reward of industry. I recall a few years ago, standing in a thrifty orchard in Albemarle County, Virginia, a few miles from the Monticello home of Thomas Jefferson, and watching a half hundred burly negroes encasing the most beautiful apples that I have ever seen.

"Where are these going?" I asked. "These, sir, are for Queen Victoria," replied the overseer.

The cases were stenciled with the royal insignia of Windsor Castle and the finest fruit of the kind that the world produces went on its way to the Queen's table. If King Edward VII. of the British Empire inherits the epicurean taste of his mother then Virginia is to-day still growing apples for His Majesty.

To the American fruit proclivity King Edward is again indebted; through it his royal exchequers have been replenished and a colonial financial enigma, which puzzled the astute Lord Chamberlain, has been solved. In the West Indies, England holds vantage ground from which it keeps a watchful eye on the revolutionary South American colonies and on the Panama situation. In the Island of Jamaica, alone, it enthrones a governor, Sir Augustus William Lawson Hemming, G.C.M.G., who protects its interests at a salary of \$30,000 annually, and is surrounded by an army of Lancashire Fusiliers and Royal Garrison Artillery. It was here that a Scotch regiment was once sent en masse to atone in disgrace for its misdeeds, but to-day the troops are there on important duty, with Brigadier-General James Edward Wilmot Smyth Caulifield in command. The "wee crimson-tipped flower," the heather and the whin, lend

color to the life about the solitary camp in the mountains 4,000 feet above the sea level. Down at the parade grounds English military society gathers, and it was here recently that I found the long, lank, Colonel H. E. C. Kitchener, commander of the depot of the West India Regiment and brother of Lord Kitchener of South African fame, mounted on a dashing pony and playing polo as though the safety of the Empire depended upon it, galloping recklessly down the field after the ball as if it was a retreating Russian spy sneaking through the ranks on a Chinese frontier. The gorgeous Marquise, who recently created a social turmoil in the island by marrying the governor's private secretary and taking him on an extended honeymoon, was an interested spectator. In Kingston harbor, which "is the finest harbor in the seas and will shield the navies of the world," according to Captain T. C. D. Thompson, of the Royal Navy, who made the statement while attending the Shamrock-Reliance cup races on Howard Gould's yacht last fall, England keeps a small fleet alert for immediate attack. "This harbor," he said, "at the completion of the Panama Canal, will become one of the most important coaling stations in commerce." But England has had many difficulties and discouragements in preserving it. It has been a dragging expense with the rewards lost in the far future. Its million negro subjects have been a drain on the treasury, severe Crown Government failing to force them to keep the island under cultivation.

Then came the American appetite to the rescue. An old trading captain discovered a potential wealth lying in bananas. Captain Lorenzo Baker, born on Boundbrook Island, in Wellfleet, Massachusetts, in 1840, with a mother of the good Yankee maiden name of Thankful Rich, was engaged in the fishing and oyster business around Cape Cod a few years ago when he "heaved to" off the coast of Jamaica with a cargo of fish, which he traded for a few hundred bunches of bananas, and unloaded from his little schooner at Boston at a good profit. Four years ago



PHONE NO. 3.

**PROVOST & ALLARD,**  
GROCERIES AND GROCERS' SUNDRIES.  
**WHOLESALE.**

OFFICES: 13 YORK ST.

WAREHOUSES: 13 YORK ST., 22, 24 CLARENCE ST.

COLD STORAGE: 20 CLARENCE ST.

*Ottawa,* September, 1904.

To Our Friends,

We cordially invite you to pay us a visit when you come to Ottawa during the Central Canada Fair. Of course we feel quite sure that you will come, as "everybody meets everybody" in the Capital during Exhibition Week. Our Fair promises to be better than ever-- and that is saying a great deal.

All our travellers will be called in between the 16th and 27th and will join us in welcoming our friends and patrons.

Yours very truly,

PROVOST &amp; ALLARD,

Wholesale Grocers,

Ottawa.

Wholesale Agents for "SALADA" Tea.

Captain Baker, the sea-faring fisher boy, was president of a company with a capital of \$20,000,000, controlling 60,000 acres of Jamaica plantations, employing 800 head of oxen plowing the fields, 700 mules and thousands of negro peasants acting as beasts of burden carrying fruit to the wharves, where sixty steamers take it to the markets in the United States.

There were 913 vessels that cleared port at Jamaica last year, with crews numbering 34,606 men, and carrying 943,585 tons. The value of fruit shipped reached \$5,007,255, of which the United States markets purchased product valued at \$4,626,685, while the markets of Mother England gave the colony but \$323,995. The entire Government expenditures in the island were not as large as the sum paid for Jamaican fruit in the United States. For the products of Jamaican soil in the last twelve years the markets of our country have paid a great total of nearly seven million dollars, while the remainder of the nations of the world have given them combined less than one-half that amount. Nearly twelve million bunches of bananas were con-

sumed by the ever-hungry, and the value of these alone may be estimated at about \$4,000,000.

I sat in the colonial Legislature a short time ago, during the hurricane relief debate. Sir Hemming occupied a royal chair, a painting of Queen Victoria at the time of coronation hanging on the wall behind him. He dipped his pen in a silver inkstand and pushed his monocle under a shaggy gray brow. Hon. Sydney Oliver, Colonial Secretary, arose:

"We must protect the American market," he said. "Across our entire budget is written the word 'bananas'; we must hold our trade with the United States."

#### NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer

St. John N. B., Sept., 1904.

**B**USINESS is quite active. During the past week it has been somewhat upset because of holidays. On the 31st of August the retail grocers held their picnic. It was not altogether a success. The wholesale grocers closed for the afternoon, but there was some trouble among the retailers, and many of the largest stores were open all day. The day was fine and while the attend-

ance was much smaller than expected, a fair number enjoyed a very pleasant outing. Everything passed off successfully.

In markets flour is still the matter of interest, there being a further advance this week. Cream of tartar is always changing in its first cost. After quite a dropping off in price, the market is again higher. Hops are very firm and higher prices are expected. In rice there continues to be little change in price. The market is still low.

We are looking forward to the opening of the exhibition and everything points to its being a success. It opens on the 17th. We are having the finest weather of the season. The Summer was very cool, the only drawback being the fog, of which we had more than for years. Very large numbers are going west from these eastern provinces on the harvest excursions. The chief domestic line in the grocery business is fish, and the price in all lines keeps very high. The extreme price in smoked herring over a very few years ago is most marked.

#### Oil.

In burning oil the market is unchanged. There is the natural increased sale at this time of the year. In lubricating oils this is the quiet season. In this line it is more a matter of quality than price. Paint oils have but a fair



No grocer can go astray if he throws the weight of his influence on

## **Blue Ribbon Ceylon Tea**

This tea has stood all tests—the test of time, the test of attack, and holds a stronger place to-day than ever before.

The Red Label at 40c. compares with most 50c. teas.

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### **.. A WOMAN ..**

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will often simply say “Send me up a pound of coffee,” without specifying the kind. Can you afford to give her an inferior quality just because there’s a few more cents profit in it?

Not much ; keep her name on your books, by sending her one of Chase & Sanborn’s Brands.

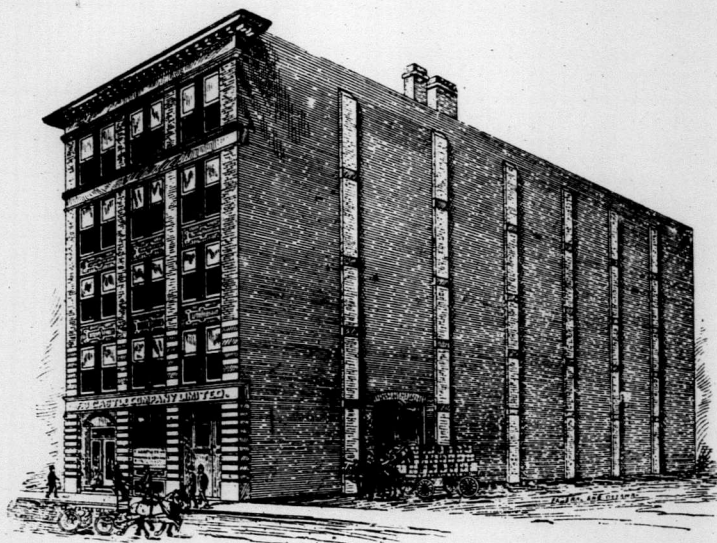
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# **CHASE & SANBORN**

The Importers, Montreal



# Invitation to Ottawa



The Central Exhibition at Ottawa opens on the 16th inst.,  
lasting until the 24th inst.

We cordially invite all the merchants in the **Ottawa Valley** and surrounding country who visit the Exhibition to call upon us.

We have a Special Bureau of Information attached to our staff for Exhibition Week, so will be able to give any information asked for either in French or English, and our offices, telephone, etc., are at your disposal.

Our New Offices and Warehouses are situated on **QUEEN STREET**, near Elgin, and in close proximity to the leading Hotels, Court House, City Hall and Parliament Buildings—they are worth a visit.

Our travellers will be in attendance to receive their customers and friends and ready to show them every attention.

A visit will show you one of the best and most carefully-selected stocks of Staple and Fancy Groceries to be found in Canada.

**Come—We Invite You.**

**THE F. J. CASTLE CO., LIMITED**  
WHOLESALE GROCERS  
**OTTAWA, CANADA**

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sale. Linseeds are very firm and tend higher. Turpentine is unchanged. In cod oil there is still some of last season's oil held. New oil is being received. Prices are quoted low, particularly as compared with last year.

**Salt.**

In Liverpool coarse salt one cargo has just been landed, another is due about the middle of the month, and a third about the end of the month. There is a good demand. On the other side the price tends higher. In Canadian the chief season of demand is over.

**Dried Fruits.**

There is little of interest in spot goods. Dealers have largely bought their new currants. Prices are rather lower than last year. Cleaned currants are chiefly bought and very largely in cartons. In California prunes, prices are very low for new goods. There are very few spot goods. In raisins dealers are buying few except California stock. The very low coast prices continue. Some small lots carried over will show a loss. Evaporated apples show little business. Prices are firm. Valencia onions sell freely at quite low prices. Peanuts are easier. Foreign nuts are coming in below Virginia prices. Shelled walnuts are very low, but shelled almonds are higher and very firm.

**Green Fruits.**

There was a large business last week. Bananas were rather short, but there are lots now. Apples are very plentiful. They are not keepers at this season. Demand is but fair, so prices are low. While barreled pears are firm the sale is not active. California plums and peaches are still freely offered. Ontario peaches, pears and plums are now plentiful. In grapes, Delawares and Tokays are freely sold. Tomatoes are now quite cheap. Rock cranberries, which are greatly liked here, are more plentiful than for years. Oranges and lemons are firm at full figures.

**Canned Goods.**

The trade are anxiously waiting for full prices from the association. There is nothing of special interest. Salmon is firm at full figures. Blueberries are quite cheap. Strawberries are firm with pack light. Gallon apples are dull. In domestic sardines the outlook is for a fair pack. Haddies are not a large pack. Kipper herring is likely to be a light pack.

**Sugar.**

Market continues very firm. Dealers carry full stocks. There was a further slight advance this week. Considerable foreign continues to arrive, much to the

# Sure Money

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

## Clark's Sliced Smoked Beef

will repay the trouble.

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



TRADE MARK

This design a guarantee of quality.

**Heavy Red-Brown Wrapping**  
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF.

SAMPLES AND PRICES GLADLY SENT.

**CANADA PAPER Co.**  
Toronto LIMITED Montreal

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

# COCOA



All Grocers Should Stock  
THE STAVANGER PRESERVING CO.'S

## Crossed Fish Brand Norwegian Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA

W. G. Patrick & Co., 29 Melinda Street, Toronto  
British Manfrs. Agency Co., Vancouver, B.C.

displeasure of the dealers in the guild.

**Molasses.**

There is a fairly large stock of Porto Rico held. Price quite firm and a steady sale. Barbadoes is not a large stock though quality this year is good.

**Fish.**

Dry fish are being received quite freely. While prices are rather easier, there is little chance of much change. Pickled herring are coming in in fair quantity. The market was bare and a good demand makes steady prices. Some new smoked herring are being offered;

prices are still high. In boneless fish prices were not advanced as in dry fish. Some finnan haddies are now seen. Fresh fish are rather light supply.

**Flour, Feed and Meal.**

In flour Ontario grades show a further advance. This is the most interesting feature in the market. Demand is good. Feed is rather higher with a fair sale. Oatmeal and cornmeal remain unchanged. New oats are offered. Prices show a rather lower range. In beans, prices are firmer; there is but a fair business. Barley and split peas continue scarce.



## Crockery and Glassware

### Spun Glass.

**S**PUN glass must still be counted as a novelty, and a novelty that is sure to excite the interest of the public. And yet it is by no means of recent origin. It was doubtless first made in Venice, and was probably not so much an isolated invention as the outgrowth of the high development which the Venetian glass industry attained long ago. Prominent among the Venetian wares are glass beads and mosaics, and the glass for both these is worked into rods or tubes. To make a glass rod, a lump of glass is gathered on an iron rod, and rolled on a marver; another rod is fastened to it, and by pulling the two apart the glass is drawn out until it is as thin as is desired. This work requires two men to do it, and a certain amount of skill as well. When the industry extended so as to make use of very large quantities of glass rods, and when a great many very thin rods were in demand, as they were for the Venetian filigree and millefeori work, naturally it was attempted to displace this slow and laborious trade by some mechanical device, and following this idea the spinning of glass by drawing it out and winding it on a wheel soon became commonly used at Venice for making the finer glass rods, and was a great help to the Venetian industry. Although the original idea of the wheel was to obtain a better grade of glass rods at least cost, yet it will be readily seen that as the rods were drawn out finer and finer, the natural result would be that in the end there would be a glass thread, and the workman would not unnaturally ask himself why this could not be used for manufacturing woven fabrics. At any rate, they began to attempt it, and made little baskets and fancy articles by weaving the glass threads. But when they tried to extend its use, the brittle nature of the glass proved to be a great obstacle in the way, and so its use was restricted to a few little ornaments which did not need not be very strong. Attempts were made at Paris, Lyons and Milan as well to make use of glass threads by mixing them in with silk. Some beautiful goods were made, but the glass proved to be too brittle, and as the glass

threads were very fine and stiff, when one broke it would be like a needle point in the cloth, and equally annoying to anyone handling or wearing it. A piece of fine tapestry made of spun glass which was presented to King Ludwig I. of Bavaria, gave so much trouble with the threads snapping and throwing off needle-like pieces of glass that the room where it was hung could not be used to any great extent. Accordingly, spun glass found very little practical use until it was taken up and studied practically about fifty years ago by Jules de Brunfaut, a French chemist. As a young man, he led very much of a Bohemian life, and among other things he visited Venice, and saw them spinning glass there. Later, he took up the subject, and, being a chemist, he undertook to solve the difficulties that arose out of the nature of the glass itself. He settled finally in Vienna, and devoted himself to the solution of these problems, and it may be said that the practical application of spun glass dates from this time, though it had been known for so long a time before. First he softened the hard, shiny effect of the glass fabric, and used a glass that had a soft, silky appearance much more pleasing. The question of brittleness was a much more difficult one, yet he

met with quite a good deal of success in solving this, too. He made a spun glass, or "mineral wool," so fine that its threads were thinner than silk threads, and persons who did not know what it was pronounced it to be wool of the finest grade. Brunfaut set to work to make practical use of it, and made muffs, hats, caps, plumes, etc., of excellent quality, soft and agreeable to both eye and touch. Whereas the old spun glass could only be knitted, Brunfaut's could be woven.

The chemical or physical nature of glass was at first a hindrance in the way of spinning it. But this resulted later in developing new uses for it. Its cleanliness and antiseptic properties render it peculiarly suitable for medical and surgical use. Since glass is almost entirely unattacked by strong acids—except hydrofluoric—it is a most valuable material for laboratory filters where we have to do with strong acid solutions. So valuable is it for this purpose that scarcely a laboratory is without this glass wool or mineral wool.

However, the promise attending Brunfaut's experiments has not yet been realised. Glass in the form of spun and woven fabrics is yet merely a curiosity. Whether its use shall some time become common enough to remove it from this designation to that of a luxury, or even a necessity, remains yet to be seen. In the meantime, it will continue to be an interesting subject of study for the practical glass man.—*Illustriertes Fachblatt.*

## Fancy China - Fancy China

Our travellers are now out with Fall Samples and would invite all who handle our lines to see our samples before placing orders. Our stock is large, all goods up-to-date, and prices rock bottom.

## Taylor & Mulveney

Importers of

Crockery, China, Glassware and Lamp Goods

Hamilton, Ont.





**E. W. Klotz,** 24 Wellington Street West, **Toronto**

**IMPORT HEADQUARTERS**



JOHN MADDOCK & SONS, LTD.  
ENGLAND.

**1904**  
Import Samples  
now for Sale.  
A choice variety.

**Foreign Cut Tumblers**  
**Plain and Engraved Stemware**  
**Fancy China, Glass and Pottery**  
from all countries.

**Lamp Prisms**  
for  
**immediate**  
**delivery.**

SOLE AGENTS IN CANADA FOR:

**The Maryland Glass Etching Works,** - **Cumberland, Md.**  
Pressed and Blown Etched Tumblers.

**John Maddock & Sons, Limited,** - - **Burslem, Staffordshire.**  
White and Printed Dinner and Toilet Ware.  
Welded Edge Hotel Ware, White, Printed, Badged and Decorated.

**Charles Allerton & Sons,** - - **Longton, Staffordshire.**  
China Tea and Breakfast Ware. Jardinieres.  
Cheap Teas, Plates, Bowls and Jugs. Earthenware Lustre Goods.

**BORDEN'S**

**Condensed Milk**

AS A

**Baby Food.**

From the time of birth it stands to-day without an equal—this is not too broad a statement to make. **Hundreds of thousands** of children have been raised to health and maturity upon it.

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.

**LORIMER'S**  
**WORCESTER**  
**SAUCE.**

It is a high-grade English Sauce of long reputation and tried merit.

By a new arrangement with the manufacturers we are now able to quote this at the price of an ordinary sauce.

It is good 25c. value sold as a ten cent line with a big profit to you.

**TRY A CASE.**

The **ROBERT GREIG COMPANY, LIMITED**  
**TORONTO.**





**Corrugated Iron**  
For Sidings, Roofings,  
Ceilings, Etc.

Absolutely free from defects—made from very finest sheets.  
Each sheet is accurately squared, and the corrugations pressed one at a time—not rolled—giving an exact fit without waste.  
Any desired size or gauge—galvanized or painted—straight or curved. Send us your specifications.

**The Metallic Roofing Co.**  
WHOLESALE MANFRS. LIMITED  
TORONTO, CANADA.

**Merchants Who Buy Hides**

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

**CARROLL S. PAGE, - HYDE PARK, VT.**

**Orlan Clyde Cullen, C.E.L.I.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.

Every package of Brock's  
Bird Seed contains  
a cake of  
**BIRD TREAT.**

—A treat indeed.  
—A tonic, too.

ALWAYS SELL BROCK'S.

**NICHOLSON & BROCK, - TORONTO**

**INQUIRIES FOR CANADIAN TRADE.**

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

123. Inquiry has been made for the names of shippers of apples and other fruit from Canada.

125. The names of shippers of canned fruits in Canada are asked for by a person having a good connection with the trade and desirous of working on a commission basis.

127. A London manufacturer of paper bags and wrappings is looking out for a reliable firm in Canada willing to take up his agency.

129. A South African house is desirous of opening up relations with a Canadian exporter for the supply of flour and wheat.

130. Inquiry has been made by an agent in Vienna for names of Canadian exporters of grain, hay, apples (dry and green) who may be contemplating an export trade with Austria.

131. A commission house at Bristol for the sale of butter and cheese from Canada is seeking to establish a connection with a reliable exporter.

Inquiries from the curator, Canadian section, Imperial Institute:

81. A company manufacturing gelatine and grocers sundries wishes to develop trade in Canada and would be pleased to hear from firms interested.

87. A firm in Essex wishes to get in communication with firms in Montreal and elsewhere who might be prepared to handle shipments of English oysters.

Inquiries from the Canadian Commercial Agent at Birmingham, England:

69. A firm in Great Britain inquires for Canadian firms who are in a position to ship large quantities of casein.

70. A large firm inquires for packers of canned meat. Are in a position to do large business.

71. A large firm wishes to appoint an agent in Canada for the sale of their aerated waters.

74. A Midland firm wishes to get in touch with Canadian shippers of oats.

76. A British firm wishes to place their boot blacking on the Canadian market. The same firm also wishes to purchase graphite low grade for stove polish.

Inquiries received at the Department of Trade and Commerce, Ottawa:

8. A lumber merchant at Teneriffe, Canary Islands, would like to hear from any reliable firm in Canada in a position to export lumber for banana, potato and tomato boxes. What is required is white wood cut to specified sizes.

The Ritchie-Hearn Co., soap manufacturers, Brantford, has decided to remove to Brampton, Ont.

**CONDENSED OR "WANT" ADVERTISEMENTS**

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

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

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

**YEARLY CONTRACT RATES.**

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

**SITUATIONS WANTED.**

A YOUNG man, good education, with several years experience in the tea trade, desires position in wholesale house or brokers; excellent references. Box 35, Canadian Grocer. (36)

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

**SITUATIONS VACANT.**

WANTED—Competent bookkeeper; only those prepared to come at once need apply. Box 1,111, Oshawa, Ont. f

**AGENTS WANTED.**

AGENT IN NEWFOUNDLAND. An English firm manufacturing Worcestershire Sauce desires an agent to represent them in Newfoundland. Address Box 164 c/o THE CANADIAN GROCER, Toronto. (32f)

OLD-ESTABLISHED English malt vinegar house with connection in Canada is desirous of increasing business, and is ready to appoint reliable agents in Halifax, St. John, Toronto and Winnipeg. Address Box 153, care CANADIAN GROCER, Toronto or Montreal. (28tf)

OUR famous "B." "G." is almost as necessary as bread; nothing cheap about it but the price; a genuine and reliable "friend" to an agent; big commission; credit given; freight paid. The J. I. Nichols Co., Limited, Toronto, Canada.

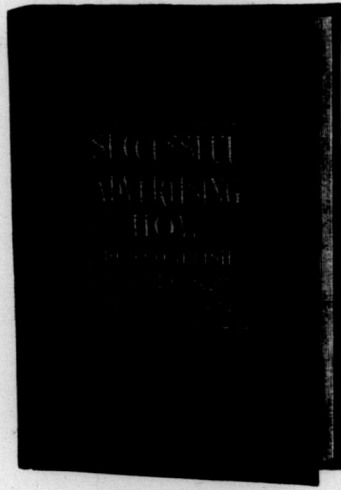
**FOR SALE**

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

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



It is worth something  
to you



This Book

will be mailed, postage paid to any address in Canada upon receipt of price \$2.00.  
Its sale in the United States has been phenomenal.

TECHNICAL BOOK DEPARTMENT  
MacLean Publishing Co., Limited  
10 FRONT STREET EAST :: :: TORONTO

Indian Chutney—Quarts and Pints.  
Guava Jellies and Curry Powders  
—Choicest East Indian Brands  
Sauces (Chutney)—in P nts.  
Olive Oil—Finest Italian in 1-gallon Tins.  
Shelled Almonds—Martin Freres—very choice.  
Cocoanut “White Dove”  
Brand



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

W. P. DOWNEY  
AGENT

26 St. Peter Street MONTREAL

## Grocers' Headquarters

DURING THE

## Western Fair.

We most cordially invite every grocer who visits the Western Fair—from Sept. 9 to 17—to visit us.

We have some specially interesting things to show you, including our up-to-date plant in operation, roasting coffee and grinding spices.

## Our G. E. No. 1 Blend

of which you know as well, will be brewed during Fair days, and we invite all callers to sample its delicious flavor. Also see our other values in coffees.

## Spices, Seeds, etc.

Our assortment in these lines is complete, and we invite you to examine them. You may want to sort up.

## Forest City Catsup.

We are now making catsup from choice, new tomatoes. You know this is the best brand on the market.

While in London, at the Fair, we invite you to make our office your headquarters, use our telephone, stationery, etc.

## GORMAN, ECKERT & CO.

LIMITED,

## LONDON. CANADA.

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



**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



PORT ARTHUR is a sticker  
but

**MOTT'S  
COCOAS and  
CHOCOLATES**

sell quickly.  
Once used, always liked.

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

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

**The Latch String  
is Out**

always to our customers and  
friends who visit Toronto.

During the Toronto Fair we  
had many welcome callers.

Whenever business or pleasure  
brings you to Toronto come  
and see us.

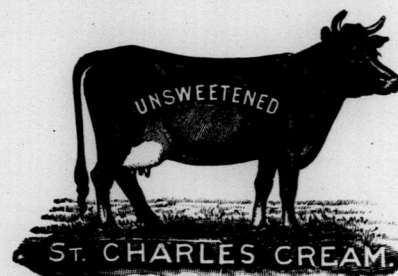
**A. J. Stewart, Limited**  
Makers of

**STEWART'S  
FINE CHOCOLATES**

and other high grade confectionery.

COR. DUNCAN AND ADELAIDE STS.  
TORONTO.

Has stood the test of every climate.



Wherever demonstrated, including the following Dominion, State, and International Exhibitions

|                         |   |                 |   |      |
|-------------------------|---|-----------------|---|------|
| Industrial Exhibition   | - | Toronto, Canada | - | 1903 |
| Provincial Exhibition   | - | Halifax, N. S.  | - | 1903 |
| Provincial Exhibition   | - | Victoria, B. C. | - | 1902 |
| Pan-American Exposition | - | Buffalo, N. Y.  | - | 1901 |
| Paris Exposition        | - | Paris, France   | - | 1900 |
| Trans. Miss. Exhibition | - | Omaha, Neb.     | - | 1898 |
| World's Fair            | - | Chicago, Ill.   | - | 1893 |

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

**St. CHARLES, ILL., U.S.A.**

Correspondence and Trade orders solicited.

**FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.**



# FREIGHTS AND CHARTERS

A DECIDED firmness has set in for ocean freights. The August dullness still permeates the September outlook but there is every hope of a better September and October. Increased offerings of practically all lines will be the record, save perhaps in the case of live stock. The falling off in live stock shipping for last month was so distinct that a great deal of untaken space was noted. The expected increase in ocean freight rates has therefore not taken place. To certain ports

forward in large quantities. It is now certain that the export quantity will not be anything like as large as it was last year owing to the fact that the Canadian crop is not so large while the Old Country crop is considerably larger. Some shippers think that the rates for oats will be affected by the offerings of apples and that higher prices may be asked owing to the space being better occupied. There is not a great deal of likelihood of this being carried out.

There is a fairly well founded claim

### New Freight System.

Consequent upon its rapidly increasing freight traffic the C.P.R. will inaugurate on September 12 the "red card" freight system. This will not imply any change in the train service, except that fast freight will be handled with more facility than formerly.

### All Will be Red.

Under this system cars containing fast freight will be ticketed with red cards and waybills will be accompanied by red envelopes, on which will be

## BERTH QUOTATIONS.

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

| DESCRIPTION.                                                |            | Liverpool | Glasgow | London    | Bristol | Belfast | Leith | Aberdeen | Dublin | Manchester | Cardiff | Hamburg | Antwerp | Havre | Rotterdam | Quebec to London |
|-------------------------------------------------------------|------------|-----------|---------|-----------|---------|---------|-------|----------|--------|------------|---------|---------|---------|-------|-----------|------------------|
| Flour, starch, split peas and oatmeal, in bags..            | 2240 lb.   | 5 c       | 7c      | 6-7c.     | 9c.     | 12/6    | 10    | 11 3     | 13/6   | 6c.        | .....   | 10c.    | 10      | ..... | 10        | .....            |
| Oilcake and cotton seed cake.....                           | "          | 4½c       | 6c.     | 5c.       | 9c.     | .....   | 10/   | 11 3     | .....  | .....      | .....   | 10      | 10      | ..... | 10        | .....            |
| Flake oatmeal, rolled oats, middlings, in bags.             | "          | 5c.       | 8½      | 5c.       | 9c.     | 15/     | ..... | .....    | 16/    | 10/        | .....   | 10      | 10/     | ..... | 10        | .....            |
| Lard, beef, pork, tallow and oleo, in barrels or tierces .. | "          | 5/3       | 13/3    | 13/3      | 15/     | 17/6    | 13 3  | 15/      | 18/3   | 5 3        | .....   | 16      | 17 6    | ..... | 17 6      | .....            |
| Lard in pails and other small packages .....                | "          | 5/3       | 13/3    | 13/3      | 15/     | 17 6    | 13 3  | 15/      | 17 6   | 5 3        | .....   | 16      | 17 6    | ..... | 17 6      | .....            |
| 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/     | 17 6    | 13 3  | 15/      | 17 6   | 5 3        | .....   | 16      | 17 6    | ..... | 17 6      | .....            |
| Canned goods (fruits, vegetables, etc.) .....               | "          | 5/3       | 15/9    | 13/3      | 15/     | .....   | ..... | .....    | .....  | 7/6        | .....   | .....   | .....   | ..... | .....     | .....            |
| Cheese in boxes. Condensed milk.....                        | "          | 20/       | 25/     | 25/       | 25/     | 25/     | 25/   | 25/      | 25/    | 20/        | .....   | .....   | 30/     | ..... | 30        | .....            |
| Cheese in crocks in cases.....                              | "          | 25/       | 30/     | 30/       | 30/     | 25/     | 30/   | 30/      | 25/    | 25/        | .....   | .....   | 35/     | ..... | 35        | .....            |
| Butter, in cases and kegs.....                              | "          | 40/       | 46 6    | 45/       | 30/     | 25/     | 30/   | 30/      | 25/    | 25/        | .....   | .....   | 35/     | ..... | 35        | .....            |
| Seeds, timothy and clover, in bags .....                    | "          | 10/       | 15/     | 12 6      | 15/     | 25/     | 15/   | 15/      | 25/    | 12 6       | .....   | 20c.    | 12 6    | ..... | 12 6      | .....            |
| Seeds, blue and other grass, in bags .....                  | "          | .....     | .....   | .....     | .....   | .....   | ..... | .....    | .....  | .....      | .....   | .....   | .....   | ..... | .....     | .....            |
| Leather, black and other, in heavy bales and bundles .....  | "          | 15/       | 21/     | 20/       | 20/     | 25/     | ..... | .....    | 25/    | 15/        | .....   | 30/     | 30/     | ..... | 30/       | .....            |
| Leather, rough sole, and split, in rolls and bales .....    | "          | 20/       | 31/6    | 25/       | 25/     | 25/     | ..... | .....    | 25/    | 20/        | .....   | 35/     | 35/     | ..... | 35/       | .....            |
| Pot and pearl ash, No 1 asbestos and mica .....             | "          | 7 6       | 10/     | 10/       | 12/6    | 12 6    | ..... | .....    | 16 6   | 7 6        | .....   | 12 6    | 12 6    | ..... | 12 6      | .....            |
| Maple and elm blocks and squares.....                       | "          | 8/        | 12 6    | 11 3      | 12 6    | 17 6    | ..... | .....    | 17 6   | 8/         | .....   | 13 9    | 13 9    | ..... | 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    | ..... | 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    | .....     | 11 2 6  | 12 6    | 12 6  | 12 6     | 12 6   | 8 9        | .....   | 12 6    | 12 6    | ..... | 12 6      | .....            |
| Furniture, etc.....                                         | "          | 10/       | 13 1½   | .....     | 12 6    | 12 6    | ..... | .....    | 12 6   | 8 9        | .....   | 12 6    | 12 6    | ..... | 12 6      | .....            |
| Implements etc.....                                         | "          | 10/       | 10 6    | .....     | 12 6    | 12 6    | ..... | .....    | 12 6   | 10/        | .....   | 12 6    | .....   | ..... | .....     | .....            |
| Eggs, in cases or barrels.....                              | "          | .....     | .....   | .....     | 15/     | .....   | ..... | .....    | 15/    | .....      | .....   | .....   | .....   | ..... | .....     | .....            |
| Apples, flour .....                                         | Barrel     | .....     | 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      | 30/       | .....   | 32 6-37 6 | .....   | .....   | ..... | .....    | .....  | .....      | .....   | .....   | .....   | ..... | .....     | .....            |

When ocean charges are collectable at port of destination, rates exchanged on basis of \$4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of \$4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

the bookings have been much larger for the end of September than they were for the beginning. Particularly is this the case with Manchester. With other ports the reports are about steady.

Grain rates have advanced from three pence to six pence all around for September, and steamship agents are looking forward to much better times all through. A new freight is now occupying some attention, namely, apples, which from this time on will be going

that the new grain inspection Act is operating against the port of Montreal. One shipper of oats stated that there was every possibility of large quantities of Canadian oats being shipped by New York if some of the inconveniences were not removed at the Montreal end. Of course Portland and Boston would get a share. It is also said that a grade of No. 2 white oats may be made at these American ports based on last year's Canadian standard.

marked full particulars of shipment. Cars thus labelled will be placed on designated red card freight trains that will carry them through to their destination.

Certain stations have been designated as "red card stations." To each of these is assigned a symbol letter or letters and a series of numbers, to be used in marking envelopes carrying bills for cars loaded with red card freight.



## Nothing Succeeds like Success

The heavy increase in the trade we are having on

## Perfection Cream Sodas

is due to their own excellence. We could not get repeat orders and continuous trade on poor goods.

We should esteem your biscuit trade.

We make fancy biscuits of every description, and confectionery.

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

BRANCHES: WINNIPEG and HAMILTON  
Manitoba Ontario

TELEPHONE { MAIN 125  
" 467

**Wm. McCann Milling Co.**

MILLERS AND GRAIN DEALERS

192 King Street East  
TORONTO.

## Biscuits And Confectionery

### An Interesting Anniversary.

**T**HE Mooney Biscuit & Candy Co., of Stratford, Ont., is an example of the growth and progress of Canadian industries. Starting a little over a year ago, with a plant which should have fulfilled all demands upon it for some time to come, the company has already had to double it.

Of course there are reasons for this, outside of the natural growth of the Dominion. The chief reason lies in the biscuits themselves, which are known to the trade and the people as something unsurpassed by anything on the Canadian market.

Mooney's Perfection Cream Sodas, as they are called, have firmly established their reputation all over Canada. As Mr. Mooney puts it, "They are the biscuits that made all Canada cracker-hungry."

The firm has come to the conclusion that the quickest and best means of further developing its biscuit trade is to tell the consumer the interesting story of Mooney biscuits and confectionery through the columns of the weekly and daily general and trade newspapers. Accordingly, it is entering on a regular advertising campaign. As one of the members of the Mooney Biscuit and Candy Co. remarked, "We are taking the all important initial step and then trusting to the quality of our products to place them on every table in the land." That they will succeed is a foregone conclusion. One has only to taste the dainty, crisp deliciousness of Mooney's Perfection Cream Sodas to discover the secret of their popularity.

Mr. W. J. Mooney, president and manager of the Mooney Biscuit & Candy Co., is a man whose eighteen years in Stratford have made him a familiar figure in that city, especially in business circles where his principal activities have been centred. During the greater part of that time he was connected with a large confectionery house as traveler, being considered one of the most successful commercial men in western Ontario, but even while on the road he was interested in a number of other enterprises, notably in real estate. His investments in this line are generally known to have been of a profit-bearing nature, and he is still actively interested in the business, being at the present time president of the Stratford Improvement Co.

His experience on the road prompted Mr. Mooney into the manufacture of biscuits and confectionery. Knowing in part the requirements of the trade in this line, he returned from a trip to the coast a year ago last Fall fully determined to form a company and establish a factory in Stratford, feeling confident that the output of other factories was not sufficient to cope with the demand and that people were not receiving their goods promptly or in the quantities required. That his judgment was correct has been shown by the growth of the business and the demand already created for the goods of his company. Operations were started last September with a paid up capital of \$100,000, and since then the growth has been such that it was recently found necessary to install a second oven of the largest capacity purchasable.

Mr. Mooney is of Irish descent, his father, the late Hugh Mooney, having come from the Emerald Isle to settle as an early pioneer in London Township. Previous to going to Stratford the greater part of his life was spent on the old homestead and in Strathroy, where he conducted a business for some time, and where twenty-five years ago he married Miss Henrietta Challoner, daughter of Mr. Thos. Challoner, of that place, previously of Sarnia.

Mr. Mooney is comparatively a new comer on Stratford board of trade, his connection with that body dating from time of reorganization. He was elected to the council of the board for the first time at the last annual meeting. During his residence in Stratford he has been prominent in a number of other circles.

### IMPROVED SAMPLE ROOMS.

The firm of S. J. Major, wholesale grocer, Ottawa, recently enlarged its sample room to double its previous size. There is plenty of room now for the sample room salesmen and for the better display of samples and shelf goods. In conversation with the president, S. J. Major, and Mr. Cote, manager and secretary, the Grocer learns that business is very satisfactory and prospects for the future bright.

H. N. Bate & Sons, Ottawa, have been for some time past engaged in enlarging and re-arranging their sample-rooms, warehouses and offices, which when completed will be thoroughly modern and convenient for carrying on their large business. The Grocer hopes shortly to be able to show photos of these newly arranged premises.



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

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

## The Cowan Co., Limited, Toronto

"Irresistibly  
Delicious!"



One taste  
will make a  
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

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

old  
reputation

Attention!

old  
reputation

The BEST  
of

Swiss Milk Chocolates

# KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

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

Wholesale Depot for Canada:

**Canadian Swiss Trading Co.**

17 ST. JOHN ST.  
MONTREAL.

## 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.

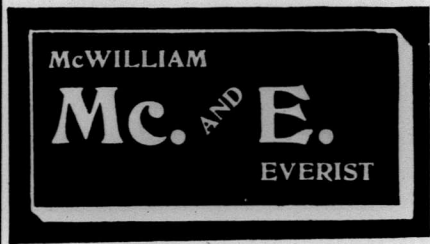


## EXHIBITION

flurry is now over and this is the time to look out for

### SNAPS IN FRUITS

As we are the largest handlers of DOMESTIC fruits in Ontario, we are in the best position to look after your interests. Try us with a mail order. You're **certain** to be **pleased** both in **quality** and **price**.



Long Distance Phone Main 645.  
TORONTO, CANADA.

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

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

**HUSBAND** Bros. &  
Co.

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

## GREEN FRUITS

**T**HE consumption of cider in many parts of the United Kingdom, which is already considerable, is steadily increasing, says the curator of

the Canadian section Imperial Institute, London, Eng. Consequently, the manufacture of this beverage has been, and is, the subject of careful study and investigation, and the adoption of scientific and up-to-date methods has resulted in makers generally producing cider of high quality. Particular varieties of apples are cultivated for cider-making purposes which lend to the liquid special qualities in the direction of appearance, flavor, etc., and in normal years British makers can obtain from the home crops most of the apples which they require. All the same, there is generally a certain quantity of cider imported both from France and the United States. Although the phenomenal condition of affairs resulting from the failure of the apple crop in Europe generally last Autumn must be regarded as quite exceptional, the scarcity of fruit has attracted general attention to the apple resources of Canada.

### Looking Toward Canada.

Many inquiries were made as to the possibility of obtaining apples and even cider from the Dominion. Advantage has, therefore, been taken of this occasion to endeavor to ascertain whether the apple-growing facilities possessed by Canada cannot in some way be converted permanently to the use of British cider-makers. There are, apparently, very large quantities of apples available annually in Canada which could be advantageously utilized for cider-making, if the pressing could be carried out on the spot. These apples represent, on the other hand, neither the best table fruit, nor could they bear the long transportation to Europe without sustaining considerable deterioration and damage, and they can usually be purchased locally at extremely low prices. Up to the present the production of cider in Canada appears, with the exception of one or two cases, to be conducted in a very elementary and hap-hazard style. Even were better methods adopted, the prospects of Canadian makers being

able to profitably sell Canadian cider as a distinctive brand in the United Kingdom are extremely problematical. The variety of apples available in Canada differs materially from those used in Europe for cider purposes, with consequent difference in the quality of the cider produced. There is keen competition between the different British cider-makers, and for many years large sums have been expended in introducing and advertising their various brands.

### Exportation of Apple Juice.

To establish a Canadian brand of cider in this market would be an undertaking both expensive and uncertain as to ultimate success. Better prospects would seem to attend the preparation and exportation of apple juice to be made according to the requirements of the British cider-makers and to be used by them for mixing and blending with the juices of apples possessing particular cider-making qualities. As a first step in this inquiry, samples of the best commercial Canadian cider were obtained by the Department of Agriculture at Ottawa and sent to the Imperial Institute, where they were examined and analyzed in the Research Laboratories, the results being compared with the analysis already available of various types of United Kingdom cider and also by cider made in the United States.

### Canadian Cider Tested.

The general results of the examination shows that the Canadian ciders analyzed possess most of the characteristics of American cider. The samples had a higher specific gravity, and contained a smaller proportion of alcohol and a larger amount of sugar than most English ciders. In this country and in France, varieties of small and bitter apples are grown especially for the production of cider, imparting a particular flavor and color to the beverage. In the United States, inferior and surplus sweet apples are employed often indiscriminately, and this would also appear to be the case as regards much of the cider made in Canada. That Canadian cider made from the varieties of the fruit in most common use would resemble English cider made from specially cultivated apples, is impossible. On



the other hand, with greater care in the selection of the apples used and by the adoption of more systematic methods, the quality would be greatly improved. If British makers could obtain sufficient quantities of home-grown fruit to cover their requirements, they would not handle any other. The fruit crops in the British Isles, are, however, of very uncertain dimensions, and the demand for cider is constantly increasing, so that in most years makers are obliged to obtain some portion of their requirements from abroad.

Official trade returns show that for some years past the importation of American cider has approximated 350,000 gallons, but it is interesting to note that the declared value of the American is only from 8d to 9d per gallon, compared with 1 shilling to 1 shilling 2d in the case of cider imported from France. As a competitor with American cider, it would appear that there should be an opening for the Canadian article, but as to whether the trade would be uniformly profitable there is much difference of opinion. Several trial shipments have been made this last Autumn, and several representatives of cider-manufacturing firms have personally visited Canada.

**Phenomenal Crop of Blueberries.**

According to The Rat Portage Miner over 146 tons of blueberries have been shipped from Rat Portage during the present season. This amount will be considerably increased before the end of the crop is reached. It is expected there will be additional shipments of over 14 tons, making a total of 160 tons, or 320,000 pounds, for the full season.

The price obtained by the pickers has been slightly over an average of 4c per pound, which would net \$12,800. To this must be added an additional three cents to the dealer for baskets, packing, handling, profit, etc., which would add an additional \$9,600, or, making a total of \$22,400 brought into circulation in Rat Portage through the medium of the blueberry crop.

**Disastrous Apple Season**

According to a statement made at a recent meeting in Hobart, Tasmania, of fruit-growers the loss sustained, by exporters of Tasmanian apples for shipment to England this season will reach \$50,000. On approximately 600,000 cases shipped from Hobart this means an average loss of (1s 8d) 40 cents per case. The early shipments proved fair-

## ONIONS

Spanish or Valencia, in 50-lb. and 150 crates. Fresh arrivals of both.

## PINEAPPLES

Our Florida Smooth Cayennes are very fine quality. Sizes, 8s, 10s, 12s, 14s, 16s, and 18s. Send for weekly price list.

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

**WHOLESALE FRUIT AND PRODUCE**

W. B. Stringer. **W. B. STRINGER & CO.** J. J. McCabe.

**FRUIT BROKERS AND AGENTS.**

We buy Fruit for Ontario's Fancy Retailers. It pays to handle the best. We represent J. C. Houghton & Co., the reliable Apple Auctioneers of Liverpool and London. Send us promptly particulars of Shipments—we'll look after them carefully to Seaboard.

61 FRONT ST. EAST, TORONTO. Phone Office—Main 520

## Arriving Daily—Almost

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

Just in—Fresh car EXTRA FANCY NAVELS, all sizes. Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

**Hugh Walker & Son, - Guelph, Ont.**

Apples      Vegetables

Dried and Evaporated      Green and Desiccated

**FINKLE & ACKERMAN**

**BOWMANVILLE.**

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

## APPLES

### For the West

We pack under government regulations. Our apples are packed by expert apple packers. Correspondence invited.

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.

ly remunerative, but the latter exportation was most unprofitable. Poor carriage conditions caused a large proportion of the fruit to land in London in inferior condition, and it has been proved that unanimity among shippers is absolutely essential in future.

It has been suggested that the Tas-

manian Government should grade the fruit and thus prevent inferior apples being packed for shipment. Shipments from North America have been larger than usual, which combined with the early advent of continental soft fruit, have contributed to the poor prices obtained for Tasmanian consignments.



# SPECIAL NOTICE to the TRADE.

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

## Bloomfield Packing Co.

LIMITED

*Bloomfield, Aug. 9th, '04.*

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# FLOUR AND CEREAL FOODS

## The Growing Grain Crops.

**L**ATEST reports on crop conditions in Ontario are as follows:—Essex and Kent—No crop. East Grey—Rust bad; half a crop.

West Lambton—One-third of a crop.

Oxford—Half a crop; testing 55 pounds.

Durham—The first few miles back from the lake the wheat has been killed out; farther back there are prospects of a good crop of Fall wheat.

Perth—Half a crop, testing about 55 pounds.

Huron—Half a crop, testing about 50 to 56 pounds.

Lincoln and Welland—About one-third of a crop, testing from 52 to 58 pounds.

Ontario—Fall wheat about half a crop with considerable damage from rust. Barley and oats—Good crop. Spring wheat—Half a crop, badly damaged by rust.

In Nova Scotia the drouth which set in during July and lasted well into August has materially checked the growth of wheat, and present indications are that many counties will not give more than 60 or 70 per cent. of the average grain yield.

In Manitoba harvesting is about half over, and in several districts practically completed. Farmers report themselves as surprised at the unexpectedly large yield, and say the damage from rust is not nearly so great as they expected. No frost has been reported as yet from any source. If it comes, however, the worst that is now looked for is a crop equal to last year's. At present the wheat crop of Manitoba and the Territories is estimated at 58,000,000 bushels, or an increase of 5,000,000 bushels over last year's.

Grain prospects in the Territories continue excellent. Some fields of wheat, barley and oats are still backward, but there is every indication of a good crop and a good sample. Very little, if any, damage is reported from frost or rust.

According to Bradstreet's special report on crop conditions in the United States corn has made good progress in Nebraska, Missouri and Kansas, but it is still green and needs dry weather, heat and a late Fall. Rains in the Northwest have retarded Spring wheat cutting and threshing, and rust damage

is reported increased. The movement of Spring wheat to market is rather slow. Quality seems good. Winter wheat is moving heavily, as are also oats, supplies of which are mounting rapidly. Yields of crops other than wheat in the Northwest are excellent. From Spokane reports come of disappointing wheat yields in the Big Bend country, but of heavy yields in the Palouse region. The feeling is now that 550,000,000 bushels is the maximum possible yield.

The following summary of the prospects of the European wheat market is taken from the London Times. Very cheap wheat and flour will this season be out of the question owing to the more or less complete failure of the wheat crop in Austria-Hungary and Roumania, and the fact that France, Italy, Spain and Portugal will be under the necessity of importing breadstuffs in addition to the probability that the United States will have very little to export to Europe.

## Dominion Millers Meet.

**T**HE annual meeting of the Dominion Millers' Association, held in Toronto on September 1, was attended by seventy-five representative millers from all parts of the Province of Ontario. Naturally one of the topics discussed was the 1904 crop of Winter and Spring wheat, which the members present estimated at about one-third of the regular yield.

"Dollar wheat" was also discussed with much interest. President Hedley Shaw presided during the business session, in the absence of Mr. John Goldie, the retiring president.

The secretary, C. B. Watts, in his report, announced that he had corresponded with the British committee investigating preferential relations, and had strongly urged the admission of colonial flour on the same terms as colonial grain, pointing out that a discrimination against the flour would result in an increase in the price of breadstuffs to the consumer, as the milling capacity of the United Kingdom was not sufficient to grind the flour to supply their needs. Mr. Watts also pointed out that the milling industry in Great Britain already enjoyed a certain amount of protection in the lower freight rates on grain. The secretary also referred to

the new inspection act doing away with the board of millers and grain dealers, which formerly met yearly to appoint the grain standards.

For the benefit of members who have joined the association recently a description of the central wheat buyers' duties was also given, and of the assistance that has been given the millers in buying their wheat at the lowest possible price. Mr. Watts stated that the car shortage during the Winter months of 1901 was even more pronounced than that of the previous year. Purchases were made for 110 millers who were members, and 23 millers who were non-members, and the total commissions earned were \$1,012.67.

The discrimination in freight rates under which Ontario millers had suffered in shipping to eastern points was dealt with in another report, which also took up the question of export freight rates. Instead of securing the advantage of the shorter haul to the seaboard the Grand Trunk and the Canadian Pacific companies were charging Canadian shippers higher rates than to their Michigan patrons. During the past two years, however, the railways were according Canadian mills more equitable treatment.

Prof. Day, of the Ontario College of Agriculture, delivered an interesting lecture on foodstuffs, after which there was a brief discussion. The secretary was instructed to insert in the next bulletin a standard scale for the buying and exchange of wheat.

The officers were elected as follows:—President, H. Shaw, Toronto; first vice-president, George Goldie, Ayr; second vice-president, S. W. Vogan, Walkerton; treasurer, William Galbraith, Toronto; secretary, C. B. Watts, Toronto; executive committee, W. G. Bailey, Hamilton; H. Barrett, Port Hope; J. D. Flavelle, Lindsay; J. I. A. Hunt, London; M. McLaughlin, Toronto; H. L. Rice, St. Mary's.

## Canadian Foodstuffs for France.

**I**N his latest report on trade conditions existing in France, A. Poin-dron, commercial agent, says that despite the grain and food productive power of France, which has been raised the highest available mark in the present era of agricultural science, a steady yearly demand exists in France for hard wheat and corn imported for manufac-





**“Make a demand  
for it, and we’ll  
sell it.”**

—We had no quarrel with the grocery trade when they made the foregoing statement to us, when we solicited them to buy

## Orange Meat

—the ready-for-serving cereal. We knew we had something distinctly superior in the matter of breakfast foods, but that wasn’t enough. We started in to create the demand, with what success every grocer knows. Our premium plan, coupled with liberal newspaper advertising, has done the trick. We hope to have every grocer in Canada selling Orange Meat before very long. It will be a good thing for him when he begins its sale.

ORDER THROUGH  
YOUR WHOLESALER.

**THE FRONTENAC CEREAL CO.**  
Limited

**43 Scott St., Toronto.**

turing purposes, however heavily taxed it may be by the French custom’s tariff.

The French soil does not grow the hard wheat necessary to make the various alimentary pastes such as macaroni, vermicelli and others which France uses in large quantities. A certain amount of hard wheat is imported every year to mix with the home grown wheat to strengthen the flour.

#### MUST STUDY THE FRENCH MARKET.

In order to increase their export trade to France, Canadians should pay steadier, keener and more direct attention to the French market in the matter especially of grain, wood, ores, mattes and minerals. In trying shipments of hard Manitoba or Ontario goose wheat, and of corn, which is always in demand in France for manufacturing purposes, the Canadian exporter, through direct connections, will place himself in a position to fill the demands of the French consumption whenever the French crop of any kind of grain proves short. In fact, it is rather seldom that the crops of all classes of grain are altogether plentiful all over the country, and as Canada and France grow the same grain, dealings would be easy when the chance occurs to have the occasional shortage of one grain or another filled with Canadian imported grain.

#### FRENCH GRAIN IMPORTS.

Despite a very large crop in 1903, France imported, during the first six months of 1904, a total of 280,000 tons weight, in round figures of wheat, oats, barley, rye and corn. This includes 91,000 tons of wheat in spite of the very large French wheat harvest in 1903. The figure for wheat imports during the corresponding six months of 1903, that is to say, after a good average crop in 1902, was 197,000 tons.

The 280,000 tons aggregate figure for the first six months of 1904 will, at least, be doubled for the total year 1904, turning in a total yearly import of, at least 550,000 to 600,000 tons weight of the five principal classes of grain. After the exceptional crop of 1903 and the fairly good one anticipated in 1904, such amount may be considered as a bare minimum; but in spite of this if the Canadian exporters of home-grown grain were suitably represented on the French grain exchanges, the large share they would secure out of such a minimum import would again be a substantial profit to them and to their country.

#### WOULD ENCOURAGE A DIRECT SERVICE.

On the other hand, an average yearly export of 20,000 to 25,000 tons of hard wheat or other Canadian grain of the five above classes, would supply the bal-

last cargo to 15 or 18 modern ships a year, and would be, by itself, a very strong contribution to the maintenance of direct steamship connections between Canada and France. But Canadian export possibilities to France in grain lines and agricultural products are not confined to wheat, oats, barley, rye and corn only.

#### BEANS.

Canadian statistics for the fiscal year ended June 30, 1903, show that 2,381 bushels of beans, valued at \$3,080 have been exported to France. It will be easily seen that since Canada was able in quality and prices to supply 2,381 bushels of beans, through the very few connections now existing, her share in the French bean imports during the above year would have been much larger if a majority, at least, of the Canadian bean exporters had been in the French market through direct representatives.

#### PEAS.

Canadian statistics state that during the fiscal year ended June 30, 1903, 20,769 bushels of pease, valued at \$41,078 have been exported to France.

The French requirements for Canadian pease, including pease for seeding purposes and consumption pease, are far larger. The demand is so good and so steady that two French firms have long ago undertaken to grow their seeding pease in Ontario, with a view of exporting them to France. The success obtained with seeding pease should show the way to the exporter of pease for table use and otherwise for which a steady demand prevails in France, and of which Canada is one of the large exporting countries, the total amount of Canadian exports of pease in 1903 having been 1,144,754 bushels, valued at \$1,052,743. There is accordingly a very big outlet at hand for Canadian pease.

#### CLOVER SEED.

According to the Canadian statistics for 1903, 73 bushels only of clover seed, valued at \$597, have been exported to France.

The Canadian exports of clover seed would allow of a substantial development of the trade with France. The aggregate exports of Canadian genuine clover seed have been 113,496 bushels, valued at \$839,459 during the fiscal year 1903.

#### GRASS SEEDS.

Canada has also an important foreign trade in grass seeds, the exports having been 65,324 bushels, valued at \$75,461 during the fiscal year 1903. No shipment appears in the statistics as having been forwarded to France during the same period, despite French importers used to buy a certain quantity of such seeds in Canada.





I wish I could show you my gallery of children's photographs.

Over thirty-five hundred of them — all sent me voluntarily by their mamas.

I get quite a spell of extra sunniness every time I think of the thousands and thousands of little ones "FORCE" has made strong and plump and healthy.

*Sunny Jim*

"FORCE" is as ready to digest as it is to eat, because it combines the laxative qualities of Malted Wheat with its Phosphate and Nitrogen, the Brain and Muscle building constituents.

Feed children plenty of "FORCE" and they will grow up with sound stomachs and active minds.



## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### Canadian Opportunities in Australia.

**I**N his last report to the Department of Trade and Commerce, Ottawa, on trade conditions in Australia, D. H. Ross, Canadian commercial agent at Melbourne, reports as follows on the possibility of establishing a market for Canadian plug and cut tobaccos:

#### CANADIAN PLUG TOBACCO.

Despite the efforts of the Australian tobacco combine, there is undoubtedly a fine market in Australia for the better class of plug tobacco. Samples of the quality for which there is a big demand were forwarded recently to a Canadian tobacco manufacturing company, who undertook to supply a similar article at a suitable price with the result that an order was placed for a trial shipment. This first shipment of Canadian plug tobacco arrived at Melbourne but unfortunately it proved quite unsuitable for Australian requirements. Importers have decided not to place the line on the market for the reason that it would damage the reputation of the business they are anxious to build up.

The importers are deeply disappointed at the result, as they had made contracts for advertising to the extent of over \$200 a month, and they had otherwise arranged to "push" the sale of this Canadian plug tobacco to the utmost extent. Much invaluable time will thus be lost, under any circumstances, before this business can be placed upon a proper footing.

This incident is regrettable in the extreme, for had the shipment been placed upon the market it would have permanently injured the manufacturers' chances of securing further business in Australia, besides reflecting upon other Canadian makers who may be disposed to supply exactly what is required.

#### CANADIAN CUT TOBACCO.

One of the principal retail tobacconists in Melbourne is giving Canada a splendid advertisement by a handsome window display of cut tobacco. An increasing trade will result if the requirements of the trade are studied, although the importation of cut tobacco is very

limited in comparison with that of plug tobacco.

### Tin Boxes for Cigars.

One of the most recent inventions is a tin box for packing cigars, to take the place of wooden boxes, which for decades have housed the whole gamut of smoke-producers, from the stogie to the most expensive domestic or imported article.

In appearance the new box resembles the wooden cigar box very closely, the label which completely envelopes the box being lithographed to resemble the cedar box used in packing the best goods. For the tin cigar box it is claimed that it will keep a cigar fresher than its wooden predecessor. It is not a hermetically sealed affair, as no solder is used in its construction. Put together in this way, sufficient air is admitted to prevent the cigar from sweating; which would occur if the box were sealed.

### U. S. Tobacco Crop.

In its weekly summary of crop conditions in the United States, the Weather Bureau states that in the middle At-

lantic States of New England tobacco has made favorable progress, cutting being well advanced. The yield of the Connecticut tobacco crop will be phenomenally large, and the quality the best in years. While the crop has been shortened by drought in the Ohio Valley late rains have improved the outlook in that locality. Tobacco is making good growth in Wisconsin and will be about two weeks late.

### Consumption of Foreign Leaf in U. S.

**T**HE statistics of importations of foreign leaf to the United States during the fiscal year 1903-04 recently published by the Treasury Department show that the importation of foreign leaf suitable for wrapper purposes was 7,387,390 lbs., the largest on record with the single exception of the McKinley year. With the quantity of wrapper left in bond on June 30, 1903, which amounted to 5,548,883 lbs., the total number of pounds of wrapper leaf for consumption in 1903-04 was 12,936,273. From this total, however, must be deducted (1) 1,196,607 pounds which were exported, and (2) 6,110,102 pounds

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.





## Some Men won't Smoke a Pipe.

They get more comfort and satisfaction from a cigar.

There are grocers who sell tobaccos but not cigars. They can supply only a part of the men who smoke. They miss in consequence a big trade and one vastly more profitable than selling tobaccos.

Why not sell cigars?—Good Cigars, of course.

Our standing offer is:

*We will send 1,000 Cigars, express prepaid, assorted as desired, on usual terms. At the end of three months we will buy back unsold stock at invoice price.*

We always recommend **Pebble** for a 5 center, and **Pharaoh** as a 10-center.

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

**Three Cheers**  
and  
**A Tiger!**

**T & B**

Smoking Tobacco always wins the plaudits of smokers.

Of what other tobacco can this be said? None.

Grocers find it easy—and profitable—to sell **T. & B.**

ORDER THE 10-CENT SIZE.

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





which remained in bond on June 30 last, which leaves the quantity of 5,729,564 pounds as the amount which was withdrawn during the year for domestic consumption. And as all of this with the exception of but a quarter million pounds was imported from the Netherlands, the consumption of Sumatra during the past fiscal year was very nearly 34,000 bales, an increase of 10,000 bales since 1898.

Of all other, that is filler leaf, was imported during the last fiscal year 23,775,246 pounds, or four millions pounds less than during the fiscal year ended

June 30, 1903, while of wrapper leaf the imports during the last fiscal year were by a million pounds larger than during the preceding year. On June 30, 1903, the stock of filler leaf in bond amounted to 18,580,477 pounds which gives a total for the year of 42,355,723 pounds. Of this total 4,329,228 pounds were exported and 16,694,598 pounds remained in bond on June 30, 1904, so that 21,331,897 pounds were withdrawn for consumption. As all of this total with the exception of a million and a quarter was imported from Cuba the consumption of Cuba filler leaf in the United States for

the past fiscal year amounted to about 180,000 bales, the bale figured at a hundred pounds.

**The Tobacco Trade in Belgium.**

The people of Belgium are heavy consumers of tobacco, their consumption being 4.86 pounds per capita, as against 4.40 pounds in the United States, 2.50 pounds in France and 1.71 pounds in England. The United States is the chief source of supply of the tobacco, which is imported mainly in its unmanufactured state.

Considerable tobacco is grown in Bel-

# The Chamberlain Cigar

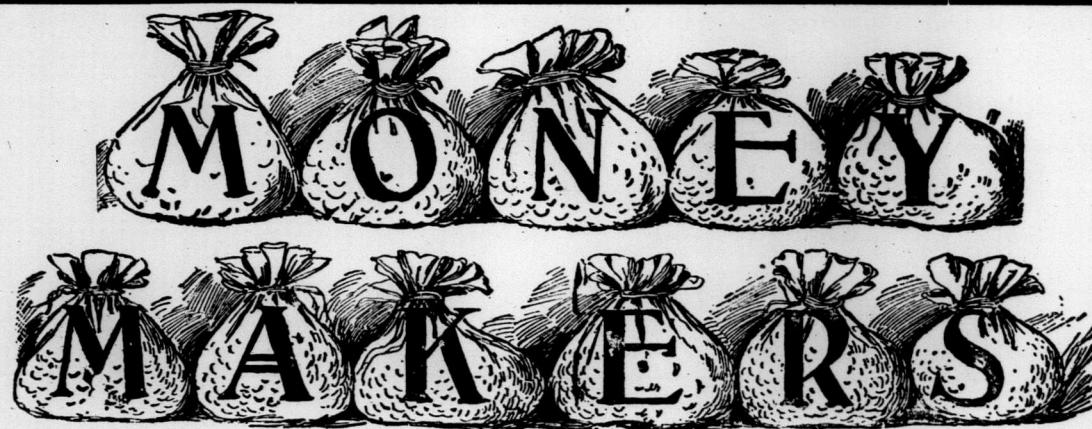
The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

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

MANUFACTURERS OF

**Cigarettes and Cut Tobaccos**



**McAlpin's Tobaccos**  
are.

**You sell them, of course?**

**Smoking**

TONKA,  
SOLID COMFORT,  
PINCHIN'S  
HAND MADE.

**Chewing**

BRITISH NAVY,  
KING'S NAVY,  
BEAVER,  
APRICOT.

**McAlpin Consumers' Tobacco Co., Limited, Toronto.**

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gium. According to the most recent statistics East Flanders had 12,830,214 plants under cultivation, being 10,805 plants per acre. The number of plants is reported as increasing annually. In 1895 the total yield of tobacco grown in Belgium was 5,166 tons. The domestic tobacco is largely manufactured at Ghent, and is of inferior quality.

Antwerp has 43 tobacco factories of various kinds, and over 300 shops in which tobacco, cigars and cigarettes are sold. In Antwerp, as elsewhere in Belgium, long pipes are more commonly smoked than cigars. There is considerable demand for chewing and snuff tobacco. Leaf tobacco is imported from the United States—mostly from Kentucky and Virginia—South America, Sumatra, Java, Turkey, Greece, China and Algeria.

The importation of Mexican tobacco began to assume importance in 1895, when several companies which had been founded in Antwerp for the purpose of cultivating tobacco in Mexico were making Antwerp an important market.

#### Tobacco Growing in Rhodesia.

THE following interesting information on the cultivation of tobacco in Rhodesia has been received from a South African correspondent:

With a view to creating an industry in the manufacture of a good class of tobacco, for which there is sure to be a large demand in South Africa, every effort is being made in Rhodesia to induce the farmers to take a keen interest in tobacco cultivation, which has so far proved most successful. The best kinds of seed are provided, prizes for competition are offered, and the services and advice of the Government tobacco expert are placed at the disposal of the farmers. Not only in the country itself is the industry being stimulated, but in England also steps are being taken with a view to securing a market for Rhodesian tobacco as soon as the farmers are able to send it to the factories in sufficiently large quantities. Earl Grey, who is greatly interested in establishing trade between Rhodesia and the mother country, is devoting special attention to this branch of the future export trade of Rhodesia. He has recently been visiting the tobacco factory of the Co-operative Wholesale Society at Manchester, where he exhibited samples of Rhodesian tobacco and obtained information from the manager as to the best leaf for the British market. The Co-operative Wholesale Society has prom-

ised its assistance in the enterprise as soon as packing for importation is begun.

Doctor Sketchley, who is working a series of experiments in tobacco growing at the Stapleford plantation, near Salisbury, holds very decided views, says the Salisbury Times, about the necessity of alternating crops in due course, if the fertility of the land and the quality and size of the plants is to be preserved. He specially favors the use of imported seed when the right varieties have been ascertained by actual experiment. He considers that to cultivate from seed raised in Rhodesia is a mistake and will only lead to the degeneration of the plant. He argues that the best tobacco seed is the product of many years of careful culture in localities where particular kinds are indigenous. These kinds may do well in other countries, but their characteristics are likely to deteriorate with each succeeding crop raised from locally grown seed. Doctor Sketchley believes that after being under tobacco for a year the land should be allowed either to lie fallow for a couple of years or a green crop should be raised on it. Doctor Sketchley also stated that another farm had been secured, about 3 miles distant from Stapleford, being the old Rhodesia Lime Syndicate's property. A lease has been obtained of 3,000 acres, and extensive planting and irrigation is intended on this ground next season, the Mazoe River and Chingyika and St. Gerera creeks all being available for irrigation by gravitation. Tobacco and cigars from Stapleford are expected to be on the local market for sale in a couple of months.

#### Tobacco Salaries.

Before the American Revolution, ministers of the Angelican church in those American colonies where that church was established by law were remunerated "in kind" instead of in money. Maryland gave an incumbent forty pounds of tobacco a year for every tithe payer in the parish, whether churchman or dissenter, white or colored. These terms were handsome enough to secure the pick of the clerical market. In Virginia the stipends represented a fixed and unvarying quantity, by weight, of the manufactured leaf. These stripes were rather beggarly in quantity. In a bad year even the "sweet scented parishes," where the minister's salary was calculated on a high priced and exceptionally fragrant tobacco, yielded only about \$500 a year. The parishioners sometimes refused to induct a clergyman unless he would con-

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.

sent to take one salary for serving two parishes. In 1758, when the price of tobacco had greatly risen, the house of burgesses passed a law fixing the cash equivalent of debt payable in tobacco at one-third their true value, thus wiping out two-thirds of the incomes of ministers. Patrick Henry made his first fame in defending this law when a test case was brought in behalf of the injured clergymen.

#### Tobacco Notes.

Professor Harper, of Lexington, Ky., has accepted an offer of the British Government to instruct classes in the educational institutions of Ireland in the culture of tobacco.

The American Tobacco Trust has again struck out in Philadelphia through the American Tobacco Co., cutting off all supplies from three of the most extensive jobbers and serving notice upon the others to the effect that no more goods will be furnished them unless they cease handling the output of independent factories forthwith.

J. S. Larke, Canadian commercial agent at Sydney, N.S.W., Australia, reports that two Canadian companies have good representatives there. One has already secured a trade and the other should do so. The one obstacle in the way is an intimation that the Governments of Australia and New Zealand may take the tobacco business into their own hands and transform it into a public monopoly. No steps, however, have been taken in this direction as yet.







# NABOB SAUCE



The Sauce for Epicures

**Batty & Co., Limited**

Sauce and Pickle Experts. London, S.E.

# "FACTS"

## THE BEST GROCERS

## POPULARIZE THEIR STORES

AND

## PLEASE THEIR CUSTOMERS

BY SELLING

# Golden Eagle Coffee.

WE WILLINGLY SUBJECT THIS COFFEE TO THE CRITICISM OF THE BEST JUDGES.

POST CARD WILL BRING SAMPLE PACKAGE FREIGHT PREPAID.

**AMERICAN COFFEE & SPICE CO. TORONTO.**

## Quotations for Proprietary Articles.

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

September 8, 1904.

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

### Baking Powder.

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

W. H. GILLARD & CO.

|                                 |        |
|---------------------------------|--------|
| Diamond—                        |        |
| 1 lb. tins, 2 doz. in case..... | \$2 00 |
| " 3 " ".....                    | 1 25   |
| " 4 " ".....                    | 0 75   |

### IMPERIAL BAKING POWDER.

| Cases.     | Sizes.    | Per doz. |
|------------|-----------|----------|
| 1 doz..... | 10c.      | \$0 85   |
| 2 doz..... | 4-oz.     | 1 20     |
| 3 doz..... | 6-oz.     | 1 75     |
| 4 doz..... | 12-oz.    | 3 50     |
| 5 doz..... | 12-oz.    | 3 45     |
| 6 doz..... | 12-oz.    | 3 40     |
| 7 doz..... | 16-oz.    | 4 45     |
| 8 doz..... | 16-oz.    | 4 35     |
| 9 doz..... | 2 1/2 lb. | 10 40    |
| 1 doz..... | 5 lb.     | 19 50    |

### MAGIC BAKING POWDER.

| Cases.     | Sizes.    | Per doz. |
|------------|-----------|----------|
| 6 doz..... | 5c.       | \$0 40   |
| 4 ".....   | 4-oz.     | 0 60     |
| 4 ".....   | 6 ".....  | 0 75     |
| 4 ".....   | 8 ".....  | 0 85     |
| 4 ".....   | 12 "..... | 1 40     |
| 2 ".....   | 12 "..... | 1 45     |
| 2 ".....   | 16 "..... | 1 85     |
| 2 ".....   | 16 "..... | 1 70     |
| 1 ".....   | 2 1/2 lb. | 4 10     |
| 1 ".....   | 5 ".....  | 7 30     |
| 1 ".....   | 6 oz.     | 1 40     |
| 1 ".....   | 13 "..... | 0 85     |
| 1 ".....   | 18 "..... | 0 85     |



### 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. ....  | 78    |

Freight paid, 5 p.c. 30 days.

### ROYAL BAKING POWDER CO.

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

### CLEVELAND'S—Dime.

| Sizes.                | Per Doz. |
|-----------------------|----------|
| Cleveland's—Dime..... | \$ 1 00  |
| " 1 lb. ....          | 1 50     |
| " 6 oz. ....          | 2 20     |
| " 1 lb. ....          | 2 80     |
| " 12 oz. ....         | 4 25     |
| " 1 lb. ....          | 5 50     |
| " 3 lb. ....          | 15 00    |
| " 5 lb. ....          | 25 00    |

### "VIENNA" BAKING POWDER.

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

### BEE BAKING POWDER.

|                                       |        |
|---------------------------------------|--------|
| 1-lb. tins, cases 4 doz, per doz..... | \$2 25 |
|---------------------------------------|--------|

### HOME BAKING POWDER, CO., MONTREAL.

| Sizes.                      | Per doz. |
|-----------------------------|----------|
| 2 doz. case 1/2 lb.....     | \$2 40   |
| 1 " 1 lb.....               | 4 75     |
| 1 to 5 cases, 5 per cent.   |          |
| 5 to 10 cases, 10 per cent. |          |



### EAGLE BAKING POWDER.

|                           |        |
|---------------------------|--------|
| Cases of 48-5c. tins..... | \$0 45 |
| " 48-10c. tins.....       | 0 75   |
| " 24-25c. tins.....       | 2 25   |
| " 48-25c. tins.....       | 2 25   |

### Blue.

|                                             |           |
|---------------------------------------------|-----------|
| Keen's Orford, 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 Blue.



|                                                               |                |
|---------------------------------------------------------------|----------------|
| "Blueol"—10-lb. boxes containing 50 pks., 4 squares each..... | per lb. 16 1/2 |
| "Sapphire"—14-lb. boxes, 1/2-lb. pks. per lb.....             | 12 1/2         |
| "Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pks. per lb.....  | 10             |

### Black Lead.

|                                                                                |        |
|--------------------------------------------------------------------------------|--------|
| Beckitt's, per box.....                                                        | \$1 15 |
| Box contains either 1 gross, 1 oz. size; 1/2 gross, 3 oz.; or 1/4 gross, 4 oz. |        |

### JAMES' DOME BLACK LEAD.

| Per gross    |        |
|--------------|--------|
| 6a size..... | \$2 40 |
| 2a size..... | 2 50   |

### Borax.

|                                        |      |
|----------------------------------------|------|
| "Bee" brand, 5 oz., cases, 40 pks..... | 1 40 |
| " " 10 oz., cases, 48 ".....           | 2 25 |
| " " 16 oz., cases, 48 ".....           | 4 25 |

### EAGLE BORAX.

| Per doz.                          |        |
|-----------------------------------|--------|
| Cases of 5-doz. 5c. packages..... | \$0 40 |
| " 5-doz. 10c.....                 | 0 85   |

### Brooms.

| 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 25   |
| " " " E, 3 ".....                          | 3 55   |
| " " " G, 3 ".....                          | 3 30   |
| " " " I, 3 ".....                          | 3 25   |

### Cereals.

|                                           |          |
|-------------------------------------------|----------|
| Wheat OS, 2-lb. pks., per pkg.....        | 0 05     |
| " " 7-lb. cotton bags, per bag.....       | 0 12 1/2 |
| Quaker Oats, 2-lb. pks., per case.....    | 3 00     |
| Tillson's Oats, 2-lb. pks., per case..... | 3 00     |

### Chocolates and Cocos.

THE COWAN CO., LIMITED.

| Cocos—                                                               |                 |
|----------------------------------------------------------------------|-----------------|
| Hygienic, 1-lb. tins.....                                            | per doz. \$6 75 |
| " 1/2-lb. tins.....                                                  | 3 50            |
| " 1-lb. tins.....                                                    | 2 00            |
| " fancy tins.....                                                    | 0 85            |
| 5-lb. tins, for soda water fountains, restaurants, etc., per lb..... | 0 50            |
| Perfection, 1/2-lb. tins, per doz.....                               | 2 40            |
| Cocoa Essence, sweet, 1/2-lb. tins, per doz.....                     | 2 25            |















# MOLASSES

New Crop 1904  
Barbados.

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

**The Dominion Molasses Co.,**

HALIFAX . . . . . NOVA SCOTIA.

## Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE  
**SPECIAL OFFERS**

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

### "Butterfly Brands"

|                                          | ¼-lb. | ½-lb. | 1-lb. |
|------------------------------------------|-------|-------|-------|
| COFFEE and CHICORY<br>per doz. tins..... | 2/3   | 4/-   | 7/-   |
| PURE DUTCH COCOA<br>per doz. tins.....   | 4/3   | 8/-   | 15/-  |

Goods delivered, freight paid, to any Canadian port, duty not included. Terms: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

## "ACME" TABLE SALT

Ask your grocer for it. Put up in 56 lb. casks and in 25 lb. bags. **TORONTO SALT WORKS, Toronto, Ont.**

### THE PEOPLE OF JAMAICA

are now using salt from the United States. It is brought to you by the "ACME" brand. It is the best salt in the world.

### THE PEOPLE OF CUBA

are now using salt from the United States. It is brought to you by the "ACME" brand. It is the best salt in the world.

## BASKETS

We make them in all shapes and sizes. We have

- Patent Improved Berry Box
- Grain and Root Baskets,
- Clothes Baskets,
- Butcher Baskets,

In fact, all kinds of baskets being very neat in appearance, strong and durable. Send your orders to

**Galville Basket Co.,**  
Toronto, Ont.

## You are interested in Something.

Why not get the best chance that we afford on the subject.

We read and clip thousands of newspapers every week - wherever we can find you something of interest for a dollar. We have a list of 100 papers and we are now clipping the best information and many of it than your competitors are likely to get.

|                                |
|--------------------------------|
| Terms - 100 Clippings, \$ 1.00 |
| 200 " " 2.00                   |
| 400 " " 4.00                   |
| 1,000 " " 10.00                |

Send for our booklet which fully explains the scope of the service rendered. We will send you a copy of our booklet in return for your name and address. We are prepared to supply you with a list of papers or to make a list of our work.

### CANADIAN PRESS CLIPPING BUREAU,

25 North Street, MONTREAL, QUE.  
Telephone No. 123.  
14 Front St. E., Toronto. Telephone No. 123.

Is Here  
the  
Main  
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The Best Grocers make  
a point of Keeping it  
always in Stock.



**A WONDERFUL POST LAMP  
FOR KEROSENE.**

**The Belgian No. 57  
Globe Post Lamp.**

Light is equal to 43½ candle power, actual test (U.S. Light House Board).

Greatest Candle Power and Smallest Oil Consumption for a given amount of light.

Shows twice as much light as any other globe tubular street lamp and four times as much as an ordinary gas street lamp.

Does not blacken the globe when exposed to high winds.

Does not blow out.

Fits on Standard Brackets and Posts.

**A FACT**—THE BELGIAN No. 57 GLOBE POST LAMP will last three times as long as the best Tubular Globe Street Lamp now made.

**GOWANS, KENT & CO.**

WHOLESALE CROCKERY AND GLASSWARE  
TORONTO, ONT. WINNIPEG, MAN.



YOUR CUSTOMERS appreciate the goodness of

**Wethey's  
Mince Meat**

They won't be satisfied with any other once they have tried it. We are sure you will find Wethey's Mince Meat profitable to handle as many hundreds of merchants do. Let us have your trial order.

**"One Try Satisfies."**

**J. H. Wethey, Limited  
ST. CATHARINES, ONT.**

**C. & B.**

on the wrappers guarantees quality  
====of the goods.====

**CROSSE & BLACKWELL, Limited**  
LONDON, ENGLAND

C. E. COLSON & SON, Montreal