

**PAGES
MISSING**

Wasting Your Energies ?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

"Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

"Thistle" Brand Canned Fish.

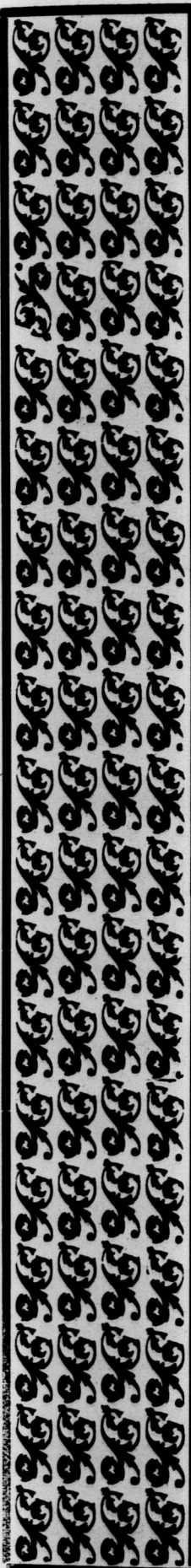
Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N. S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

ARTHUR P. TIPPET & CO., AGENTS,

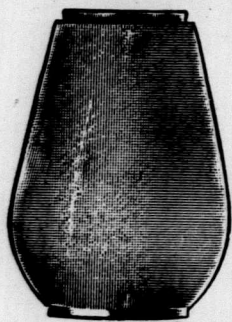
Montreal.

Toronto.



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ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACFRURG Limited



For Sale Everywhere.

ASK FOR

MOTT'S.

The Scale With Brains.

A great many merchants with brains are using Toledo Springless Automatic Computing Scales. The reason all merchants with brains are not using them is because they have not seen them. As soon as the merchant with brains sees The Toledo Scale, the Scale with brains, he recognizes an affinity and orders one. No down weight, no over weight, no human aid necessary.

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.



James Ewart

MANUFACTURER OF

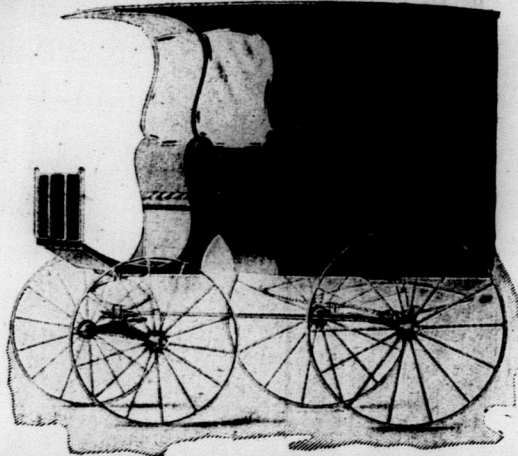
High-Grade Delivery

WAGONS

Grocer, Baker, Confectionery, Laundry
Wagons of every description.

257-9 QUEEN ST. EAST
TORONTO.

Write For Prices. Phone Main 118



THE GREIG MANUFACTURING CO. MONTREAL. LIMITED

MANUFACTURERS
OF

Crown Brand Flavoring Extracts

and Confectioners' Specialties.

SOLE AGENTS FOR
CANADA FOR...

"Kkovah" Household Specialties.

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

"K KOVAH" - Jellies (all flavors).

"K KOVAH" Custard Powders.

"K KOVAH" Blanc Mange Powders
Etc. Etc.

"SY MUZ" Linen Glosser,
unequaled for the laundry.

THE GREIG MANUFACTURING CO., LIMITED, MONTREAL.



**Do You Realize
What You Are Losing?**

On your way to the bank, if you had an accident like the above you would thank a fellow who stopped you, and helped pick up the money you were losing.

Why not thank us for showing you where you are doing the same thing every day before you start to the bank. Fact is, we never had the chance to help you pick up the money we know you are losing.

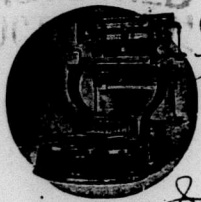
We've got a mighty nice fellow who visits your town, and he will appreciate an invitation to call on you next trip. He can tell you all about The Dayton Computing Scale, our Systems of Moneyweight, of Nearweight and profit, also about Downweight and loss, and the Systems that will

Ask Dept.
M. for
Catalogue.

Save three Pennies

DO IT
TO-DAY!

THE COMPUTING SCALE CO. OF CANADA, Limited
164 King St. West, Toronto, Canada.



*Selected
look
12/2/28
35
J.M.C.*

**"Sterling"
Brand
Catsups
catch trade.**

The catsup that pleases your customer is valuable to you. Satisfaction of customers has a cash value. "Sterling" Brand Catsups are good always. The rich quality never varies.

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

124-128 Richmond St. West, TORONTO.

"It pays to handle the RIGHT goods."

Send for sample packets for free distribution.

TIP-TOP SOAP CHIPS

IN CARTON PACKETS

The Industrial Soap and Oil Co., Limited,

TORONTO TELEPHONE, 1618 MAIN.
BRANTFORD " 483

"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

*Delicate in Flavor and Aroma.
Splendid keeping properties.*

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:

Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Ever Increasing

is the sale of

JAPAN TEAS

The reason is
apparent.

they have the **quality, flavor** and healthfulness possessed by no other teas grown—

—they are popular, they please your customers, and they hold your trade.

Don't be without **JAPAN TEAS.**



The Chinese Woman is not Pretty

She is of very fragile type, generally small, with a complexion something like a rainy day; eyes badly cut, but which shine like a spark, indicating intelligence. Notwithstanding this unflattering portrait, the little Chinese is very attractive, thanks to her clean-looking costume. Her clothes, so **white and glossy**, show the great care she takes of her person. **Chinese Starch** plays a great part in that oriental costume.

One must visit China to see the agility of the little ironer—see how her iron slides easily over the ironing board by a twist of her hand, piles of clothes receive an incomparable finish.

Our pretty Canadian ironers, we say it to their credit, use the iron with equal ability. To see their clothes is to buy **Chinese Starch** manufactured only by

OCEAN MILLS, Montreal, P. Q.

OUR AGENTS:

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

FOR SALE BY FOLLOWING JOBBERS:

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

THE CANADIAN GROCER

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold
Water

**STARCH
IVORINE**

ASK
TRAVELLERS
THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand



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

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

When
Children
Bring Home

big appetites the mother knows
nothing gratifies them like good
home-made bread and Tea Rose
Drips. This is one of the many
reasons for the steadily growing
sale of this pure cane sugar
syrup.

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

**MACHINE CUT
MIXED PEEL**

½-lb. and 1-lb. Drums.

ALL CUT AND MIXED
and READY FOR USE.

PREFERRED

by the housewife on account of its
quality and convenience.

How is your stock?

ROSE & LAFLAMME,
Agents,
MONTREAL.

CEYLON TEA exactly suits the palate of the Canadian people. It pleases wherever it goes.

CEYLON TEA

BLACK and GREEN

Stands absolutely Top

“ Do not waste time pushing other growths.

“ **Ceylon Tea** sells without pushing.”

BRITISH COLUMBIA SALMON.

- The **New Season** packs are well **to the front**.
- To secure the best brands you must **move quick**.
- Up-to-date buyers are **well a-head**.

Maple Leaf, Lowe Inlet, Golden Net, Empress.

Four brands to bring you profit and give satisfaction.

The British Columbia Packers' Association,

VANCOUVER, B. C.

All Storekeepers

work too hard and should have another clerk, but they say they can't afford it. We can put you in the way of hiring the extra clerk

Without Cost to You.

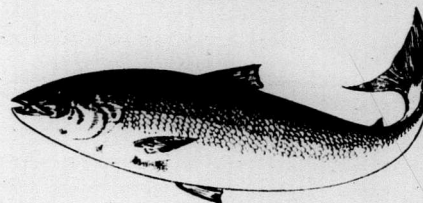
WRITE US FOR PARTICULARS.

THE DOMINION CANISTER CO.

LIMITED

DUNDAS, CANADA.

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices



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



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

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

Christmas Candy.

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

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

Pure,

Delicious,

Best.

are the **THREE TERMS** that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

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

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.

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

Sole Manufacturers

Stretton & Co., Limited,

WORCESTER, ENGLAND.

WE TAKE IT

that you are in business to make money by the lines of least resistance. You don't want to have to fight for trade, if you can pull it in smoothly.

JAMES' DOME LEAD

sells itself, if you keep it in stock.

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

Notwithstanding Short Pack

we will positively guarantee delivery for your season's requirements of

TOMATOES, CORN and PEAS.

"Boulter's," "Little Chief," "Lakeport," "Simcoe," "Aylmer," "Log Cabin."

The F. J. CASTLE CO., Limited, OTTAWA

P.S.—The above holds good until our stock is exhausted.

CATCHY

FETCHY

ADS

One Cent Each

THE grocer who possesses a copy of "100 Good Ads. for a Grocery Store" has no trouble preparing good, sensible, result-producing ads.

The ads. therein contained are suitable for use by any grocer anywhere — can be used as they are — and suggest as many more bright thoughts for ads.

A lot of short, crisp sayings for the headings and showcards are included, together with an introductory talk on the how, when and where of grocery advertising.

A dollar bill brings a copy to your address, postage paid.

MacLean Publishing Company, Toronto

The Auer Gas Lamp

"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in day-light colors?

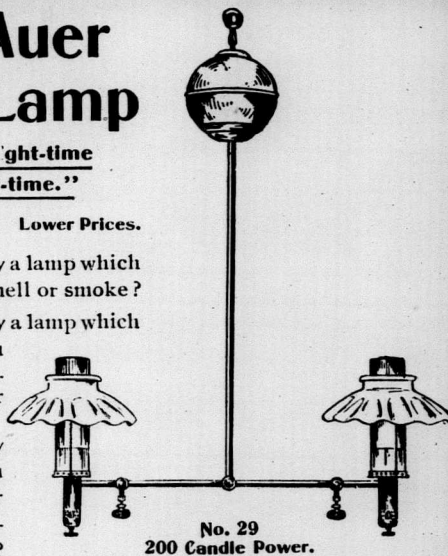
Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

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



HAY CASTLE



PARADISE



CHOICEST GROWTHS FROM THE MOST FAVORED DISTRICTS IN GREECE.

PACKED UNDER ROYAL PERMIT

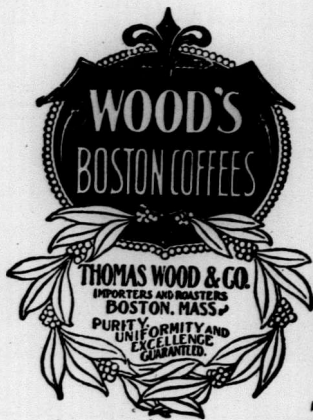
exclusively for our trade in Canada. These currants possess a peculiar and delightful flavor—so foreign to ordinary fruit.

YET WE CAN OFFER THEM AT PRICES VERY LITTLE ABOVE THE GOODS YOU WILL BE SHOWN—OF INDIFFERENT FLAVOR AND QUALITY.

We have all grades and qualities of currants to offer at low prices.

See our travellers' samples and secure something special in currants to please and hold your trade with.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.
Branch CANADA GROCERS LIMITED.



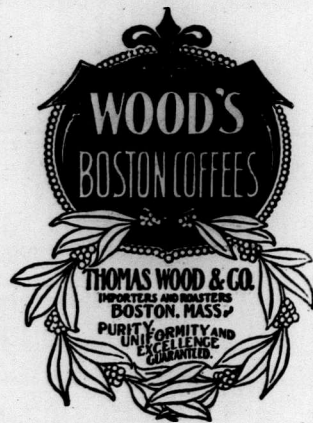
WOOD'S COFFEES

Their continued use builds your business. They have a more-ish character which is irresistible.

THOMAS WOOD & CO.

Canadian Factory and Salesroom,

' No. 428 St. Paul St., - - MONTREAL.



Raisins California Seeded will be more popular than ever. We have the handsomest carton in the market, "Horseshoe," Fancy, 16 oz.

Jars We have a few Mason pints left which we will sell at \$6 10 per gross.

Teas We have some shipments of Indian and Ceylon Greens and Blacks just at hand. We can give you great values in these.

Sardines We quote :

Mikado 1/4 key opener . . . 8 1/2 cents.

We have other brands of imported sardines, key openers, at less money.

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main.
870 "

48 WELLINGTON ST. EAST, TORONTO.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

CANADA is undoubtedly a fruitful country, and yet Goldwin Smith observed with truth that we produced here more politics than any other product per acre. It is said, give a Kentuckian a plug of tobacco to chew, a biscuit box to sit on, and a political opponent to argue with, and he is provided for for a whole day at least. From this we must take it that political interest is a marked characteristic of our race wherever found, and it will be found no less powerfully developed in the well-educated than in their less learned fellows.

The proof of this last assertion was once more given when, on Wednesday, Oct. 7th, Mr. Talbot, of Bellechasse, continued the revelations begun by Mr. Marcell, of Bagot, with regard to the G.T.P. petitions referred to in our last issue. He was cheered by his fellow Liberal members for making disclosures of conduct so disgraceful that silence would have been in better taste, silence that would undoubtedly have prevailed in affairs of private life, but which was broken because of the heat of party feeling, partisans seeing an advantage for themselves, and rejoicing in that rather than sorrowing in the disgrace to our political life as carried on apparently with organized effort and strong financial backing.

Mr. Talbot said in part: "Wholesale forgery has been committed by over zealous partisans, urged by unscrupulous but important newspapers of Montreal. These petitions contain the names of mere boys, names of people who live in the United States, names of people who have been dead for years, names of people who ought to be in lunatic asylums, names of people who, owing to their advanced age, are absolutely irresponsible, names of people who knew nothing of these petitions, and of people who when asked to sign absolutely refused."

Can anything more outrageous well be conceived? The right to petition Parliament is one of the most ancient and valued recognized by the British Constitution. True, owing to abuses in the past much more venial than those herein charged, the importance of petitions has been greatly minimized, but still they have retained no mean place in our constitutional machinery. If the perpetrators of such outrages as these are allowed to remain outside the prison walls, petitions in the future will be simply scoffed at, and impudent effrontery in public life encouraged. Nor is this the only aspect

of the case. Even to-day it is difficult very often to induce our best citizens to enter political life, because of the unsavoriness of its surroundings—its intrigues, its trickiness, sometimes its foul corruption and dishonesty. In the United States this has become the rule, fortunately with us so far at least it is the exception. If such practices as these are to continue, we will in turn find ourselves in the same position as the United States—politics entirely given over to "professionals," with all that such "professionalism" implies.

In this particular case consider for a moment the hard place in which Mr. Borden, Mr. Clarke, Col. Tisdale, Mr. Brock and a score of other Conservative members find themselves. These men are the soul of honor, and yet these petitions are presented to check a scheme which they are opposing, and for them they will be in a measure held responsible, not responsible exactly, the members who actually presented the forged petitions will have to bear that, but associated with them, which is surely bad enough. Such tactics in a country like Canada, which has still that valuable asset, a public conscience, invariably come back on the heads of those who employ them, so that even from the standpoint of party expediency they are a miserable failure, and the charge of stupidity must be added to that of dishonesty.

We have referred to the fact that the Liberal members cheered Mr. Talbot, and we have reflected on their good taste for doing so. We credited this mistake on their part to the strength of party feeling, which we said was no less strong in the better educated than in the masses. Speaking of the latter, the writer was once present at a political meeting where one of the speakers assured his audience, which was largely made up of political opponents, that the Government which he was supporting had a surplus of several millions of dollars, and was in a most prosperous way financially. This announcement was received in silence, as was his assertion of great undeveloped natural resources; but when the rival orator assured the very same people that they had been plunged deeply into debt by the Government in question, and that their undeveloped resources were merely in the imagination and not in existence, this dismal picture was cheered with much apparent satisfaction and enthusiasm.

Of course, the feature of the week has been the passing of the Supplementary Estimates and the bringing down of the railway subsidies. The Conservatives say that the large amount of each is a sure sign of an approaching general election, while the Liberals do not admit the soft impeachment, but speak of the very rapid development of the country and the large outlay necessary to provide facilities for new neighborhoods and the increasing wants of old ones.

However this may be, the Conservatives seem really to expect an appeal to the country before another session of Parliament, and many, though not all the Liberals, are of the same opinion. Should it come, the chances are that a Winter campaign with all its attendant hardships would be thrust upon the poor politicians. Endless drives along the side lines through mud, through snow banks, in all sorts of inclement weather, and then an election day at last, upon which many voters, taking Canada as a whole, would necessarily be weather-bound, introducing still another element of chance into that conflict which Sir John classed with a horse race for the uncertainty of its issue.

The older members dread the prospect exceedingly. To a man who has already lived the three score years and ten and who is now drawing on the bounty of nature, so to speak, for his continued existence, a Winter campaign is a risk for which the life insurance companies should charge an extra premium as much as for active service in war, or a visit to a country of unhealthy climate. Fancy the school-house meeting; small room with a stove burning furiously, with a crowd of eager men, with a coal-oil lamp or so, and with a final heat of somewhere from 85 to 95. In this a man has to speak for an hour or two, and speaking warms the blood of the speaker at least, even if it fails to warm also, as it is intended to do, the blood of the listener. Then at last the meeting is over, and, thoroughly heated through, the unfortunate "spell-binder" betakes him to his cutter and drives perhaps ten or twelve miles through the bitter cold of a mid-winter night—result, pneumonia, with an even-up chance for life or death. Let the prosperous merchant who cons these pages think twice before he allows himself to be tempted from the calm and comfort of successful commercial life into the heart-burnings and hardships of politics, deceived by their glamor, coaxed

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

DURABLE
3000 TONS SOLD YEARLY

STOVE POLISH.
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.
MORSE BROS., Proprietors, Canton, Mass.

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

by the importunities of well-meaning friends who assure him of his great popularity, and that he is the only man who can carry the riding.

• • •

But to return to the supplementary estimates. Of course, the main expenditure is in connection with public works. Each little community presses for this, that or the other expenditure which, by petition or deputation, it asserts, is absolutely necessary and justifiable. Of course, say these special pleaders, we are against a large expenditure, we are economists of the most pronounced character, but we only ask \$10,000, and, you see, in our case it is in the general interest of Canada that so prosperous a community should receive the government aid necessary to its proper development. And so, perhaps with a whispered word as to political results (this last not the least potent with any government), the \$10,000, small sum that it is, is promised. But what a surprise! When this \$10,000 is added to the other ten thousands promised throughout this great, big land of ours, we are startled by a total of millions—the sum which confronts us now.

There is no escaping the conclusion that in a young country, rapidly developing, with numerous requirements, expenditure will be large under any government, always provided times are prosperous and the revenue abundant. The Opposition of the day invariably enters solemn protests against the "extravagance" of the Government, as evidenced by the "enormous" total, and just as invariably refrains from challenging by a recorded vote any particular expenditure as it comes up in committee for fear of losing political prestige in the community which is seeking the grant.

In the nature of these grants this session there is nothing at all unusual—public buildings, piers, wharfs, light houses, etc., the same old things, but in larger measure. True, poor Captain Bernier has tried to introduce a new element in getting a grant for a Canadian expedition to discover the North Pole. But the captain has met with a reception to which the icy blast of the

Arctic Circle would seem but a Summer zephyr. He forgot in his calculations that there is as yet no vote to be conciliated in that far away quarter of Canada, so his application must be pressed some other day. We have not time to consider it just now.

In saying that this year's vote is about the same as usual, we must except the vote on the militia, which has at last assumed fair proportions. When at the Colonial Conference in 1902, the Canadian representatives were pressed by the British Ministers to endorse a scheme by which a considerable force would be organized in the colonies for Imperial service, subject to the control of the British Government in case of war, the colonies, headed by Canada, objected to this scheme as a surrender in a measure of the powers of self-government. We will agree, said they, to improve our own defensive forces, and to this end will gladly receive the advice of experienced Imperial officers, but the disposition of the force must be ours, in war as in peace.

Lord Dundonald certainly ranks as "an experienced Imperial officer," and he has been most busily engaged since his arrival in Canada in formulating with the Minister of Militia a scheme for militia betterment. Thursday's session was entirely occupied with an exposition by the Minister of this scheme, with the criticisms called forth from other members of the House, and in voting the money necessary to make a beginning of it. While at present we have rather less than 40,000 stand of arms, with a requirement of not less than one hundred thousand, under the plan adopted, and as a rifle costs twenty-five dollars, it will at once be apparent that a very considerable sum of money is necessary to put matters on a better basis. Then there is the artillery, both field and garrison, for which more and newer guns are required, to say nothing of clothing and other military stores. For all these purposes a vote of \$1,300,000 was asked, and it speaks well for the general acceptability of the measure that not one voice was raised against it, while the only complaints heard

were from some honorable gentlemen who wanted a somewhat larger vote in order that the pay of the militia might be increased from its present rate of fifty cents a day to something nearer the current wage in other employment.

Lord Dundonald's plan contemplates a force of one hundred thousand men, of whom sixty thousand will be liable for active service only, with no compulsion to attend camps of instruction, but with a rifle for each man and a fair measure of instruction in its use. Of the remaining forty thousand all the city corps will drill each year at headquarters as is the present custom, and of the country regiments about half the strength will be called out for training.

CANADA'S CONSUMPTION OF TEA.

A correspondent writes to THE GROCER asking us to publish the consumption of tea per head in Canada and, if possible, by provinces. The statistics by provinces are not available, but by reference to the Trade and Navigation Returns for the last fiscal year the following interesting information has been gleaned :

	Lbs.
Tea imported under free list	18,008,331
Tea imported dutiable	611,776
Total imported	18,620,107
Total exported	1,859,820
Net tea consumed in Canada	16,760,287

Population of Canada by last census, 5,338,883.

Average consumption of tea per head in Canada for the fiscal year ending June 30, 1903, 3.139 lbs.

AMERICAN RICE TRUST.

American grocers are being asked to take shares in a combination of southern rice growers and promoters, who have organized a concern incorporated under the laws of New Jersey, with \$6,000,000 capital. Shares are placed at \$5 each. The company is said to own 15,000 acres of land and expects to buy more.

A Few Seasonables Just To Hand:

Shinola Boot Polish, Black Beauty Boot Polish, Ash Sifters, Puddine, McEvoy's Honey, New Currants, New Raisins, New Peels, Bollman's Vinegar, Burnett's Coffee Clear, English Rock Candy.

LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

**Jersey Cream
Yeast Cakes.**

Always Reliable.
Best in Canada.

**Social Teas
Social Coffees
Social Cocoas**

Always give the best
satisfaction.

**Jersey Cream
Baking Powder**

Absolutely pure.
Best in Canada.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

LUMSDEN BROS., Hamilton and Toronto.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

Lovely Spanish ^AND ^D Smyrna Fruits

at tempting prices. Now is the time to get in before our stocks are broken up.

Boxes "Rein's" Choice Clusters.
Boxes "Rein's" Choice Clusters, each 28 - 1s Cartoons.
Boxes "Rein's" Dehesa Clusters.
Boxes "Rein's" Cock Brand Shelled Almonds.
Boxes "Solari's" Eleme Figs, 10s.
Boxes "Solari's" Eleme Figs, 14-oz. Glove boxes.
Boxes "Solari's" Finest Figs, each 24 - 1s Cartoons.
Boxes "Solari's" Pulled * Magnum, extra choice, each 28 lb.
Boxes "Solari's" Imperial Sultanas.
Boxes "Solari's" Royal Sultanas.

JAMES TURNER & CO.

Wholesale Grocers, - - - - HAMILTON.

**IN STOCK
NEW CROP
SELECT VALENCIA RAISINS
CANDIED PEEL**

LEMON, ORANGE and CITRON PEEL.

Thos. Kinnear & Co., 49 FRONT ST. EAST, Toronto.



"NOTHING BETTER."

NOTHING WILL BE IN GREATER DEMAND WITH YOUR TRADE THAN

**MacLAREN'S IMPERIAL
and ROQUEFORT CHEESE**

DO YOU SEE THE CONNECTION?



A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS, - TORONTO.

S. PRICE & SONS, LIMITED.

LETTERS patent have been issued creating and constituting Stephen Price, Arthur Price, Thomas Price, Harry Price and George Price, all of the city of Toronto, dairymen, a corporation for the purposes and objects following: (a) to produce, buy, sell and deal in (1) milk and cream and all beverages, food compositions and supplies into which milk and cream or any of their products enter, (2) mineral, aerated, distilled and other waters and (3) meats, foods, beverages, compositions and supplies, and all products of the farm and dairy; (b) to purchase, lease, maintain and operate farms, mineral springs, stores, shops, restaurants and marts for the production, storage, distribution and sale of the above mentioned products; (c) to acquire as a going concern or otherwise the business and the assets and good will of any persons, firms or corporations carrying on any business which the company hereby incorporated may be authorized to carry on; and (d) to acquire, hold, buy and sell shares, stock, etc., in other companies having similar objects. The corporate name of the company is to be S. Price & Sons, Limited. The share capital of the company is to be \$50,000, divided into 500 shares of \$100 each, the head office of the company to be in Toronto, and the provisional directors the men mentioned above.

INVITED TO NEW YORK.

Mayor Cook, the aldermen, grocers and bakers of Ottawa, who a few months ago entertained the Clique Tourists of New York, have been invited to be the guests of the Clique Tourists and the grocers of New York and Brooklyn at the Sangerbund Hall, Brooklyn, on the 29th inst.

THE CANADIAN GROCER

Business Changes

ONTARIO.

MCCUAIG, CHENEY & CO., general merchants, etc., Vankleek Hill, have disposed of their tinsmith business to Fred Gaudreau.

H. M. Tudhope, grocer, Wingham, has sold out.

Thomas Hayes, grocer, Wallaceburg, has sold out.



**UPTON'S
JAMS, JELLIES
and
MARMALADE**

ARE THE EQUAL OF
ANYTHING OF THE
PRICE ON ANY MAR-
KET, DOMESTIC OR
IMPORTED.



A. F. MacLAREN IMPERIAL CHEESE
CO., Limited, SELLING AGENTS,
TORONTO.

James Buckley, grocer, Wingham, has sold his business to James McKelvie.

John McMartin, hotel and grocer, London, is closing out his grocery business.

J. W. Desjardin, general merchant. Plantagenet, has assigned to Alex. Langlois.

Shushack Bros., general merchants, Wilno, will now be styled Shushack & Yerick.

Marion & Cunningham, grocer sundries, etc., Ottawa, have dissolved partnership; M. J. Marion will continue the business.

J. T. Newton, general merchant, Milberta, has assigned to A. N. Morgan; a meeting of the creditors will be held on the 19th inst.

QUEBEC.

A. Boyer, groceries and liquors, Montreal, has sold out.

Marchand & Trottier, grocers, Shawenigan Falls, have registered.

T. Lemyre & Co., general merchants, Grandes Piles, have registered.

Francois Monette is starting a grocery and liquor business in Monette.

Chas. Lapierre is starting a grocery and liquor business in Montreal.

Poirier & Marty, grocers and butchers, have registered in West Shefford.

Deslaurier & Co. have sold out their grocery and liquor business in Montreal.

The assets of the general store business of Nap. Belanger, Plessisville, have been sold.

The assets of the general store business of M. Goldenberg, Grand Mere, are to be sold.

A. D. Spear, general merchant, St. Adolphe de Howard, has assigned to Gagnon & Caron.

The assets of the general store business of Abraham Le Page, Rimouski, were sold on Oct. 14.

Napoleon Laroche, grocer, Quebec, is giving up business and advertising stock for sale.

Therriault & Therriault, general merchants, Griffin's Cove, are offering to compromise at 30c. on \$.

Richard & Frere, grocers and butchers, Montreal, have dissolved, and R. P. Laroche and A. E. Neveu have registered.

PRINCE EDWARD ISLAND.

J. E. McDonald, general merchant, etc., Cardigan, is deceased.

NOVA SCOTIA.

I. C. Hipson, general merchant, Bear Point, has assigned and the business will be discontinued.

MANITOBA AND N.W.T.

Kinkade & Dallin, general merchants, Frobisher, have dissolved partnership.

Smith & McKim, general merchants, Blackfalds, are asking for a partial extension.

Schofield & Co., general merchants, Cowley, have sold their business to Knight & Cook.

BRITISH COLUMBIA.

Gammie & Gordon, general merchants, Kelowna, have dissolved partnership.

A. Skojiski, general merchant, Fernie, is removing his stock to Sirdar.

M. Skojiski, general merchant, Sirdar, has succeeded A. Skojiski.

We offer exceptionally
good values in

MOLASSES

Barrels and Half-Barrels

PRICE LOW.

—ALSO—

**"FALCON BRAND"
CHOICE BAKING
MOLASSES**

in 2-lb. and 3-lb. Tins.

**THE
Davidson & Hay,
LIMITED,
Wholesale Grocers,
TORONTO.**

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Government Creameries in N. W. T.

PROFESSOR J. A. RUDDICK, assistant dairy commissioner for the Dominion Government, in conversation with a representative of a Winnipeg paper recently, had the following to say of the dairy interests in the Northwest :

"On October 1 the output of the Northwest creameries exceeded that of last year by 100,000 lb. The increase has been mainly in Alberta. This year all our butter has gone to western markets or to the Orient. We have not exported any to the British markets, whereas last year we exported five carloads. The exhibit of dairy products at the Japanese fair at Osaka was an excellent advertisement and has already borne fruit; we have two customers in that country as direct results of that exhibition. The trade in butter for the Orient is for the European resident there and not for the natives, and we have hope of working up quite an extended trade with warships touching at Nagasaki for coal. It is a good thing that this trade with the Orient has been opened up by the Government creameries as it requires some financing, and could scarcely be handled so well by private enterprise; as it is necessary to have every facility for studying the market and also to be in a position to ship at once on receipt of a cablegram. Take the trade with the warships; they sometimes stay two weeks at this coaling station and in that time it would be possible to get a supply of fresh butter to them from the coast. Part of the butter, especially in the Summer months, went forward in tins, but we are also shipping a considerable quantity in boxes of assorted sizes and it stands the journey very well and has been reported in very good condition on arrival. The Yukon trade is increasing and we have shipped to that point in boxes also.

"We are finding the plan of collecting the farmers' eggs and holding them for storage an excellent one. It worked well in the first season and has improved ever since; but we find the greatest improvement in the eggs this year. Our plan is as follows: Each creamery patron has a number and this number we require him to mark in pencil on the eggs. No driver

will accept the eggs without the number being on. These eggs are held at the creamery for a short time and then sent to the storage at Calgary. There all the eggs are examined and classified by an expert who has the egg lists in front of him and every farmer is credited with the exact number of each classification of eggs he has sent. We advance 15c. per dozen on the eggs at the time they are received and later the farmer gets the balance, according to classification. This year the average price to the farmer will be just about 20c. per dozen for the season, and we will have handled about 30,000 dozen. Last year we handled 21,000 dozen and the town of Calgary consumed the whole lot. We find that first-class eggs greatly increase the consumption, and it will be some time before this trade could possibly be crowded, because there is a market in the Kootenay and an ever-growing market in the Northwest Territories."

Frankfort Sausages.

The following directions for making the well-known "Frankforts" is given by The Butchers' Advocate: Take 25 lb. of pork, from very young, light pigs. The meat may be taken from the forelegs, the neck or the breast, and before weighing should be freed from all bones and outside skin, and then hung up to cool. The proportion should be two parts lean to one part of fat. Mince the pork into pieces about the size of a hazelnut, add $\frac{3}{4}$ lb. of salt, $\frac{3}{4}$ oz. of white Singapore pepper, $\frac{1}{2}$ oz. nutmeg, and mince the whole, turning it often and continually cleaning the knives, adding a quart of water gradually while mincing. If very stiff, more water may be added. Then mince the mass into pieces the size of barley grains, and divide it all into chunks of the size required for each sausage, and throw them from hand to hand two or three times without kneading at all. Then prepare the filling machines, taking care always to fill the cylinder very full of meat, so as to leave no room for air. Put the meat into narrow pig skins, filling them very full, then turn each end up and tie the two ends together in pairs, weighing from four to five in every pound. Hang the sausages

on clean smoking sticks and let them dry for five or six hours, then hang them pretty high up in the smoke house. Smoke with fresh oak, with an equal temperature of 72 to 78 degrees. Let them hang until they have a red-yellow color, which will be in about 10 hours.

Provisions in Trinidad.

Gordon Grant & Co.'s commercial review, dated September 10, Port of Spain, Trinidad, reports:

All hog products are in supply, with a very small business passing. For ribs, loins, tails there is some inquiry, but short-cut pork and heads are in overstock and barely moving. Family beef is still much in excess of actual requirements, and there is not likely to be any improvement in values for some time. There is but a limited demand for Morlaix butter, which continues to be offered at \$11 for old and \$11.50 to \$11.75 for new crop. Supplies of both are still largely in excess of requirements. Cheese is almost unsalable, the recent heavy arrivals, principally from Canada, having glutted the market.

English Potted Cheese.

A Windsor despatch announces that Mr. E. Harris, of Montreal, has been in that city looking for a suitable location for a wholesale cheese establishment. It is said to be Mr. Harris' object to make Windsor the headquarters for supplying Ontario with potted cheese manufactured in England.

New York's Meat Bill.

New York is the greatest meat-eating centre of the country, if not of the world, says The New York Times. There are in packing houses, butchers' shops and cold storage rooms about 3,500,000 lb. of beef on the average all the time, with 6,000,000 lb. of pork and 500,000 lb. of mutton and lamb. Roughly speaking, the city eats about 20,000,000 lb. of meat a week. A day's supply of pork averages 2,000,000 lb. and of lamb and mutton 250,000 lb. Most of this meat is killed and dressed in the West and shipped in refrigerator cars. The modern movement to make New York's meat free from all

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada.



We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR
PRICE LISTS.

NOTHING FINER CAN BE PRODUCED
THAN OUR

Beech-Nut Hams and Bacon

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

We are offering attractive prices on

**Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef**

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay and Oats.**

The Hunting Season Opens Nov. 1st.

We can supply you promptly with requirements for parties going into camp.

FEARMAN'S ENGLISH BACON,
unequalled in quality.

**"THREE STAR" HAMS and
BACK BACON.**

LARD, in 3-lb., 5-lb. and 10-lb. pails.

CREAMERY BUTTER, in 10-lb. Boxes.

STILTON CHEESE, 10-lb. each.

ORDER EARLY.

F. W. FEARMAN CO., Limited
HAMILTON, ONTARIO.

Mess Pork, Short Cut Pork, Plate Beef.

Hams

Breakfast Bacon

Roll Bacon

Long Clear Bacon

Bologna Sausage

Pork Sausage

Pure Lard

Full Cream Cheese

Stilton Cheese

English Brawn

Boiled Hams

Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots

The Park, Blackwell Co.,
PORK PACKERS,
TORONTO, ONT.

LIMITED

contamination is not a simple problem, but much has been accomplished. The ideal method will come in a few years, when the fresh meat will not be exposed to the air at all nor handled by ungloved hands from the time the animal is killed until it reaches the kitchen.

Cheese Markets.

London, Ont., Oct. 10.—Seven factories offered 510 boxes colored and 280 boxes white cheese; 180 colored sold at 10¾c.; bids, 10½, 10⅝, 10 11-16 and 10¾c.

Belleville, Oct. 10.—At our Cheese Board to-day 31 factories offered 2,355 boxes of white and 200 boxes of colored cheese. Sales were as follows: Watkin, 120; Grant, 160; Magrath, 100; Brenton, 280; all at 10¾c.; balance sold on curb at same figure.

Watertown, N.Y., Oct. 10.—Cheese sales, 4,200, at 11¼c. for large and twins; 11¼ to 11⅝c. for small singles.

Cowansville, Que., Oct. 10.—At the weekly meeting of the Eastern Townships'

Dairymen's Exchange here to-day 36 factories offered 1,625 boxes of cheese; 19 creameries offered 1,068 boxes of butter. Cheese sold at 10½ to 10 9-16c.; butter at 20½ to 21⅝c.

Canton, N.Y., Oct. 10.—Twin cheese, 11¼c.; butter, 20½c.

Cornwall, Oct. 10.—At the Cornwall Cheese Board to-day 1,802 boxes were boarded. All sold except 150 boxes; 600 boxes brought 10⅞c., and balance went for 10 13 16c.

THE PROVISION MARKETS.
Toronto.

The provision market is showing a firm tone. Medium hams are very scarce, and the same may be said of backs. The brisk trade in fresh loins is said to be the cause of the shortage in loins. Lard is off slightly since last week, and dressed hogs have shown a decided decline in value. Other prices are maintained without change. We quote:

Long clear bacon, per lb.	80 10½	80 10½
Smoked breakfast bacon, per lb.	0 14½	0 15
Roll bacon, per lb.	0 11	0 12
Medium hams, per lb.	0 15	

Large hams, per lb.	0 13	0 13½
Shoulder hams, per lb.	0 10	0 10½
Backs, per lb.	0 16	
Heavy mess pork, per bbl.	19 00	20 00
Short cut, per bbl.	21 50	22 00
Shoulder mess pork, per bbl.	16 00	17 00
Lard, tierces, per lb.	0 9½	0 09½
" tubs	0 09½	0 09½
" pails	0 09½	0 10
" compounds, per lb.	0 08½	0 09½
Dressed hogs, light weights, per 100 lb.	7 25	7 50
" heavy	7 00	7 25
Plate beef, per 200-lb. bbl.	12 50	
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcasses	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 50
Mutton	5 00	7 00
Lamb	7 50	8 50
Veal	7 50	9 00

Montreal.

There is nothing special to add to our report of last week. Prices as given in our last issue are unchanged. We quote:

Heavy Canadian short cut mess pork	\$19 00	\$20 50
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb.	0 13	0 14
Hams, per lb.	0 12½	0 13

There are no changes in lard. We quote:

"Boar's Head" brand	0 08½
Carloads, less	0 00
50-lb. tubs, over tierce	0 00
20-lb. tin pails	0 00
20-lb. wood	0 00
10-lb. tins	0 00
5-lb. tins	0 00
3-lb. tins	0 01
Pure lard, in pails, 20 lb.	1 85
" in tubs, 50 lb., per lb.	0 09½
" in tins, per lb.	0 10½

IF YOU DON'T

stock it, others do, and you are losing trade.

"Reindeer" Brand

Condensed Milk is the oldest brand on the market, and still retains its position ahead of all others. Don't buy in large quantities.

THE TRURO CONDENSED MILK AND CANNING CO., Limited, TRURO, N.S.

**BUTTER PARCHMENT
PAPER.**

BUTTER TUBS.

Prompt shipment ex Factory
or Warehouse.

WALTER WOODS & CO.
HAMILTON and WINNIPEG.

NEW FRUITS, Etc.

Per ss. "Georgia." We have taken into stock a carload of choice, re-cleaned Currants, comprising Filiatras, Amalias and Vostizzas, in cases and half-cases, which came to hand last week, and we are booking orders for present and future shipment at prices that you will find interesting.

Per ss. "Philadelphian." Also a large shipment of Crosse & Blackwell's goods.

Per ss. "Federica." A shipment of Trenor's Blue Eagle Selected Valencia Raisins. We have a further shipment of Valencia Raisins to follow and can name a very low price for delivery in about six weeks.

The R. & J. H. Simpson Co.,
WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

The Modern, Up-to-date **20th Century**

Grocery Store **Has**

everything arranged to save time in handling, weighing, measuring. Everything put up in package form, everything clean, bright and temptingly put up.

Why not handle **GILLETT'S** Pure Cream Tartar

put up in handsome

½ lb. and 1 lb. **Screw-Top Cans**—also
¼ lb., ½ lb. and 1 lb. **Paper Packages**—the
handsomest packages, and the purest and most
reliable goods on the market.

**They show you a splendid profit.
Ask your Jobber for them.**

E. W. GILLETT COMPANY LIMITED

London,
Eng.

TORONTO, ONT.

Chicago,
Ill.

We are buyers of

**Poultry,
Butter
AND Eggs.**

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

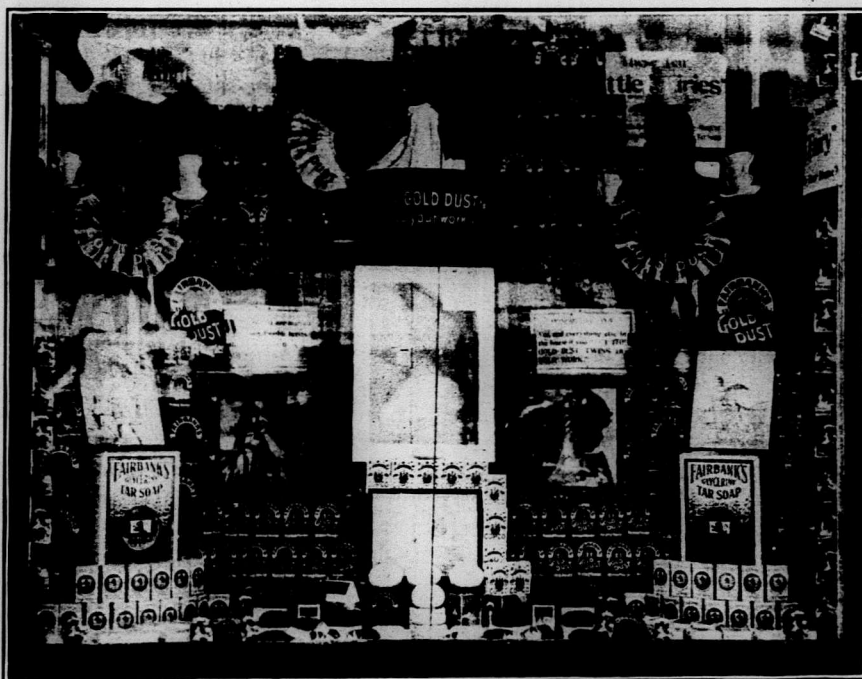
Telephone Main 2491.

Toronto.

THE accompanying Window Display of the N. K. Fairbank Co's products is in the store of Mr. J. A. McKerchar, Winnipeg, Man.

Merchants interested in this equipment will be entitled along with it to goods which have a retail value of \$5.00, in payment for the use of their window for a period of 30 days.

The proposition is one which absolutely insures the sale of the goods and pays a profit of about 60 per cent. as well as being a great trade attractor. Over 200 merchants have accepted this offer.



THE N. K. FAIRBANK COMPANY,
Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

DAIRY PRODUCE.

Toronto.

BUTTER.

Stocks are light with receipts not large, as against a very fair demand. It is difficult to secure first-class dairy and any offered is readily taken up. Creamery has maintained firmly the prices last quoted, and dairy has shown a strengthening in all grades.

	Per lb.	
Creamery prints.....	0 21	0 22
" solids, fresh.....	0 20	0 21
Dairy rolls, large.....	0 17	0 19
" prints.....	0 16	0 17
in tubs, best.....	0 12½	0 14
Under qualities.....		

CHEESE.

The market is again easier this week, as shown by quotations on cheese boards. The recent inflation was not warranted by the condition of the market, and with the present reduction prices have probably reached their normal level, although a cable on Tuesday reported a further decline of a shilling on the English market. It might be of interest to note that for the week ending Oct. 5 the exports of Canadian cheese from Montreal and Portland totalled 108,877 boxes as against 26,264 boxes for the corresponding week last year. We quote:

	Per lb.	
Cheese, large.....	0 11½	0 11¾
" twins.....	0 12	0 12½

Montreal.

EGGS.

There is nothing special to add to our report of last week. There has been active demand throughout the week for eggs of all kinds and the local market has been very firm throughout. Prices cannot be said to be higher although the market is in the sellers' favor. The small quantity of fresh eggs now offering, and the almost certainty of a constantly increasing demand, makes holders very independent. Advices from England are of a firm tendency, which also has its effect upon the local market. Pickled eggs now on the local market are quoted at 18 to 19c. For strictly new laid eggs as high as 21 to 22c. has been obtained. Selected stock is quoted at 20c., while for the ordinary common stock the price is 18c.

BUTTER

The market continues steady, although concessions on the part of sellers are said to be obtainable from last week's quotations, which we give again this issue. Factory men report that the make is falling off very rapidly. If receipts continue to decline there will not be much more butter coming forward than will be required for the local trade. In any case

the present prices are said largely to be due to local jobbers buying for their current trade, rather than for any export demand. The U. S. prices for creamery are considerably lower than are the Canadian and importers have been buying U. S. creamery in preference to the Canadian on account of the difference. Some Eastern Township creamery is quoted at 22c.; August butters are quoted at 20 to 21c.; held 19 to 19½.

CHEESE.

During the past two weeks the market has sagged from 1 to 1½c., and even at the lower prices the export demand is light, as is usually the case on a declining market. Recent rains will no doubt help pastures and sustain the present rate of production. Prices locally in a jobbing way are 11½ to 12c.

Provision Notes.

Sir Thomas Lipton is said to have disposed of his whole packing house interests in Chicago to a combine composed of rival packers, who will either completely change the management of the concern or close it down altogether.

A SHREDDED WHEAT LUNCHEON.

A complimentary luncheon was tendered the Toronto Press Monday noon by The Natural Food Co., at their offices, 32 Church street, Toronto. Manager Hewett, with radiant geniality, presided over a daintily spread board, and the men of the press were surprised and delighted at the various appetizing ways in which Shredded Wheat Biscuits and Triscuits could be served.

The menu called for tomato soup and meat sandwiches, oyster pates and cheese points, fruit salad dressing, olives, cafe noir and salted nuts, Shredded Wheat Biscuits or Triscuits forming the base of most of the dishes.

At the conclusion of the luncheon Mr. Humble, Toronto representative of La Presse, expressed the appreciation of the guests in a most eloquent and finished manner.

Among those present were: Messrs. J. A. Cooper, of The Canadian Magazine; Nicholson, of The Globe; English, of The Telegram; Aikens, of The Star; Humble, of La Presse; Harris, of Saturday Night; Anger, of The Canadian Churchman, and Gillies, of THE CANADIAN GROCER.

The luncheon was prepared by Misses Fluker and Reynolds, graduates of the Oread Institute of Domestic Science at Worcester, Mass., who have been attached to the company's staff. The services of

these young ladies, together with refreshments, are placed at the disposal of churches and mistresses of households contemplating giving teas.

This is the third in a series of luncheons given by The Natural Food Co., who have thus hit on a most convincing manner of demonstrating the merits and possibilities of their products.

TEA REPORTS.

William James & Henry Thompson, writing from London, October 1, say: Reports of bad flushing weather continue from Ceylon, and the shipments thence for September, 5,500,000, make the reduction since June 1 over 5,000,000 in supplies available for the United Kingdom, or 7,000,000 for the nine months of this year.

INDIAN.—The demand noticed last week has been maintained, the buying being well spread over the trade both at home and abroad. There has been a general improvement in values of good tippy broken, showing advance of 1 to 2d. on prices ruling early this month. Teas for price are lower. Importers feel statistical position hardly justifies the decline. Advices from Calcutta report a rather easier tendency.

CEYLON.—Offerings have been smallest for some time, and met with keen competition for nearly all grades, common qualities forming the exception, but even these were in the main steady.

CHINA.—Little change to report; business has been on a reduced scale, but prices are quite maintained for all common to fair blacks from 4½ to 6d. per lb.

McMeekin & Co.'s notes for the month of September are in part:

INDIAN.—Tone of market has at no time during month been very active except for specially good teas, buyers being unwilling to go into stock. The average sale price for the month, however, was 8d. per lb., against 7½d. per lb. for the corresponding month last year.

CEYLON.—A moderate improvement in quality; at the same time a gradual diminution in the volume of the offerings. The average of public sale prices for the month was 7¼d. per lb., as against 6½d. for the corresponding month last year.

WILL FIGHT THE ICEMAN.

Cleveland, Ohio, grocers have organized a \$200,000 company to supply retailers direct with ice and coal. The company has been formed as the result of the exorbitant prices grocers have been forced to pay for ice and coal in the past.

IN STORE—GET OUR QUOTATIONS ON—NEW SEASON'S

EXTRA QUALITY—10, 20, and 50-lb. BOXES

GOOD, FINE, CHOICE AND FANCY

Eleme Figs—Sultanas

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS,

TORONTO.

THE SALT SITUATION.

Editor CANADIAN GROCER:

Sir,—Referring to article in a recent issue of "The Canadian Grocer" headed "The Salt Situation," I beg to say that this company is neither directly nor indirectly connected with any other salt manufacturer, and is not a member of what your correspondent terms a "combine," therefore I cannot speak of anyone but ourselves.

Unfortunately we have not been able to supply our customers promptly, but the cause is far beyond our control. We were idle for five weeks, as it was impossible to get fuel delivered, although purchased at more than three times the ordinary cost; in addition, extensive alterations and additions, which should have been completed last May, are just nearing completion now, owing to the fact that iron and copper could not be procured by the contractor early enough to enable him to finish the work at time specified. As these alterations interfered with the existing plant, our output was reduced by more than a third, hence the delay complained of.

Is it fair we should be punished for the failure of the mines and railways to deliver fuel to enable us to make salt, or

to enable foundrymen to make castings, or coppersmiths cast copper?

We are anxious to make shipments without any delay, and regret the inconvenience caused, but trust in a short time our capacity will be large enough to meet any demand which may be made upon it.

Your obedient servant,

E. G. Henderson, Manager.

The Canadian Salt Co., Limited, Windsor, Ont.

SCOTCH AND IRISH WHISKY.

A VISITOR to the Toronto office of THE GROCER this week was Mr. J. C. MacLean, of Mitchell Bros. Co. and Mitchell & Co., Limited, distillers, of Glasgow and Dublin. Mr. MacLean landed in New York off the Campania, September 12, and has spent the intervening time in calling on the trade of New York, Boston, Montreal and Toronto, having experienced, as he quoted from an American friend he had met, "the time of his life" in Toronto. He was accompanied by Mr. J. H. Calvert, the company's representative for Toronto and West.

The Canadian people, like the Americans, says Mr. MacLean, in taking their whisky high-balls or like concoctions have not cultivated the discriminating taste which is only achieved by the connoisseur who takes his whisky neat. He was, however, very much taken with our country, and reported that Mitchell's whisky, both Scotch and Irish, was meeting with a very satisfactory demand, being found at all the best places. There was a good deal of Scotch whisky used in Canada, and he was of the opinion that the demand for higher-class goods was growing here.

In Scotch, Mr. MacLean mentioned Heather Dew, Extra Specially Cured, and Mitchell's Finest Old Scotch; and in Irish Mitchell's Cruiskeen Lawn and Special Old Irish as being of the right sort.

From Toronto Mr. MacLean left for Niagara Falls, and will take in Buffalo, Detroit and Chicago and most of the large American cities as far west as St. Louis.

He reports very encouraging results from his trip up to date.

E. C. Brochu, general merchant, St. Agathe, was burned out.

Special Sale of Currants

Half-Cases. Cleaned Abroad.

CANNED GOODS. We fill all orders in full and guarantee *Tartan Brand* quality.

TARTAN TEAS are a blend of the finest Ceylon and Indian Teas grown.

NEW ARRIVALS—Kipperd Herring, Herring in Tomato Sauce, Domestic and Imported.

PHONE AT OUR EXPENSE, OR WRITE

Market Sure to Advance. **ORDER NOW.**

BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada

If you examine most packet teas you will readily see they are made up of teas of the cheapest quality.

Not so with

Blue Ribbon Ceylon Tea

however. We obtain this tea direct from certain tea estates in Ceylon—the quality is always uniformly the best. Sell it and you will always have your customer's good will.

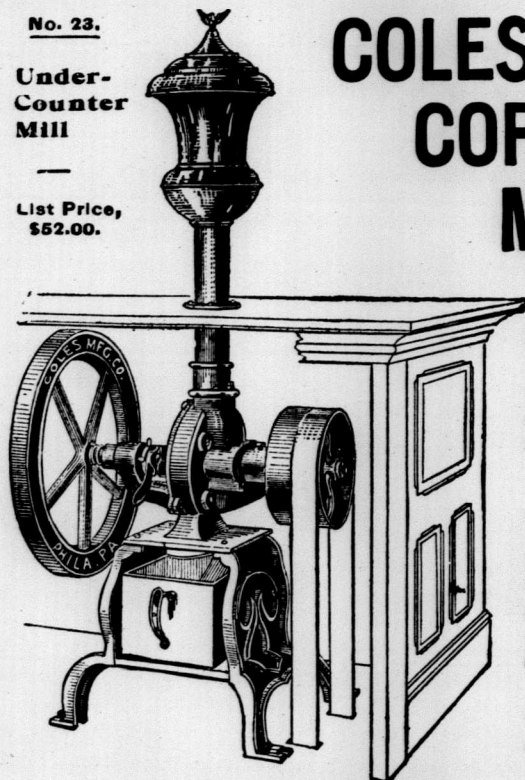
Push the Red Label Brand.

Every Grocer our agent.

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

There MAY Be Time

for you to send in an advertisement for the FALL NUMBER, after this reaches you. We will be able to take new advertisements until Monday, October 19. This is positively the last day.

Don't let your resolve to advertise get "sicklied o'er with the pale cast of thought."

Send in order and copy NOW.

THE CANADIAN GROCER

Montreal and Toronto



President:
JOHN BAYNE MACLEAN,
 Montreal.

The MacLean Publishing Co.
 Limited

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

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PREFERENTIAL TRADE.

THE papers have been busy since last week with the discussion of Mr. Chamberlain's proposals for a radical revision of the fiscal policy of Great Britain. The contest is growing in interest, and despite the tremendous inertia of settled opinion which he has to overcome Mr. Chamberlain seems to be arousing the most enthusiasm. The man with a positive aggressive policy always commands an admiration and arouses an enthusiasm which is denied to the critic, criticize he never so wisely. His policy, moreover, is one calculated to appeal most strongly to what in no disparaging sense may be called the imaginative class. The unimaginative, hard-headed, pseudo-practical man can see in the preferential proposals only a tax on food, which means dearer bread, which means a smaller loaf for the working man, and is unable to see that there are immediate compensating advantages, and that the encouragement thus given to the production of food in the Colonies would soon enable the latter to produce sufficient quantities of grain to

throw the whole burden of the tax on the foreigner.

However much free trade has done for Britain, and it is folly to dispute its benefits, the fact that all the other great powers have adopted protection puts a different aspect on the case. The mere assumption of retaliatory powers would, it should appear, bring about a modification of many of the more outrageous tariff thrusts which have been aimed at Britain by her commercial rivals. Of necessity raw materials must be free if the little island is to remain the workshop of the world, and the by no means indefensible inclusion of foodstuffs among raw materials must still further thicken the mist which is gathering round the perplexed Briton.

In the general wrack of political and economic faiths it would not be surprising should old John Bull turn from the brain-fatiguing crowd of political tonguesters, philosophic golfers and lone furrow orators to the one man who has a great definite programme, and confide his political destiny to the tender mercies of the late Colonial Secretary.

The comments of the British press have continued to be of the same contradictory nature indicated in our last issue. The weakest point in Mr. Chamberlain's plan, as pointed out by THE GROCER last week, was the assumption or argument, as Sir Wilfrid Laurier euphuistically termed it, that the colonies would "arrange their tariffs in the future in order not to start industries in competition with those already in existence in the Mother Country." It is yet possible that this part of the speech may be capable, satisfactory explanation, although comments thereon by the British press would tend to confirm the interpretation put on it here.

In any event such an arrangement is altogether out of the question. We intend to manufacture in Canada everything for which a bountiful nature has equipped us. But we realize that there are many lines we are not in a position to produce ourselves, which we are already importing from foreign countries or which we shall shortly so import.

Along these lines, and they are neither few nor unimportant, must our trade with

the Mother Country be developed. Upon these let us increase the preference if necessary, and raise the tariff walls against those countries which exclude our products. Thus can we benefit at once ourselves and the Motherland.

Upon these lines we are thoroughly convinced can be formulated a preferential trade arrangement that will meet the approval of all men of moderation.

DRUMMING UP TRADE.

ONE development of the grocery business that is attracting more attention every day from the most progressive grocers is the winning of new customers. In the cities the grocers have acquired a craftiness in this respect that is worthy of remark. Every reputable means of securing as customers the strangers who may come in for casual orders is adopted. Bargains may be advertised in such lines as flour or sugar or some other lines which will have to be delivered.

In the delivery the fine work is done. The delivery clerk is chosen by the shrewdest grocers with care. He need not be as neatly dressed as the clerk behind the counter. (The nature of his work prevents that). But he must be courteous and, if possible, a good talker. When he takes his parcel he makes a point of seeing the housekeeper if he can, and with his most engaging manner he asks if there is anything more she would like "brought over in a hurry?" If not, would she like him to call to-morrow, or some day later in the week? All attempts may fail; then he departs, but the number is remembered, and some day during the next week or so, when there is some particularly nice fruit on sale, he brings over a basket for her to see at her own home.

In some cases, in the majority of such cases, the customer is not secured, but the average of new customers gained in this way is sufficient to induce the grocer to continue it year in and year out.

Another habit of many city grocers which has, after years of trial, been acknowledged as profitable in every sense of the word is that of calling once, and in some cases twice, each week for orders,

which are delivered the same afternoon or the following day. This "order trade" is considered by some of the largest grocers to be the most satisfactory they do. Customers who send their orders in that way give the bulk of their trade to one man, can thus be depended upon for a certain amount of business each week, and as they trust the grocer as to matters of price and quality, there is little trouble on that score if the grocer knows his business properly.

Methods similar to these have, of late, been adopted in several country towns. A few months ago an enterprising general merchant, after deciding that his grocery business was not what it should be, secured the services of a young man with experience and a full knowledge of the grocery trade. In addition to a liberal salary he was promised a commission on all business secured over and above the past year's total.

The young man canvassed the town thoroughly, from house to house, prepared a series of bargains which at little loss attracted much attention and brought many new buyers to the store. In two years the grocery business done by that firm more than doubled. The new business done at the grocery counter had its effect on all departments of the store, which has, in fact, been given a great impetus by the young man's methods. All over the country more and more attention is being paid by grocers to "drumming up trade." The prophecy is made by some observers that the grocery store of the future will consist of a reception room wherein customers may be seen once in a while, but that the great bulk of the orders will be taken in the kitchen or over the 'phone and that the chief part of the grocery store will be arranged for the most economical storage, packing and delivery of orders.

A FOOLISH ARGUMENT.

"THIS country," said Mr. Ritchie, "must guard against giving the United States any cause for resentment against Great Britain, which would be the case if their neighbors, the Canadians, were allowed to send their wheat into

EDITORIAL

England at 2 or 3s. a quarter less than America could. America would certainly punish Canada."

The above cabled extract from the speech delivered by the ex-Chancellor of the Exchequer, explaining to his constituents the reasons for his resignation from the Balfour Government, has created much surprise and no little indignation in Canadian circles. Such a statement by a responsible British statesman incites either a poverty of argument or a deplorable ignorance of the condition of affairs on the North American Continent. "Whom the gods would destroy, they first make mad," and it would seem that the gods have marked Mr. Ritchie for complete annihilation, or he would never have had the madness to give utterance to such nonsense. We greatly mistake the temper of the British people if such pusillanimous arguments have the effect upon them which Mr. Ritchie desires. In fact, it would seem that Mr. Ritchie's own constituents repudiated the argument at once, for, if reports be correct, the uproar that ensued threatened to break up the meeting. Unless the hitherto proud self-reliant spirit of Britain has undergone a complete transformation, Mr. Chamberlain must gladly welcome this foolish argument of his opponents.

It is not surprising if some Canadians are asking how it is that Mr. Ritchie was ever considered eligible to fill the high and important position which he has just resigned. There are so many things, which it is evident, he does not know, and which any Canadian school boy could tell him. Some school boy could tell him—for evidently he does not know it—that there is a Congress at Washington which legislates in what it believes to be the fiscal interests of the United States without any consideration of British opinion. A glance at Mr. Balfour's "Economic Notes on Insular Trade" would show him that the average duty on the principal articles of British export to the United States is 72 per cent. Some one should tell Mr. Ritchie that Uncle Sam gives a preference in his markets to the products of Porto Rica, and that Cuba will shortly have a preference in the American markets under

the name of reciprocity. Surely, what the United States does, Great Britain is free to do without fear of giving offence. Far from being offended, it may be that Uncle Sam's vanity would be tickled, since imitation is the sincerest flattery. If the American people have any weakness, it is their susceptibility to flattery.

But "America would certainly punish Canada," says Mr. Ritchie. And how, forsooth, would America punish Canada? Surely not by a hostile tariff, for in that respect the United States Government have already done their worst. The addition of a few feet more to the already insuperable tariff wall with which they have hedged themselves about is a matter which we might well regard with profound indifference. In what other way can Uncle Sam punish Canada? It would seem from an explanation which Mr. Ritchie has issued to the press that he has taken seriously the vacuous vaporings of Andrew Carnegie with regard to the possible withdrawal of our bonding privileges. To that idle threat reference has already been made in these columns, and it is scarcely necessary again to refute what no one in Canada or the United States takes seriously and what it is doubtful if the multi-millionaire himself regards as a serious threat. Mr. Ritchie should remember that those bonding privileges are reciprocal, and that the United States stands to lose as much or more than Canada from their withdrawal. To quote a vulgar phrase, Uncle Sam is not likely to "cut off his own nose to spite his face." We are by no means dependent upon American ports or shipping for our access to English markets, and should the American Government take this unkind and foolish step we can survive it as we have survived McKinley and Dingley tariffs.

This fiscal battle must be fought out on its economic and political merits. Canadians are not asking Great Britain to alter her fiscal policy unless she is quite persuaded that it is to her own advantage to do so. Very properly, we think, the Canadian Government are observing a strict neutrality. But so foolish and misleading an argument as that advanced by Mr. Ritchie should not be allowed to pass without a protest from this side of the water.

AN INVITATION.

SUBSCRIBERS to THE GROCER who at any time are in Montreal or Toronto on our day of publication (Friday) are invited to call at our offices and secure a copy of the current week's issue. If on a purchasing trip a glance over its pages may put you in possession of information of very material importance. By no means infrequently do subscribers tell us of having made this or that profitable stroke through information derived from our market reports or from hints thrown out editorially. The grocer who does not keep a keen eye on the markets is not conducting his business intelligently, as the competition of the age demands that he should.

While this invitation is extended especially for the latter end of the week it is by no means confined to that time alone. Our subscribers are always welcome at any of our offices.

MANITOBA MARKET NOTES.

WINNIPEG, Oct. 12, 1903.

Professor J. A. Ruddick passed through Winnipeg on his way west last week, and give some very interesting information on the success of the Northwest Government creameries in opening up a trade in the Orient, referred to at length in the dairy and provision department of THE GROCER.

The creameries are nearly all closing this week, and in a short time it will be possible to give the figures showing the make of the season. From what can be gathered from dealers and buyers the make will be well in advance of last year. Just what the average price has been, it is impossible to say at present.

The indications are that the make of cheese has been smaller, and this, in face of an increasing demand. It is known for certain that five cars of Ontario cheese are already under order, and some of them in transit from the east.

Mr. Wright, who represented The MacLaren Imperial Cheese Co. on the manufacturers' excursion, is reported to have done no end of business in the West.

Many of the manufacturers realized for the first time, that if they only make things good enough there is always a market for them in the West.

The windows which secured first and second prize in the window-dressing competition will appear in the Special Number of THE CANADIAN GROCER, which is issued next week,

HINTS TO BUYERS.

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

In store with S. J. Major, Ottawa, large shipment of Dubois, Frere & Cagnon brandies, in casks and bottles.

H. P. Eckardt & Co. are selling a good flavored cane sugar syrup in half-barrels at a low price.

S. J. Major, Ottawa, report arrival into stock of fine lines of new salmon, pink and red sockeye, "O-Wee-Kay-No" and "Lion" brand, also pink Alaska salmon. Buyers interested should find values by writing for quotations.

Rowat's pickles in stock with Laporte, Martin & Cie., are offered at taking prices. A full assortment of all grades is carried in stock.

H. P. Eckardt & Co. report a large business doing in Ubero Coffee.

Buyers open for new valencia and loose muscatel raisins are referred to Laporte, Martin & Cie., who say they are ready to sell at interesting prices.

"Wee Macgregor," the new breakfast food offered by The F. J. Castle Co., Limited, Ottawa, has pushed into excellent favor. Inquiries are flowing in ahead of the firm's capacity to turn the goods out—It's "graun for the morn's mornin'."

The R. & J. H. Simpson Co., tea importers, Guelph, have recently taken into stock a large importation of new crop Japan teas to retail at 25c.

"Special values in new Eleme figs, 12-oz., 14-oz. and glove-shaped boxes, also 10 and 28-lb. boxes, are to be had," say L. Chaput, Fils & Cie., Montreal.

Simcoe Brand Chicken Soup may be had from H. P. Eckardt & Co.

New Eleme figs, extra choice quality, in 10, 20 and 50-lb. boxes and 1-lb. glove boxes, are in store with The Eby, Blain Co., Limited.

Laporte, Martin & Cie., have a small lot of new Eleme figs in 14-oz. and 10-lb. boxes, which they are selling at very low prices.

W. H. Gillard & Co. are in receipt of another lot of large samples of Paradise and Haycastle currants, of which they expect several carloads in a week or at latest ten days. They state that this year the quality of Haycastle and Paradise is if anything finer than ever.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, have received large shipments of dried fruits during the last week and report having booked a great number of orders for later delivery.

The Eby, Blain Co., Limited, are quoting low prices on new seeded muscatel raisins in packages. They have a car now in transit, and in view of the recent advance made by the California Seeded Raisin Association, their quotations are especially interesting.

L. Chaput, Fils & Cie. are offering special values in vinegars during the next few weeks. Some 25,000 gallons in barrels and half-barrels are offered, freight prepaid, in any quantity, to any railway station in Ontario, Quebec and the Maritime Provinces.

It will pay you to get prices from H. P. Eckardt & Co. before placing orders for new nuts.

PERSONAL MENTION.

Mr. J. H. Gregg, the hustling young representative of Surprise soap, has had Ottawa City added to his eastern territory. A representative of THE GROCER ran across him in Ottawa last week, and the "Capital City" is now covered with signs declaring the merits of the goods he sells. Mr. Gregg reported very satisfactory orders.

That old veteran, Mr. John Everett, who has for more years than "man knoweth of" declaimed to the Canadian merchants the merits of Christie, Brown & Co.'s biscuits, was in Ottawa last week. John never grows old or tired, but then he says he has "the goods" to sell. John is never without THE GROCER. It comes to his home and he reads it. He says "it's the best that has been."

McGREGOR, HARRIS & CO.

A representative of "The Canadian Grocer" visited the factory of McGregor, Harris & Co. on Monday last and was surprised to note the many improvements recently made in their Pearl street factory. Their office is a model of neatness and comfort and their plant is of the newest and most up-to-date description. Cleanliness in everything appears to be a prime consideration, and the neat and bright appearance of the large staff of employes is fully in keeping with everything else in the building. The products of the McGregor-Harris firm have already an established reputation, the demand for their "Quaker" brand of marmalade being very large in the United States as well as in the home market of the Dominion.

T. Marion & Co., general merchants, Rapide de l'Original, are about to remove to Pembroke, Ont.

V. E. Paradis has been appointed curator to A. Lajoie, general merchant, L'Anse au Foin.

Don't Let Him Catch You!!

THE BAIT MAY LOOK TEMPTING
BUT THE HOOK IS THERE. . . .



Every
Grocer's
Safeguard



The plausible salesman with the (so-called) "just as good" Tea as "SALADA" Ceylon Tea is continually in your path, making all manner of absurd offers and promises, if you will only allow him to unload his burden upon you.

Don't you do it—you have probably quite enough "culls" already on your shelves that were guaranteed (?) to sell well, but didn't.

"SALADA" is the most profitable Tea to handle, because it has an established reputation for Quality, selling and pleasing everlastingly . . . and, there being an entire absence of "HOOK" about our ways of doing business, you can never get caught.

A few moments consideration to the foregoing will not be out of place.

Black, Mixed or
Natural Green... }

Sealed Lead Packets Only. Retailing 25c., 30c.,
40c., 50c., and 60c., per pound—net weight.

Correspondence Solicited.

Address: "SALADA," Toronto or Montreal.

Branches at NEW YORK, MONTREAL, DETROIT, BUFFALO, PITTSBURG, CHICAGO and BOSTON.

Chinaware

Open stock patterns in
Finest Quality German
and
Haviland French



"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West,

TORONTO.

MONTREAL, 301 St. James St.,



Celluloid Starch is of the "now." The starch that fills a present want. Those of your customers who are worth pleasing will be pleased with

Celluloid Starch
Never Sticks Requires no Cooking.

It is the starch that gives satisfaction to the users and the merchants.

Is it in your stock ?

THE BRANTFORD STARCH WORKS,
LIMITED.
BRANTFORD, CANADA.

Sell "Quaker"

Marmalade. Made from a Scotch formula; absolutely pure; equal to anything imported; better than any other of domestic manufacture; packed in good-sized glass jars; labelled attractively; and in every respect

A Perfect Marmalade.

No reason under the sun why a perfect Marmalade shouldn't be made in Canada. It is purely a matter of willingness. Costs more of course than the ordinary quality, but there are people who won't use the ordinary quality. "QUAKER" quality was made for the people who discriminate.

We are the people who make the high-class confectionery.

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

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS WHOLESALE.

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

Butter Eggs Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co., Limited.
70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

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

THE MARKETS

the New York market, with prices firm and unchanged. In molasses, on the same market, there was a confident feeling manifested from the limited nature of dealers' stocks and the crop outlook. We quote:

Syrups—			
Dark	.....	0 30	0 32
Medium	.....	0 35	0 37
Bright	.....	0 40	0 42
Corn syrup, 1 lb. per lb.	.....	0 02	0 02
" 4 bbls. "	.....	0 02	0 03
" kegs	.....	0 03	0 03
" 3 gal. pails, each	.....	1 30	1 30
" 2 gal.	.....	0 90	0 90
" 2-lb. tins (in 2 doz. case) per case	.....	1 50	1 50
" 5-lb. " (in 1 " )	.....	2 35	2 35
" 10-lb. " (in 1 " )	.....	2 25	2 25
" 20-lb. " (in 1 " )	.....	2 10	2 10
Molasses—			
New Orleans, medium	.....	0 20	0 30
" open kettle	.....	0 45	0 50
Barbados	.....	0 45	0 45
Porto Rico	.....	0 38	0 42
Maple syrup—			
Imperial qts.	.....	0 27	0 27
1-gal. cans	.....	0 95	1 00
5-gal. cans, per gal.	.....	1 00	1 00
Barrels, per gal.	.....	0 75	0 75
5-gal. Imp. brand, per can	.....	4 50	4 50
1-gal. " per case	.....	5 10	5 10
1-gal. " " "	.....	5 60	5 60
Qts.	.....	6 00	6 00

RICE AND TAPIOCA.

Rice is fairly firm and tapioca slightly higher. Both are meeting with a fair demand. We quote:

	Per lb.		Per lb.
Rice, stand. B.	0 03	Sago	0 03 0 04
Patna	0 05 0 05	Tapioca	0 03 0 03
Japan	0 05 0 06		

TEAS.

The tea market, an the whole, is quiet. There is a scarcity reported in low-priced teas. Japans are in demand but with very few offerings. A fairly good business is being done in India and Ceylon greens, and in medium grade Ceylon blacks of good cup quality. China teas are quiet. In the London market the clearances for the month of September for all teas from the London warehouses as per official returns, were 18,323,525 pounds as against 17,479,860 pounds for the same month last year. Poor teas have been very low, but fine and finest have been strongly competed for, while the best Broken Pekoes, with a good show of tip, have met a keen demand and mark an advance. Excessive supplies are regarded as improbable, as the excess over last season available for the United Kingdom, estimated at about 12,000,000 pounds, can be easily dealt with. We quote:

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

FOREIGN DRIED FRUITS.

The last direct steamer for Canada, the Bellona, sailed from Denia on 10th, reaching Malaga the next day. All business for direct shipment in valencias is now, of course, done. No further change in valencias, which are firm at recent advances. Malagas are also dear in sympathy with the high values of valencias and muscatels. In California fruits,

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

Butter, Eggs, Cheese, Poultry, Fish, Game, —and also—

DRIED, GREEN, EVAPORATED APPLES.

WE HAVE THE BEST MARKET IN CANADA TO GET YOU GOOD PRICES. GIVE US A TRIAL SHIPMENT.

Quick Returns. **Capital Fruit & Produce Co.,**
Cor. O'Connor and Albert Sts., OTTAWA.

G. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup

Dealers in...

Fraser River Canned Salmon

British Columbia Herrings

IN SEASON CAN SUPPLY YOU WITH FINEST FISH, ALL KINDS.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

nothing new has developed, although an advance in seeded is not improbable before long. The currant market has developed a somewhat easier feeling. Prunes show a somewhat firmer tendency, but buyers are very cautious in view of their experience last year. The same situation prevails as to Comadre figs. We quote:

CURRANTS.		
	Per lb.	Per lb.
Fine Filiatras.....	0 05	Vostizzas..... 0 07 0 08
Patras.....	0 06 1/2	0 06 1/2

RAISINS.		
	Per lb.	Per lb.
Valencia, fine off-stalk.....	0 07	0 08
" selected.....	0 08	0 09
" selected layers.....	0 09	0 10
Sultana.....	0 09	0 13
Californian seeded, 12-oz.....	0 08 1/2	0 09
" 1-lb. boxes.....	0 10 1/2	0 11
" unseeded, 2-crown.....	0 08	0 07 1/2
" 3-crown.....	0 08	0 08 1/2
" 4-crown.....	0 09	0 10

DATES.		
	Per lb.	Per lb.
Hallowees.....	0 04 0 05	Fards..... 0 07 1/2 0 08
Sairs.....	0 03 1/2 0 04 1/2	

PRUNES.		
	Per lb.	Per lb.
100-110s.....	0 04 1/2	60-70s..... 0 07 0 07 1/2
90-100s.....	0 04 1/2 0 05 1/2	50-60s..... 0 08 0 08 1/2
80-90s.....	0 05 0 06 1/2	40-50s..... 0 08 1/2 0 10
70-80s.....	0 06 1/2 0 07	

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

FIGS.		
	Per lb.	Per lb.
Tappets.....	0 04	Elemes..... 0 08 0 20
Naturals.....	0 06 1/2 0 09 1/2	

APRICOTS.		
	Per lb.	Per lb.
Californian evaporated.....	0 10 1/2	0 15

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

COUNTRY PRODUCE.

EGGS.

Receipts are slight and stocks of fresh-laid eggs are light. The demand for the latter has been very good. Pickled eggs are being sent forward quite freely in filling earlier orders. Prices have firmed up to an advance of a cent for both strictly fresh and candled stock. We quote:

Strictly new laid, per doz.....	0 22	0 23
Candled eggs, per doz.....	0 19	0 20
Pickled eggs, per doz.....	0 17	

HONEY.

There has been no change in the honey situation since last writing. Prices continue steady at former quotations. We quote:

Extracted clover, per lb.....	0 06 1/2	0 07 1/2
Sections, per doz.....	1 00	1 50

WHITE BEANS.

The market is hard to determine. Holders are holding back for higher prices, and buyers are in doubt as to what to offer, as there has as yet been obtainable no reliable information as to the exact state of the crop. We quote:

	Per bush.	Per bush.
Mixed.....	1 50	Prime..... 1 80
Handpicked.....	2 00	2 15

DRIED APPLES.

This line is featureless. There are scarcely any offerings, and no material demand. Prices are nominally at quotations. We quote:

Apples, dried, per lb.....	0 03	0 03 1/2
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POULTRY.

Receipts in early part of the week were free and demand brisk for Thanksgiving. The prices quoted are on the Thanksgiving basis, and will doubtless relax at the end of the week. We quote:

New Smyrna Figs—3, 4, 5, 6 and 7 Crown — Glove Boxes and 12oz. squares. **FINEST QUALITY. ORDER A TRIAL LOT.**

CAPE COD CRANBERRIES

Fresh Car. Finest Dark Cape Cods. Well Screened and Solid Packed.

Headquarters for **SYDA & COUSINS'** Scotch Cured **FINNAN HADDIE.**

OUR WEEKLY PRICE LIST FOR THE ASKING.

WHITE & CO.,

Wholesale Fruit and Produce

TORONTO.

References—THE TRADE. L.D. Phone 578.

GEORGE H. DUCK,

Importers' Agent and Fruit Broker.

Correspondence Solicited. **TORONTO, CANADA.**

CANADIAN APPLES

NALBOROUGH & SONS, Limited
Harwich, England. Leith, Scotland.

Agents for the A. F. McLaren Imperial Cheese Co., Limited, Toronto, are open to receive consignments of best sorts of Canadian Apples.

CORRESPONDENCE SOLICITED.

Cable Address, "Nalbro" Harwich.
" " " " " Leith.

FRUIT.

Our prices are right.
Our goods are right.

Write, wire or 'phone your order.
Special attention given to mail orders.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.

82 Colborne St., TORONTO

Phones—Main 54, Main 3428.

THE FRUIT WE SHIP

Is the fruit you want—**THE BEST.**
Everything in season—Domestic and Foreign

Ask a. receive our weekly price list.

McWILLIAM & EVERIST

FRUIT and VEGETABLES.

Telephone Main 645, Office
" " 3394 Warehouse **...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.

SPECIAL VALUES

In Lemons, Oranges,
Berries and Vegetables.

GET OUR QUOTATIONS.

CLEMES BROS.

37 to 41 Church St. **TORONTO.**

ASK FOR OUR WEEKLY PRICE LISTS.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,

109 Fleet Street E.C. London, Eng.

We Make Brooms

The kind that sell.

WRITE US. Our prices are right

THE CANADIAN BROOM CO.,

LIMITED

Mfrs. of Brooms and Whisks

400 Wellington St., **OTTAWA**

Winnipeg Brokers.

IF YOU HAVE ANYTHING TO SELL
WRITE
CAMERON GORDON & Co.
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

P.O. Box 731. WINNIPEG, CANADA.

EASTERN MANUFACTURERS

—AND—
SHIPPERS.

All **EYES** are
turned on

MANITOBA AND THE WEST.

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Represent some of the leading houses in

CANADA and the U S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, WINNIPEG,

Wholesale Commission Merchant and Broker.

To Manufacturers' Agents

THE CANADIAN GROCER has en-
quiries from time to time from manu-
facturers and others wanting repre-
sentatives 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 vari-
ous offices throughout Canada and
in Great Britain without charge.

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

Full Count
AND
Full Weight

is in every order we ship. Our brown
and manilla wrapping papers are
strong, durable and reliable. They
protect your parcels.

Canada Paper Co., Limited

TORONTO MONTREAL.

barrels, but it is surmised that this must
be mixed, as it is said by agents and the
trade mostly interested, that unblended
Barbados cannot be had under 38½ to
39c. in cargoes and 40 to 43c. in smaller
lots. Syrups are in good demand and
going out freely. We quote:

Barbados, in puncheons, old.....	0 42
" new.....	0 43 0 44
" in barrels.....	0 42 0 44
" in half-barrels.....	0 43 0 45
New Orleans.....	0 22 0 35
Antigua.....	0 37
Porto Rico.....	0 45 0 48
Corn syrups, bbls.....	0 02 0 03
" 1-bbls.....	0 02 0 03
" 38-lb. pails.....	1 30
" 25-lb. pails.....	0 90
Bbls., per 100 lb.....	2 75
1-bbls. ".....	2 75
Kegs ".....	3 00
Cases, 2-lb. tins, 2 doz. per case.....	1 90
" 5-lb. " 1 doz. ".....	2 35
" 10-lb. " 1 doz. ".....	2 25
" 20-lb. " 1 doz. ".....	2 10

TEAS.

Business in teas has been somewhat
quiet during the past week. Japans con-
tinue firm; some fairly good sales were
made at 17½c. for good medium, and
smaller lots at 18 to 18½c. Ceylon greens
are asked for freely and readily sold at
16 to 16½c. In Ceylon blacks business
has been good, some nice parcels having
been sold at 20½c. for fine quality. Indian
blacks, low-priced teas, are readily taken.
In China blacks there has been little do-
ing. The same applies to China greens.
We quote:

Good to medium Japans.....	0 18 0 20
Fine to choice Japans.....	0 23 0 26
Ceylon greens.....	0 14 0 18
Indian greens.....	0 16 0 19
Japan style China congoes.....	0 08 0 10
Pealeaf Gunpowder.....	0 21 0 23
Common.....	0 12 0 15
Ceylon blacks.....	0 14 0 18
Indian ".....	0 11 0 20

COFFEE.

Market is quiet and in about same con-
dition as last week. New York reports
slight fluctuations but not enough to
affect Canadian prices. We quote:

Good cucas.....	0 08 0 09
Choice.....	0 11 0 12
Jamaica coffee.....	0 07 0 10

SPICES.

Spice market is exceedingly active. All
grades are firm and in good demand.
New York spot stocks are light, export
shipments to London having lately been
good. Nutmegs are firmer. Ginger, easy
comparatively with other lines. Reports
give Acheen pepper crop only 3,000 bags,
a shortage of 3,000 bags as compared
with last year. Locally prices on all
kinds are firm and trade is good. We
quote:

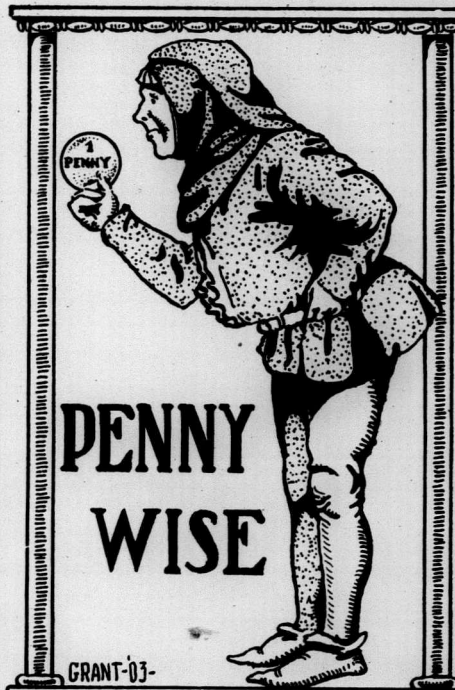
Nutmegs, per lb., as to size.....	0 40 0 60
Penang mace, per lb., as to quality.....	0 70 1 00
Pimento, ground.....	0 18 0 20
Cloves.....	0 20 0 25
Pepper, ground, black (according to grade).....	0 18 0 24
" white.....	0 27 0 29
Ginger, whole Cochin.....	0 17 0 19
" " Japan.....	0 13 0 14
" " Jamaica.....	0 12 0 18
" " African.....	0 12 0 13
" ground Japan.....	0 15
" " Cochin.....	0 19 0 20
" " Jamaica.....	0 18 0 20
" " African.....	0 13 0 14

RICE AND TAPIOCA.

Business is very quiet in both rice and
tapioca. No changes to report, country
orders being about as usual. We quote:

B rice, in bags.....	3 40
" 1-bags.....	3 40
" 1-bags.....	3 50
" pockets.....	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags.....	3 30
" 1-bags.....	3 30
" 1-bags.....	3 40
" pockets.....	3 40
Imported Patna rice, in bags.....	4 62
" " in 1-bags.....	4 75
" " in 1-bags.....	4 87

In the open territory prices are about 10c. less



**PENNY
WISE**

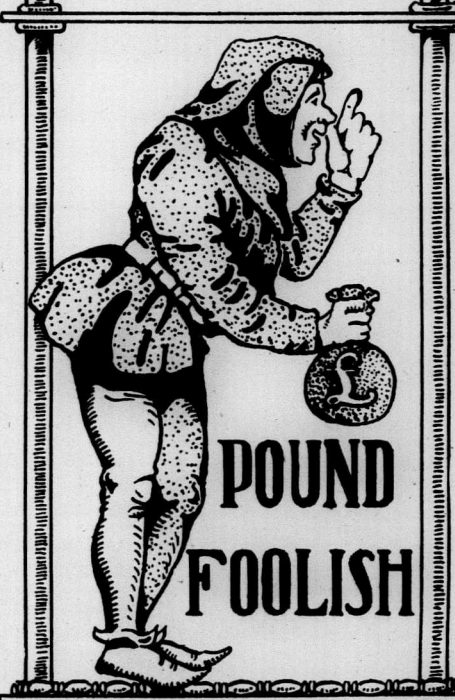
GRANT-03-

Hold a dime close to your
eye with your right hand and
a bright silver dollar a few
inches away with your left;
you cannot see the dollar be-
cause the smaller coin obscures
your vision.

So it is with some people;
in their eagerness to save a
dollar they often lose sight of
the fifty within their reach.

They would rather have a
penny than a pound — if it
meant spending the penny to
get the pound.

Does the illustration apply?
Are you saving (?) money by
not advertising in THE
GROCER?



**POUND
FOOLISH**

MAGLEAN PUBLISHING CO - DEPT. OF ADVERTISING SERVICE

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna.....	4 25	Japan Glace.....	4 50
Imp. Glace Patna.....	4 50	Crystal Japan.....	4 75
Polished Patna.....			3 87½
Indian Bright.....			3 50
Java Caroline.....			3 50
Lustre.....			3 75
Snow Japan.....			4 87½
Japan Ice Drips.....			5 25
Capioca, medium pearl.....	0 02½		0 03
" seed pearl.....	0 03		0 03½
" flake.....			4 00
Imported Italian.....			0 09
Fancy Head Carolina.....			0 10

CANNED GOODS.

It appears from reports gathered upon the street this week that our report in last week's issue as to the Canadian Cannery Association having sent out a circular stating that they could only make 90 per cent. deliveries of corn and 70 per cent. of tomatoes was in a measure confusing. It appears that no circular was sent out, though your correspondent's informant evidently was under that impression. Since the last issue of "The Grocer" the association have issued a notice that they had already packed 90 per cent. of their corn orders and expected to make full deliveries of orders already booked. As regards tomatoes, 80 per cent. has already been packed, and if the present favorable weather conditions continue they have hopes of executing all their orders for tomatoes in full. "Tis a consummation devoutly to be wished," is the hope of the jobbing trade. Trade generally is good. Salmon is receiving attention, with prices ruling from \$1.20 to \$1.65. We quote:

Tomatoes.....	1 05
Corn.....	0 90
Peas.....	0 87½
String beans.....	0 82½
Strawberries, preserved.....	1 40
Succotash.....	1 00
Blueberries.....	1 10
Raspberries.....	1 40
Lawtenberries, 2s.....	1 50
Raspberries, black.....	1 35
Gooseberries.....	1 55
Pears, 2s.....	1 40
" 3s.....	2 10
Peaches, 2s.....	1 55
" 3s.....	1 67½
Plums, Lombard 2s.....	1 30
" Green Gage, 2s.....	1 40
Cherries, red pitted, 2s.....	2 20
Baked beans, 3s.....	0 90
3-lb. apples.....	2 20
Gallon apples.....	2 00
2-lb sliced pineapples.....	2 40
Grated pineapples.....	2 40
Singapore whole pineapples.....	0 95
Pumpkins, per doz.....	1 40
Spinach.....	1 00
Sugar beets.....	0 90
Salmon, pink.....	0 90
" spring.....	1 40
" Rivers Inlet red sockeye.....	1 50
" Fraser River red sockeye.....	1 50
Lobsters, talls.....	3 45
" 1-lb. flats.....	4 00
" ½-lb. flats.....	2 25
Canadian Sardines, ¼s.....	3 65

FOREIGN DRIED FRUITS.

As the time for arrival of the first direct steamer, Escalona, from Mediterranean ports, draws near (she is expected about the 21st inst.), the interest in Valencia, Malaga and other dried fruits increases. The recent sharp advance in valencias has toned up prices generally with possibly the exception of sultanas, which are very cheap this year and of good quality. A rumor on the street today gave out that sultanas had declined again, but this was contradicted in several quarters. So far as a slump in valencias after sailing of the Bellona, expectations have not been realized. Denia and Valencia shippers cable that no serious decline is looked for on the other side in time to be available for shipments by St. Lawrence River. In currants the demand has been heavy for cleaned and carton fruit, and already repeat orders have gone forward to Patras for the latter. In nuts advices received have shown a steady downward tendency. In peanuts

THE MARKETS

reports say that the high grades as well as the cheapest are pretty nearly sold out. Farmers are just beginning to dig and crop will be about two weeks late and appears to be in fairly good condition, both as to quality and quantity. In Spanish onions, as a natural result of the small proceeds returned shippers on consignments in recent years, parcels aloft on the Escalona are quite insufficient for Canadian requirements, amounting as they do to less than 6,000 crates. As a consequence everything has been exhausted from first hands at prices said to range from 65 to 78c. (to jobbers), according to quantity. At this advanced date it would be virtually impracticable to import without risk of frost from Denia. New Eleme figs arrived and are selling in 10-lb. boxes at 10 to 12c. per pound. We quote:

CURRENTS.

Fine Filiatras, per lb. in cases.....	0 05
" cleaned.....	0 05½
" in 1-lb. cartons.....	0 06
Finest Vostizzas.....	0 06½
Amalias.....	0 07½

SULTANA RAISINS.

Sultana raisins, per lb.....	0 08	0 09
------------------------------	------	------

VALENCIA RAISINS.

Finest off-stalk, per lb.....	0 06½	0 07
New, finest off-stalk, per lb.....	0 07	0 07½
Selected, per lb.....	0 07	0 07½
Layers.....	0 07½	0 08

FIGS.

Comadres, per tapnet.....	0 90	1 00
Eleme, per box, new.....	0 75	0 85

DATES.

Dates, Hallowees, per lb.....	0 04½	0 04½
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.....	0 11	0 12
Peaches.....	0 09	0 09½
Pears.....	0 09	0 12½

MALAGA RAISINS.

London Layers.....	1 75	1 90
" Connoisseur Clusters.....	2 25	
" Royal Buckingham Clusters, ¼-boxes.....	1 15	
" Excelsior Windsor Clusters.....	1 50	4 60
" ¼s.....	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb.....	0 10½
" seeded, in 1-lb. packages.....	0 10
" in 12-oz. packages.....	0 08

PRUNES.

Per lb. Per lb.		
30-40s.....	0 09	
40-50s.....	0 07½	
50-60s.....	0 07	
60-70s.....	0 06½	
70-80s.....	0 06½	
80-90s.....	0 06	
90-100s.....	0 05	
Oregon Prunes (Italian style) 40-50s.....	0 07½	
" 50-60s.....	0 07	
Oregon prunes (French style), 60-70s.....	0 06½	
" 90-100s.....	0 04½	0 04
" 100-120s.....	0 04	

GREEN FRUITS.

Market has been very good, especially in apples, fancy Winter stock selling from \$2.50 to \$3, and in good demand. Canadian chestnuts have been coming in freely and price has fallen to 10c. In grapes no change is to report. A fair business is doing, though receipts are not so heavy as previous week. Canadian pears are off the market. We quote:

Verdill lemons 300's, fancy.....	3 75
" 300's, fancy.....	3 00
Cocoanuts, per bag of 100.....	4 00
Canadian apples, in bbls.....	1 50
Peaches.....	1 75
Plums.....	2 00
Pineapples, 24 to case.....	5 00
" 30 to case.....	4 50
Bananas.....	1 75
Canadian peaches, per basket.....	0 40
" pears.....	0 30
" pears.....	0 40
Grapes, Canadian, blue.....	0 20
" red and green.....	0 25
" Delaware.....	0 35
California Tokay grapes, per box.....	2 00
Jamaica oranges, in bbls.....	5 00
" boxes.....	3 50
Sweet potatoes, per bbl.....	3 00
Spanish onions, cases.....	2 50
" crates.....	0 90

FISH.

Business is only ordinary. Salt fish is scarce, though dealers are hopeful if fish-

ing weather continues favorable to so a better supply. Good salted red salmon are scarce, but some light salmon is being offered. Lately there has been a scarcity of smoked fish, but the future prospects are somewhat brighter. In fresh fish haddock and halibut are hard to get to any extent, while lake and river fish are plentiful and prices easing up accordingly. N. M. Smith & Co., Halifax, write their agents: "Buyers must have patience, as the scarcity of herring suitable for Montreal market is unprecedented." As regards codfish, John Saly, St. John, N.B., advises his agents that an advance in prices of boneless fish is unavoidable, and it is only a question of time when further advance will be necessary, as fishing is about over and the accumulated stock of goods suitable for cutting is nil. We quote:

Haddies.....	0 07	0 08
Smoked herring, per box.....	0 15	
Fresh haddock, per lb.....	0 05	0 07
Dore, per lb.....	0 06	0 06½
Pike.....	0 06	0 06½
Halibut, per lb.....	0 13	
Gaspé salmon, frozen, per lb.....	0 15	
Salmon trout, per lb.....	0 07	
Fresh B.C. salmon, per lb.....	0 15	
Steak cod.....	0 07	
White fish, per lb.....	0 07	
No. 1 Herring, Nova-Scotian, per bbl.....	5 00	5 50
" half bbl.....	2 75	3 00
No. 1 Holland herring, per half bbl.....	6 50	
No. 1 Scotch herring.....	6 50	
" per keg.....	0 95	
Holland herring, per keg.....	0 50	0 75
No. 1 green codfish, new, per 200 lb.....	6 00	
No. 2 green cod, bbls. 200.....	5 00	
No. 1 green haddock, bbls. 200.....	5 50	
Green pollock, bbls. 200.....	4 50	
No. 1 large green codfish, new, per 200 lb.....	6 50	
Boneless cod, 1 and 2-lb. blocks, per lb.....	0 06	
" fish.....	0 05	
" loose, in 25 lb. boxes.....	0 04	
Skinless cod, cases 100 lb.....	4 75	
Dried codfish, new, per 100-lb. bundles.....	4 75	
B. C. salmon, per bbl.....	13 50	
Standard bulk oysters, per gal.....	1 40	
Marshall's kippered herring, per doz.....	1 40	
Canadian kippered, per doz.....	0 90	
Canadian ¼ sardines, per 100.....	3 75	4 00
Canned cove oysters, No. 1 size, per doz.....	1 30	
Canned cove oysters, No. 2 size, per doz.....	2 25	
Shell oysters, No. 1 Malpeccus.....	6 50	7 00
" common.....	5 00	5 50

VEGETABLES.

A fairly good business is doing. Supplies of potatoes are coming in freely from the farmers, some lots, however, being none too good. Onions have been contracted for with growers at \$2 to \$2.25 per barrel for red and yellow in large lots delivered on car. Jobbing prices are ruling from \$2.50 to \$3. Other lines are in fair demand. We quote:

Cabbage, per doz.....	0 30	0 45
" red, per doz.....	0 45	
Cucumbers, per doz.....	0 10	
Onions, per basket.....	0 30	0 10
Cauliflower, per dozen.....	1 00	1 50
Carrots, per basket.....	0 40	0 50
Parsnips, per bunch.....	0 15	0 15
Green corn, per dozen.....	0 10	0 15
Lettuce, per dozen.....	0 25	0 35
Celery.....	0 25	0 35
Parsley, per doz.....	0 10	
Radishes, per doz.....	0 15	0 25
Pumpkins, per doz.....	0 00	1 35

COUNTRY PRODUCE.

BEANS.

Since our last report the bean market locally is reported somewhat easier, and slight reductions will be noted in the quotations which we give below. It is doubtful whether the present reductions will last very long, as Michigan quotations indicate that prices here are about 20c. lower than in Detroit. The drop on the Montreal market is due to the manipulations of certain brokers referred to in our last issue. Their deliveries are very light, and the market is still very uncertain, the probabilities being that another rise will occur shortly. We quote:

Choice prime, per bushel.....	2 00
" carlots.....	1 75
Ordinary (off grade), per bush.....	1 85
No. 1 hand-picked, very fine, carlots.....	2 10

TEAS, GROCERIES, PROVISIONS, WINES and LIQUORS.

The Largest Stock. = The Greatest Variety.

OUR POLICY:

LOW PRICES.

QUICK TURN OVER.

BIG BUSINESS.

A few trial orders will convince you of...

OUR RELIABILITY.

Best Equipment. Competent Staff.

Perfect Organization.

HUDON, HEBERT & CIE.,

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

The Most Liberally Managed Firm in Canada.

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HONEY.

There is nothing to add to our report of last week. There are still large offerings, especially from the West, but buyers are not anxious to take very much of it, and jobbers generally are fairly well stocked. Buyers and sellers still persist in holding different views on the subject. We quote the following jobbers' prices:

Strained, white.....	0 07 1/2 0 08
Clover and basswood.....	0 08 0 08 1/2

MAPLE PRODUCTS.

Some very large sales are reported this week of pure Beauce sugar at 8 to 9c. It is said that about 200,000 barrels have changed hands of late for shipment to Chicago, St. Louis and Minneapolis. Otherwise the market is quiet and prices are unchanged. We quote:

New syrup, in wood, per lb.....	0 05 1/2 0 06
New syrup, in large tins.....	0 70 0 75
Old.....	0 55 0 60
Old " in wood.....	0 05 1/2 0 06
Pure sugar, per lb.....	0 07 0 07 1/2
Pure Beauce sugar, per lb.....	0 08 0 09

EVAPORATED APPLES.

Very conflicting opinions are current as to the prospects of the evaporated apple market. For a week the market was firmer, but it is said that this was due to manipulation and that it cannot last. On the local market there has been a great deal of price-cutting, and it is impossible this week to give quotations with any degree of exactitude. It is said that great quantities of green fruit suitable for the evaporators are being exported to England and France, as it does not pay to evaporate them at the present miserably low prices which are being paid to the evaporators throughout the country. In New York the buyers are bidding lower prices for November delivery than for October, which indicates that they have little confidence in the future. We quote the following jobbers' prices, which are probably subject to some concessions:

New, in carlots.....	0 05 1/2 0 06
New, in jobbing lots.....	0 06 0 06 1/2

HOPS.

The local market is very strong and hop merchants are waiting anxiously for the season to get into swing. So far the deliveries of new hops have been very light and there are very few old hops on the market. The general feeling seems to be that prices this season will be considerably higher than usual. It is reported that in some parts of England the crop has been a failure, and everywhere the supply is lighter than usual in proportion to the demand. European advices report a very strong position. The total European crop for 1903 is estimated at 655,000 to 715,000 cwt., and the consumption at 735,000 to 785,000 cwt., which would indicate that the continent cannot possibly spare any this year for export. The United States crop is variously estimated at from 5,000 to 15,000 bales larger than last year; but to offset this there will necessarily be a smaller importation.

On the local market, buyers and sellers are keeping apart, as the latter are asking higher prices than the former are willing to pay. Dealers are filling the immediate wants of their customers with British hops at about 38c. Farmers are asking from 28 to 35c., which is higher than buyers think the consumer will stand for. In the absence of transactions

THE MARKETS

on the spot it is impossible to give exact quotations. One large Canadian dealer says he will pay no more than 22c., as consumers will not buy Canadian hops at present prices.

POTATOES.

The quality of the potatoes offered on the Montreal market this week has been very satisfactory, and little credence is now attached to the alarmist reports current a few weeks ago. The market is firm, but at time of writing, there have been no changes since the report in our last issue. Dealers are paying 55 and 60c. per bag of 90 pounds, and are selling at 65c. in jobbing lots and 70c. for small quantities.

FLOUR AND GRAIN.

FLOUR.

Stocks held locally are very small and there are few transactions. There is an easier tendency, but there are no changes. We quote:

Manitoba patent.....	4 80
first bakers.....	4 50
second bakers.....	3 90 4 10
Winter wheat patents.....	4 00 4 15
Winter patents.....	4 15
Straight rollers.....	3 75 3 85
90 per cent. patents.....	3 55 3 70
Extra.....	1 65 1 70
90 per cent. bags.....	1 80
Straight rollers, bags.....	1 80 1 85

FEED.

There is a good demand and the market is fairly active, although offerings are still somewhat limited. We quote:

Ontario bran, in bulk.....	16 50 17 00
shorts.....	19 00 20 00
Manitoba bran, in bags.....	18 00
shorts.....	20 00 21 00
Mouillie.....	22 00 30 00

CORNMEAL.

There is nothing new to report, and prices are unchanged. We quote:

Gold dust, bags.....	1 80 1 90
bbls.....	3 90 4 00
Ordinary, bags.....	1 40 1 45

ROLLED OATS.

There is still some slight improvement

in the demand. Prices are unchanged. We quote:

Rolled oats, in bbls.....	3 80 3 85
in bags.....	1 85 1 90

GRAIN.

There has been some slight improvement in the export demand for oats, but otherwise, business is quiet. No. 1 hard Manitoba is 1c. cheaper; No. 1 Northern has declined 1 1/2c. Other prices are unchanged. General business is quiet owing to the scarcity of freight, most of the grain going to Boston and New York. We quote:

No. 1 hard Manitoba.....	0 85
No. 1 Northern.....	0 80
Rye.....	0 57 0 57 1/2
Peas.....	0 72 0 75
Corn.....	0 54 0 55
Buckwheat.....	0 45
Barley.....	0 50 0 51
Oats.....	0 32
Malt.....	0 75 0 80

BALED HAY.

The market is quiet, and there is little of interest to note. We quote:

No. 1 timothy.....	10 00 10 50
No. 2 timothy, choice.....	8 50 9 50
No. 2 timothy, ordinary.....	8 00 8 25
Clover, carlots.....	7 50 8 00

LOOSE HAY.

New hay is quoted at \$7.50 to \$8 per load of 100 bundles of 15 pounds each, and old hay \$8 to \$8.50.

ASHES.

No changes to report. Business is quiet. We quote:

First pots.....	5 50
Seconds.....	5 50
Pearls, per 100 lb.....	6 75 7 00

HIDES.

There is considerable activity in lamb skins, as high as 75c. being paid by some buyers. We quote:

No. 1 beef hides.....	0 09
No. 2.....	0 08
No. 3.....	0 07
No. 1 buff sheepskins.....	0 77 0 79
Lambskins.....	0 60 0 65
No. 1 calfskins.....	0 11 0 12
No. 2.....	0 09 0 09 1/2

RAW FURS.

Prices are unchanged. We quote:

BEAVER	Labrador and choice Eastern	Large	Medi'm	Small	Kitts	Fall Beavers	Spring Beavers
	Territory Rocky Mountains and Western	\$6.00	\$5.00	\$2.75	\$1-1.50	\$2.00 to \$2.50	\$3.00 to \$3.75
	Strictly Prime, or, No. 1	6.00	4.00	2.00	50-75		
	Partly Prime, or, No. 2	4.00	3.00	2.00	.50		
	Unprime, or, No. 3	3.00	2.00	.75	.40		
	Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25		
BEAR	Black—Choice only	15.00	10.00	7.50	6.00	3.00	4 Cubs
	Brown	12.00	7.00	5.00		.50	\$2.00 to \$8.00
		1	2	3	4		1.00 to 5.00
BADGER	Of all sections	.50	.25	.10	.05		
FISHER	Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50
	Territory and Western	6.50	5.00	3.50	2.00	1.00	.50
FOX	Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20	
	Territory and Western	4.00	2.75	1.40	.50	.20	
	Dark Fair Pale	2	3	4			
	Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50
	Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50
	Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50
	Large Medi'm Small	2	3				
LYNX	Far North-Eastern	4.00-8.00	6.00 4 to 5.00	2 to 4.00	1.00	.25	
	Territory and Western	4.00-8.00	6.00 4 to 5.00	2 to 4.00	.60	.20	
	Dark Brown Pale	2	3	4			
MARTEN	British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25
	Territory and Western	7.00	2.25	1.50	1.00	.60	.20
	Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25
	Large Medi'm Small 2 Large 2 Small	3					
MINK	Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40
	Territory and Western	1.50-2.00	1.50	1.00	.75		.25
	Spring Winter Fall Kitts	25-28c.	.10 to .13	.8 to 1.0	2 to 5		
MUSKRAT	Eastern, best large	20c.	5 to 10	.07	2 to 4		
	Territory and Western	2	3				
OTTER	Labrador and far North-Eastern	\$10	7.00-10	10.00-12	2.50-5	2 to 4.00	Cubs \$1.00 to \$2.00
	Territory and Western	4.00	4.50	3.50 to 5	2.25	.50	.25 to .50
	Large Small	2	3				
RACCOON	Black—Value according to darkness, size and beauty	.75-1.25	.60-75	.33-50	.25	.15	
		2.25	2.00	1.00	.50	.25	
	Black Sh rt St Long St White	.75-1.25	.75	.40-50	.05-15		
SKUNK		Dark Brown Pale	2	3	4		
WOLVERINE	Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25
CASTOREUM		\$5.00 to \$6.00 per pound.					

Flour is firm and unchanged. Halifax jobbers have not responded to the mill advances as readily as those at some other Maritime Province points. The advance in freight rates between Ontario and the Lower Provinces, amounting to about 1c. per barrel, has now to be considered. Jobbing prices are as follows: Straights, \$3.90 to \$1; ninety per cents., \$1.10 to \$1.20; eighty per cents., \$1.15 to \$1.50; Ogilvie's Hungarian, \$5.25. Corn meal is easier at a decline of 5c., and is now quoted at \$2.95; beans have also receded slightly from the high point of a couple of weeks ago.

Provisions are firm with a higher tendency in American pork. With the commencement of the local pack, domestic is less firmly held. Lard has declined to 19c. for pure. Beef is unchanged. Fresh meats are in good supply. Antigonish County sent 1,500 lambs to the Boston market this season, but the price there lately declined so that further shipments are not warranted, and the supply is being now sold in local markets.

Green fruits are in limited supply. About the only oranges to be had are Jamaicans, of which a small lot arrived by last steamer. Grapes and other Ontario fruits are not as much in evidence as in former seasons.

Cheese is jobbing to the trade at 12c., which is about the price buyers paid the factories last week. The market is easier but no one expects the jobbing price to go below 12c. Creamery butter is scarcer and prints are jobbing in Halifax at 22c. Dairy butter is in fair demand at 18c. for solids. Eggs are firmer, costing 18c. for fresh case stock; receipts continue moderate.

Owing to the strong export demand the offerings of No. 1 apples on the local market are light. Some Gravensteins sent to London netted the growers \$1 per barrel. A man who shipped a lot in boxes with the apples wrapped in tissue paper sold at the equivalent of \$7.66 per barrel. Late cable advices state the English market is declining, and advises exporters to hold shipments if possible.

Miss Woods, representing The Greig Mfg. Co., of Montreal, has been in a number of city grocery stores demonstrating the uses of Kkoyah jellies, etc. She is now on a tour of the chief towns of the province on a like mission.

There is a great scarcity of grocery cod and herring, and prices are high. Bank cure is firmly held. Our Lunenburg fishermen are asking \$5 per quintal, but they will probably accept \$1.75 ex vessel as fast as they can get their fish in marketable condition. Last sales were made at Halifax at \$1.70 ex vessel.

BRITISH COLUMBIA MARKETS.

Vancouver, Oct. 10, 1903.

A RATE war in transportation of flour and wheat from the Pacific Coast to China and Japan ports, which has been on for months, in fact, for nearly all this year, has at last been settled by mutual agreement among the steamship companies engaged in the Oriental trade. The rate war was originally precipitated by The China Commercial Co., which was refused permission to

land any more coolies or Chinese laborers in Mexico. Now that privilege has been restored, and the restoration of the flour and wheat tariff has been an immediate result.

The rate on wheat, which was \$4 per ton before the war began is to be advanced to \$5. On hour, the Asiatic Freight Association, the organization which includes all the trans-Pacific steamship lines, has decided that for the present the rate from San Francisco to the Orient shall be \$3 per ton. Prior to the commencement of the rate war it was quoted at \$5 per ton, but it was dropped to \$1 per ton. The San Francisco rate, it is expected, will be raised again shortly to the original \$5 per ton.

From British Columbia and Puget Sound ports, the cut rate for flour has been \$3 per ton. This is now to be restored to \$5. The new schedule of rates was arranged at a meeting of the Asiatic Freight Association, held in Seattle on Wednesday, the 7th inst. The restored schedule goes into effect on November 1. Already flour for November shipment is offering freely at the C.P.R. wharf. For months there has been almost a cessation of the shipment of flour from British Columbia ports, owing to the fact that the San Francisco rates were so greatly against the trade here.

While a large percentage of the flour shipped to the Orient is from the neighboring State of Washington, which is a large wheat producer, there is always a large quantity shipped by Canadian mills. This will be restored to its original status by the restoration of the freight rates, and it may be that the restoration may cause a revival in the efforts put forth to sell Canadian wheat and flour in the Orient.

The steamship companies affected by the new schedule, to which they all are parties, are the Canadian Pacific, Northern Pacific, Boston Towboat Co., Nippon Yusen Kaisha, China Mutual, and Ocean Steamship Co., in the north, and the Pacific Mail, Oriental and Occidental and China Commercial Co. in the south.

With the water in the Upper Yukon standing only 52 inches above the very minimum low-water mark on Monday and over 2,000 tons of freight on the wharves at White Horse—the head of navigation on the Yukon—the big transportation company, The White Pass & Yukon Co., have more than they can do to "deliver the goods" before the close of navigation. The appearance of ice on the upper waters of the Yukon and its tributaries is an indication that at best two weeks or so will be all that can be counted on to get the goods down the river.

Plans are being prepared for a new bank building to be erected on Hastings street, just east of the C.P.R. Commercial Telegraph office. It will be occupied in the early Spring by the Bank of Nova Scotia, which is to open in business here at an early date. This decision was reached a week ago on the occasion of a visit of one of the leading officials of the bank. The new building will be of stone, and two storeys in height. The upper floor will be fitted as chambers for the bank's solicitors, while the bank offices will occupy all the ground floor. Contracts will be let at once and the work proceeded with right away, so that the building will be completed by Spring.

With the advent of the Bank of Nova Scotia, there will be eight chartered banks doing business in Vancouver, and that despite the fact that the Bank of British Columbia was absorbed a year or so ago by the Bank of Commerce. Two branch banks are established in the east end of the city,—on Westminster avenue—the Canadian Bank of Commerce and the Royal Bank of Canada. This makes really ten banking offices in the city.

The rapid growth of production and trade in agricultural products in the lower Fraser Valley is aptly noted from the cargo brought to port this week by the steamer Hamlin, a river boat, which runs direct between Vancouver and the town of Chilliwack on the Fraser river. The steamer had from various points on the river, in the one cargo, 700 boxes of apples, 220 sacks of potatoes, 1,100 sacks of oats, 100 head of live stock, and a large quantity of dressed meats, besides dairy produce, poultry, etc.

Yearly the number of ranchers and others engaged in working the soil in the valley of the lower Fraser is increasing, until the time seems to be approaching when a very appreciably less quantity of farm and dairy produce will be imported into the province.

The markets in the city this week are not of a very lively character. In fruits there is but little to note, except that the supplies are becoming restricted largely to British Columbia varieties, this being the season for delivery of apples, pears, etc. From California, outside of grapes and a few oranges, the supplies are very limited.

In dairy produce there is noted a stiffening of prices for creamery butter. At this season many of the creameries in Manitoba and the Northwest Territories are closing down. Another factor in improving prices is the tone of eastern Canadian markets, which have picked up owing to the improvement of the export demand. Locally there is sufficient.

The Manitoba and Northwest Territories creameries are holding what stocks they have on hand, but it is not anticipated that there will be a shortage. Dairy butter is a little firmer in price in sympathy with creamery, but as there is always an increase, comparatively in the quantity of dairy-made after the creameries close down, it is not expected that dairy prices will be very fancy. The best that is reported from the Northwest at country points is 15 to 16c.

Local butter is still fairly plenty, and it is likely to continue for some weeks yet. The creameries are, however, getting fancy figures for the butter they make. Prices for Northwest Territories creamery are 22½ to 23c.; for dairy, 18 to 20c., and all are steady.

Manitoba cheese is up so high that it is not to be bought. There is so limited a supply that it is all required for home consumption, so that little will come forward here. Thirteen cents has been offered ex factory, f.o.b. Winnipeg, for the make of one Manitoba factory and refused. Another factory would not look at 12½c. for its whole make. It now costs at least 14½c. to land eastern cheese on this market.

Eggs, even case stock, are abnormally high here. The quotation is not less than 23c. for case stock, not candled; while local fresh are bringing 10c. retail.

OTTAWA TRADE GOSSIP.

BUSINESS among wholesale houses is reported good. Retailers have had a few quiet days owing to wet weather, but conditions are better and trade is picking up. The sugar market is reported to look stronger to-day in sympathy with London and New York, where an improvement is expected. Prices now are: Granulated, \$4.12; yellows, \$3.42. Advices in regard to valencia raisins point to higher prices; they are worth 2s. more than last week. California seeded are worth 10½c. here, which brings the price about the same as last year. Barbados molasses is very firm at 43c. No orders for tomatoes and corn are being taken less than \$1.25 for tomatoes and \$1.00 for corn, that is, with a guarantee of delivery. It is likely that the retail prices will be the same as last year, 12½c. for tomatoes and 10c. for corn and peas. Shelled walnuts are becoming scarce, and will likely be a great deal more so before any new stock appears. The time for the greatest demand is between now and Christmas. Prices are around 30c. now. Domestic sardines are higher in price.

o o o

Orders have been taken in the city for Allin's cider during the past fortnight, and it might be well to mention that in speaking with local retailers they all feel the retail price should be put on a better basis. It has always been a fad among the trade to sell at a profit of 3 to 5c. a gallon, which is ridiculously low. The Grocers' Association are considering the matter of getting retailers to advance the price 5c. a gallon.

o o o

The local cheese market is a little weaker than it was on Friday last; only part of what was boarded sold at 10½c. Some of the sellers would not take that figure, and are holding for better prices.

o o o

At the Fruit Exchange the quantity of grapes arriving this year is not as large as other seasons, and prices have been a great deal better. Concords have been selling from 22 to 25c.; Niagaras, 21 to 24c.; Rogers, 28 to 33c.; Delawares, 30 to 35c. Apples are coming in plentifully.

o o o

NOTES.

The F. J. Castle Co. are putting a new breakfast food on the market which promises to be a winner. It is called "Wee MacGregor," a most suitable name.

A number of Ottawa grocers and their

**The Finest Preparation of Beans
Ever Offered to the Trade.**

Clark's Pork and Beans in Chili Sauce.

See the Packages—Bright—handsome—attractive.
See the Goods—Wholesome—cleanly prepared—quick selling.
See the Prices—Absolutely the lowest, quality and quantity considered.



Delicious, Healthful
The **Ideal Fruit**
—FOR—
SPRING and SUMMER USE
ONCE TRIED, ALWAYS USED. ASK FOR IT
-CORONA FRUIT CO., W. B. Bayley, Toronto Agent.



Capstan Brand Mustard

is pure and is equal to any in the market.
Try a sample case and be convinced of its high-grade and flavor.

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS.

COCOA

FINEST ORANGES GROWN

Car Extra Fancy Late Valencias arriving this week from the celebrated groves of the Arlington Heights, all sizes. Prices right. Send us your orders.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.

Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

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

friends leave for New York on the 27th inst. as the guests of the Clique Tourists of that city. They are to be entertained by the New Yorkers on the 28th and 29th. This treat is a recognition of the entertainment given to the Clique Tourists when they visited Ottawa in June last. The mayor of Ottawa is expected to join with the Ottawans.

A number of grocers in the western part of the city have mutually agreed to close their places of business one hour earlier than usual. Instead of closing at 7.30 they now close at 6.30. Those in the arrangement are: Wm. York, R. Baird, H. W. Booth, A. P. Johnson, C. Blakeley & Co., N. S. Swertfoger and Ellis Bros. They all agree that it is a good arrangement, and although it is



N. Chartrand, President Montreal Retail Grocers' Association, 1903-04.

only in vogue since October 1, they would not go back to the old way. Their customers have fallen into the new order of things quite readily.

Mr. J. J. Levy, of United Factories, is in the city this week.

F. A. Scott & Sons have bought out the grocery business of Thos. Martin, Rideau street. Mr. John J. Smith is in charge of the new branch, and is well acquainted with that part of the city.

ENFORCING THE FRUIT MARKS ACT.

THE inspectors of the Dominion fruit division are now devoting special attention to the enforcement of the Fruit Marks Act. Several prosecutions have taken place in Ontario, all of which resulted in convictions, and several are

now pending in Nova Scotia. These are mainly for marking inferior fruit No. 1; although there is such a large amount of first-class fruit in the country packers still persist in trying to palm off inferior fruit as No. 1.

Mr. W. A. McKinnon, chief of the fruit division, says that retailers are beginning to understand the scope of the act much better than formerly, and appear well aware of the existence of the law and of the fact that it is being enforced by inspectors. They also understand the fact that it is at the disposal of any private citizen. A prosecution is now pending in Toronto by a private citizen against a retailer who is said to have disclaimed responsibility. Only a single basket is involved, but it is clear that if individuals do not protect themselves in the case of single baskets, they are not likely to do so at all, as ninety per cent. of their purchases are of single baskets. It is announced that the policy of the Department will be to hold the retailers more strictly to account in the future for the packages of fruit which they pass on the public. If the retailers do not themselves complain when they find dishonest packing, it is because they are willing to share in the fraudulent profit. Of course the original packer will always be prosecuted when he can be discovered, but that will not excuse the retailer.

A VISITOR FROM GLASGOW.

Mr. John C. Maclean, representing Mitchell Bros., Ltd., of Glasgow, distillers, and Mitchell & Co., of Belfast, Ireland was a visitor in Montreal this week. A representative of "The Grocer" had the pleasure of meeting him at the warehouses of Laporte, Martin & Cie, Montreal agents. Mr. Mitchell is at present on a trip through Canada and the United States, visiting the various agencies of his houses in New York, Boston, Philadelphia, Baltimore, Toronto, Detroit and Chicago, and as it is his first trip to this side he is naturally very much interested and keenly observant of our Canadian and American business customs. The volume of business done by his companies in America since the introduction of their brands has increased to such an extent as to warrant a closer inspection of the field and its future possibilities. Mr. Maclean informed "The Grocer" that as far as the trade with Australia was concerned his companies' business has reached a most astonishing success and it is with a view of developing their Canadian and American trade that his trip was arranged.

MONTREAL GROCERS' NEW OFFICERS.

OF the newly elected officers of the Montreal Grocers' Association, Mr. N. Chartrand, the president, is an old and active member of the society. He conducts one of the most prosperous groceries in the west-end, on Seigneurs street, and is a man of energy and up-to-date ideas, and under his guidance the association should materially develop.

Mr. Beaudry, the secretary, is a young man, but that "crime," in the words of one of England's greatest statesmen, is counterbalanced by an activity and a clear business tact that has enabled him to become the owner of as bright and well conducted a retail grocery, provision and meat market as it has been the writer's privilege to inspect—the "Compagnie d'Epicerie Moderne," on St. Cath-



J. A. Beaudry, Secretary Montreal Retail Grocers' Association, 1903-04.

erine street east, near St. Denis street. The association is to be congratulated on the selection of its secretary.

Mr. J. P. Dixon, the retiring secretary, was a man of unlimited energy, long business experience and a knowledge of affairs unusually well developed, and the association for which he acted as secretary about 16 years, owes much to his powers of organization. Mr. Beaudry has a hard man to follow, but it will only spur him on to equal the work of Mr. Dixon, and, like all ambitious young men, to try and do a little better.

The International Stock Food Co., with headquarters in Minneapolis, have established a branch factory at No. 4 Bay street, Toronto, under the management of Mr. E. B. Savage. Mr. W. B. Laidlaw will have charge of the office and sales department.

FRUIT

THAT IS

FRUIT

is what your customers get when they ask for

GOODWILLIE'S

Fresh Fruits in Glass Jars.

ONCE USED
ALWAYS USED.

ROSE & LAFLAMME, Agents,
MONTREAL.

People who have once used

PATERSON'S CAMP COFFEE ESSENCE

want it always. That is why it sells so well.

ROSE & LAFLAMME,
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WITH BUT FEW EXCEPTIONS

HAS SAID

IF THERE WERE A REALLY FIRST-CLASS ARTICLE

MADE IN CANADA

IN THE WAY OF A RELISH OR SAUCE

"WE WOULD PUSH IT"

IN PREFERENCE TO FOREIGN MANUFACTURED GOODS.

**NOW IS
YOUR OPPORTUNITY**

TO RECOMMEND A STRICTLY CANADIAN PRODUCT.

LEES & LANGLEY'S

WORCESTERSHIRE SAUCE

It has taken years of experimenting to accomplish the height of excellence attained by this most superior relish, and should deserve the patronage of every one requiring an article of superior merit.

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Grimble's



BRAND.

Pure Malt

VINEGAR

Agent I. S. WOTHERSPOON thanks his friends for having written for samples, and to learn that same have given satisfaction. **Grimble's Vinegar** is always **ALL RIGHT.**

If you don't know it, write for sample.

I. S. WOTHERSPOON,

204 Board of Trade Building,

MONTREAL, P. Q.



Why not carry an assortment of
“CROWN”
UNFERMENTED WINES!

(ALL FLAVORS)

Good Sellers.

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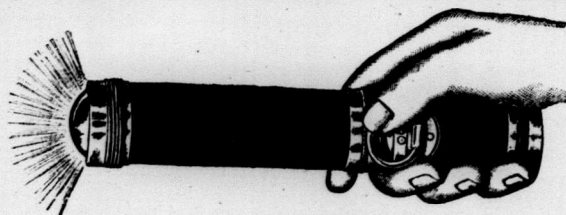
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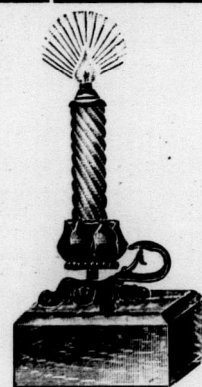
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Trade Mark.



“Ever Ready” Electric Flash Light.



“Ever Ready”
Electric Candle.

“Ever Ready” for the Trade.

A LINE OF GOODS YOUR CUSTOMERS DESIRE.

They are **Practical, Useful, Novel**, and make attractive and pleasing presents for the holiday trade. Write to-day for our illustrated catalogue with trade discounts.

“Ever Ready”
Electric Clock.

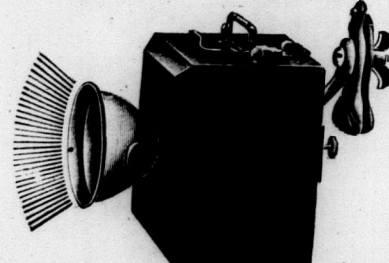


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“Ever Ready” Carriage Lamp.



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The Popular Ceilings or Practical People

We claim that our Metallic Ceilings and Walls are the very best style interior finish made.

Sanitary—Artistic—Fire-proof—exceedingly durable, and capable of an immense amount of variety in coloring and effect.

They satisfy all buyers—no imperfections—no stinting of quality—highest grade materials and workmanship throughout. Certain to please you.

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WE ARE BUYERS
LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

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**COTTON
CLOTHES
LINES**

— AND —

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

For sale by all Wholesale Dealers

so that you get them.

TORONTO RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held in St. George's Hall Monday evening, October 12, with the president, Mr. D. Bell, in the chair. A complaint was preferred by certain members of the association that the price of "Force" was being cut by The T. Eaton Co. and others. The "Force" Food Co., which had already been approached on the subject, had stated that none who had cut "Force" had been receiving rebates. Eaton's had advertised two packages of "Force" for 25c., and sent out 50,000 copies of their catalogue containing the same. After considerable discussion the association decided to authorize the secretary to send an official protest to The "Force" Food Co. and enclose a copy of Eaton's latest advertisement of "Force" at 10c.

It was unanimously decided to support Mr. Chamberlain's new fiscal policy.

Several members expressed themselves in favor of using goods made in Canada as much as possible. Mr. Bell stated that there were as good articles put up by Canadian manufacturers as by the States. It would, however, take time to educate the consumer to this. There was a splendid opening, he thought, for a manufacturer of canned goods in Canada. Retail grocers here would welcome the day when they could offer their patrons Canadian consomme and julienne, which would compare favorably with the same article as made across the line. There was no reason why Canadian canned soups should not become as firmly established as Canadian canned chicken. The Aylmer Canning Co. at present were putting up a brand of chicken with which Americans could not compete in our Canadian markets.

A suggestion favorably received was that representatives from the various manufactories in Toronto be invited to lecture to the association at intervals during the Winter on the processes of manufacture.

"We want to know something about the article that goes over our counter," said one enterprising grocer.

L. P. Garon, general merchant, St. Michel, has assigned to V. E. Paradis.

Millar & Riopelle, general merchants, Ville Marie, are liquidating.

P. Morin, general merchant, St. Honore, is deceased.

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.

SITUATIONS VACANT.

MILLER—To take charge of 60 barrel sifter mill; hard and soft wheats; must be strictly temperate; give age experience, state wag s. Box 108, CANADIAN GROCER, Toronto. f

OATMEAL miller, night shift; 200-barrel mill; state experience and wages. Box 109 CANADIAN GROCER, Toronto. f

STEADY young man for outside work in grocery business. Box 110, CANADIAN GROCER, Toronto. f

SITUATION WANTED.

POSITION wanted by young man; 2½ years experience in grocery business; references; town preferred. Box 68, CANADIAN GROCER, Toronto. (42)

FOR SALE.

FOR SALE—Grocery and bakery; together or separate; town 4,000; good location for general store. Box 69, CANADIAN GROCER, Toronto. (44)

AGENTS WANTED.

WANTED—Eggs, butter and provisions of all kinds; fruits, fruit-pulp, especially raspberry, strawberry, black currant, apricot, etc. Apply first instance to John Crisp & Co., 24 Wellington Road, Birmingham, England. (44)

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (44)

WANTED

BY the first November, general clerk who speaks German, to go to the North-West Territory. No old fossilized man required, but a smart up-to-date young fellow, who knows his business, and is willing to work.

Apply to Drawer 22, Hamilton, and enclose references. (42)

FLOUR AND CEREAL FOODS

Cereals in the Retail Grocery Store.

THERE is no doubt but the sale of breakfast foods, of cereals of all kinds, has developed at a great rate during the last few years,"

said J. F. Morrish, Yonge street, Toronto, the other day.

"During the Summer time the cooked or prepared foods sold in packages have had a sale which would have been impossible a few years ago. At this time of the year, while the sale of these goods is still worthy of our care and respect, the general tendency seems to be in favor of the unprepared foods, such as oatmeal, a food that needs to be heated, gives that degree of warmth and comfort in the morning which is so desirable in the Fall days. This tendency is always manifest in the Fall and Winter.

"This does not mean, mind you, that the sale of the package foods, which do not require cooking, falls away entirely. Each of these foods have their adherents who stand by them through all seasons, from Summer to Winter and from Winter to Summer."

"Is there much difficulty in keeping these foods?" asked THE GROCER.

"No, if one pays attention to a few simple rules he will have no trouble. In the first place, I have found it of advantage to buy often rather than in large quantities. Freshness is the great desideratum in any food, and it must be recognized that freshness cannot be retained in a cereal beyond certain limits. These limits will be extended to the greatest length by always keeping all stocks of cereals absolutely dry, or as near so as possible."

"Then you would not carry cereal stocks in your cellar?"

"Certainly not; the dampness of my cellar will not do harm to some goods we carry, but, while it is not damper than the ordinary cellar, it would be too damp to carry cereals in. In the storehouse behind my store I keep all such goods as cereals, teas, etc. Yet, as I said before, I find it advantageous to buy as frequently as possible. It pays to be able to assure customers that one's stock is in proper shape, and it is folly to assure them so

unless it is the fact, for they can and do notice the difference when goods are not right. Then some other grocer gets a new customer."

Manitoba Grain Act.

The Senate rendered an important service to the western farmers recently in considering the bill to amend the Manitoba Grain Act, 1900.

Dr. Douglas objected to a penalty of \$60 per day being imposed on the farmers who fail to load a car within 24 hours, on the ground that the farmers should not be subjected to a penalty several times greater than a merchant under similar circumstances. On behalf of the western members he asked that the amendment be stricken out, and the farmer be left subject to charges for demurrage under the general railway act. The motion was adopted.

Western Wheat Movements.

A despatch from Winnipeg announces that there were 186,880 bushels of wheat received for shipment at country points on Friday last by the C. P. R., and 163,000 bush. loaded for shipment. The total amount of wheat received to that date by the C. P. R. is 3,479,912 bush. The C. N. R. receipts average about 50,000 bush. daily, and shipments to date total 1,700,000. On Friday 276 cars from the Northwest were inspected, of which 92 cars graded No. 1 northern and 100 No. 2 northern. The weather is again most favorable for threshing and shipment.

Yields in U. S. Northwest.

The Van Dusen-Harrington Co., of Minneapolis, has been making a very exhaustive inquiry into the yield of wheat in the Northwest, and embodies the result in a report. The company bases its figures upon actual thresher returns, depending not only upon its own exceptional facilities for securing information, but obtaining reports as far as practical from the several large elevator companies with headquarters in Minneapolis. Through these various sources the companies obtained more than 1,000 reports of yields, as shown by thresher returns, and upon

these it estimates the average yield of grain for 1903 in Minnesota and the two Dakotas as follows:

	Wheat.	Oats.	Barley.	Flax.
Minnesota.....	13.1	35.1	29.5	10.7
North Dakota.....	13.2	31.2	27.6	7.7
South Dakota.....	14.4	41.9	30.7	11.0

The Government report showed the 1902 yields to be:

	Wheat.	Oats.	Barley.	Flax.
Minnesota.....	13.8	30.7	28.5	10.4
North Dakota.....	15.3	41.9	31.6	7.2
South Dakota.....	12.2	38.4	29.2	7.5

When these yields are compared with those of Manitoba and our Northwest the American invasion needs no further explanation.

Opening for Cornmeal.

An opening in Britain is reported for Canadian cornmeal. Mr. P. B. Ball, the Canadian commercial agent at Birmingham, says that particular enquiry is being made in the Midlands for white cornmeal flour. A large order can be obtained, but quotations are required immediately.

Coarse and Fine Flour.

SPEAKING of the constant inclination among British millers at least, to dress flour through finer and finer silk, Mark Laner, writing to The Miller, of London, gives it as his opinion that it is not the actual fineness of the dressing, so much as the greater evenness of the granules, that makes the finer flour superior. He then goes on to say:

"We can all understand that in dressing through a No. 8 silk we get a quantity of flour that would go through finer silk, all numbers up to 16, say. Taking well-purified middlings, and dressing the rolled product through silks of various meshes, I find that the coarse flour will make a better loaf than the fine, if there is no fine flour mixed with the coarse.

"For instance, take a three-sheet reel clothed at the head with No. 12 silk, middle sheet No. 9, tail sheet No. 8; the out-siftings from the No. 8 silk would make a whiter and stronger loaf than those from the 12 silk. Take a sieve purifier and get a sample of middlings from one section only. These middlings will make a splendid loaf even through a No. 1 or No. 2 silk, but mix several sizes of middlings and the result is not quite so good, and, of course, if there is flour

The Answer to the Puzzle -- STOCK TILLSON'S.

When fads wear out a good many cereals will never more be heard of. No one, not even our competitors, would guess so wildly as to include TILLSON'S in the list of the departed. Such is the belief in our goods. Build your trade on TILLSON'S Meals. No reproaches, no mistaken judgment. Slow growths last long. The TILLSON name was not won with money.

THE TILLSON COMPANY, Limited,
Tillsonburg, Ontario.

TELEPHONE { MAIN 1257
4675

Wm. McCann Milling Co.

**MILLERS
AND GRAIN DEALERS**

192 King St. East, - Toronto.

mixed in as well, the loaf will be below grade.

"I have seen quantities of middlings caught off from the purifiers and sold to bakers as a special "flour," and the resulting bread was, I think, the best I ever saw. If we could only induce bakers in England to try middlings for their best bread, I think it would pay both miller and baker. How it would simplify milling if we could sell 'patent middlings' without having to reduce them to patent flour? I have seen this done on a large scale. In fact, in a 20-sack plant the firm were unable to supply the demand for these middlings for bread making, even though they caught off so many that the flour made from the remaining machines was not up to bakers' grade, even with first-class mixtures of wheat.

"As milling is done now, we are almost obliged to grind a straight-run flour right

John MacKay

Limited

Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), **SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP** of all kinds BY CAR LOAD.

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

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

FLOUR

FEED

CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

down to the bran flour in order to get an even-sized product, but it seems a pity to grind the best middlings down when they will make a better loaf simply graded and left of the size made by the break rolls."

British Imports of Flour.

A correspondent of The Liverpool Daily Post is authority for the statement that during the past cereal year, ending July 31, the United Kingdom imported from the United States and Canada no less than 7,099,000 sacks of 280 lbs. of flour, an increase of 620,000 sacks over the previous season, besides probably another 1,000,000 sacks from Hungary, South America, France, etc.

From the United States and Canada Liverpool received 1,133,000 sacks, London 2,669,000 sacks, Glasgow 1,440,000 sacks, Ireland 882,000 sacks, Bristol 439,000 sacks, Leith 436,000 sacks and sundries 100,000 sacks—total 7,099,000 sacks. And it is well known to persons in the trade that the failure of crops in Australia and South Africa last year diverted to those countries another 800,000 sacks of flour, 500,000 of which would, under normal conditions, have headed for the United Kingdom.

Sir William's Fine Crop.

A field of wheat at the farm owned by Sir William Van Horne, East Selkirk, has been the cause of a great deal of admiration, says The Selkirk Exporter. It was the first at the station, and in view of hundreds of people daily. Those who saw the field after it was cut were not backward in saying that the shocks were the largest of any they had ever seen, and that was saying a great deal in this prolific country. A few days ago this field was threshed out, and the yield from the machine was 48 bushels to the acre. There was easily two more bushels to the acre on the ground, as a heavy storm about a week before the field was cut caused much of the crop to lodge.

Reduction in Grain Rates.

A MILLION a year saved to farmers of the West in freight rates is the estimate Premier Roblin has placed on the cut the C. P. R. made last week in deference to the persistent agitation in the West. A drop in the rates on wheat of 3c. per cental, from 14 to 11c., will be a great boon to the Manitoba farmers, while the farmers of the Territories will benefit to the extent of 2c. per cental.

To secure this reduction Premier Roblin has consented to the Canadian Northern raising their rates from 10 to 11c.

These figures are for delivery at Fort William, and as prices in the West are determined by the prices at Fort William and Duluth, every reduction in the rates west of the head of navigation means so much more in the pockets of the grower.

When the Northern Pacific charter was granted, about 1888, the rate from points now fixed at 11c. was 24c. per 100 lbs. Upon the entrance of the Northern Pacific the rate went down to 21c. Two or three years later there was another drop to 17c., where it remained until the building of the Crow's Nest Pass Railway, when Mr. Sifton bargained for a reduction to 14c. in two years. Last year the Canadian Northern came down to 12c., but the Canadian Pacific did not follow, and now the C. P. R. rate takes another drop of 2c. from that fixed at the time of the Crow's Nest Pass bargain. That is, in 15 years the rates have been more than cut in two.

Macaroni by Machinery.

IT appears from a recently-issued Foreign Office report by Mr. Consul General Neville-Rolfe, on the trade of South Italy for 1902, says The Grocery Journal, that macaroni of all kinds is now made almost exclusively by machinery. It was thought some years ago that the old method could never be superseded, but improvements have been made in the machines, and whether it be that the public has become accustomed to the machine-made goods, or whether there is really no perceptible difference between them and the hand-made, the fact remains that the consumption increases annually. The motive power is usually water drawn from the mountain torrents and carried from the dam in a water furrow. A British firm here has been very successful in the production of improved machinery, which has enabled the factories to increase their output enormously and to reduce their labor account. It is largely this which has led to strikes in the trade during the past three years, skilled hands being in much less demand than under the old system, while there is hardly any difference, from the workman's point of view, in the employment of unskilled labor in the work of packing and drying, all the commoner sorts being dried on canes in the sun, or in the case of the small macaroni, such as is used for soups and kindred purposes, the paste is dried on the flat roofs of the factories. Torredell' Annunziata is a town of 22,000 inhabitants, about 15 miles to the east of Naples. The inhabitants are chiefly employed in the manufacture of macaroni, and there is a considerable and growing trade in its commodious harbor. Large

quantities of grain are imported and exported again in the shape of macaroni. It is also a central depot of the coal trade, and of late years some large iron works have been established there. A good many British ships use the port in preference to Castellamare, which is about five miles further on, and is rather a military than a commercial port. The grain trade is largely carried in Greek bottoms, because there are no restrictions as to loading and water-line, and corn is carried by them in bulk without formalities. The wages also paid by the Greek companies are much lower than those of British companies, so that they are able to wrest a great deal of the Mediterranean trade out of our hands.

Price of Bread Reduced.

The Master Bakers' Association of Hamilton, feeling very keenly the competition from Toronto bakers and from others at outside points, reduced the price of bread on Monday last, the 12th instant, to 5 cents, and also decided to make the loaf the same size as that brought in from outside points. The following are the members of the association: M. Smith, J. Rodgers, W. Reeves, jun., Harris Bros., Linkert Bros., R. B. Hill, T. Costello, R. Smith, W. Lees & Son, W. Dermody, A. P. VanFleet, E. W. Bateman, William Thresher, A. M. Ewing, William Hazell, W. Jarvis, E. Springstead, J. R. Beckett and Burke Bros.

A miller there was who said "Why
"Can't I make buckwheat flour out of rye?
"I'm sure I could do it
"If I gave my mind to it;
"You never can tell till you try."

Cereal Notes.

E. D. Tillson, of The Tillson Milling Co., Tillsonburg, called on the GROCER on Saturday last.

Mr. Craig, of The Renfrew Milling Co., Renfrew, has been quite indisposed and confined to his house for the past few weeks.

Some time ago there was trouble between the master bakers and journeymen of Sacramento, Cal., during the progress of which many of the housewives of Sacramento took lessons in the art and science of breadmaking, so as to be independent in case of a strike. Most of them liked the results of their own handiwork so well that they no longer buy the output of the bakers, but make their own bread, and bakers' profits show quite a shrinkage in consequence thereof.

CUP QUALITY COUNTS—Therefore handle



Established 1845

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

High-Grade **COFFEES**

S. H. & A. S. EWING

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



THE GAME OF CURLING CALLS FOR GOOD BROOMS.

In the Curling season it pays the dealer to look after the local rinks, with whom he may do a good trade in brooms.

BOECKH'S Bamboo-Handled
Curling Broom

is the Broom of all Brooms for the "Roarin' Game"—carries the weight where needed, at the broom end, and is light, clean and durable.

UNITED FACTORIES, Limited,

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

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

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St

ENGLISH MANUFACTURING CONFECTIONERS TRY CANADIAN FLOUR.

AMONG the visitors welcomed at the Toronto office of THE GROCER last week were Messrs. George H. Davis and John Carr, directors of the large manufacturing confectionery house of Peek, Frean & Co., Limited, London, Eng. These gentlemen arrived in New York on the 3rd inst., and were on a flying visit to Canada and the United States for the purpose of looking into American business methods and organization, and more particularly of getting in touch with sources of supply for their raw material.

The firm is an extensive one, employing upward of 2,000 hands, and has specialized particularly on fancy biscuits, in which they do a large export trade, large quantities going to Australasia, where New Zealand proves the heaviest consumer. They also export considerable to Canada, their Canadian agents being Chas. Gyde & Co., of Montreal.

About a year ago the firm was made into a limited concern, and as an instance of that "go" which we are apt to regard as particularly American, it might be noted that they put a new sweet cake, Pat-a-cake, on the market recently, and since last Winter have been turning out 1,000 a minute day and night, and pride themselves on having been able to deliver every order the day on which it was received. City orders by 6 o'clock evening post are delivered first thing the succeeding morning.

Flour, butter and eggs were the supplies in which these gentlemen were particularly interested, and Friday afternoon was spent in visiting the trade in these lines. As a result a carload trial order in each of two grades of flour was placed with The Tillson Milling Co.; that, is two cars in all.

Messrs. Davis and Carr were particularly well pleased with the Ontario flour, which much surpasses in color and appearance the St. Louis make they have been using. As Winter wheat flour is required for confectionery, our Ontario product will find a good outlet should it prove as satisfactory on the final test.

In butter and eggs the inspection was not so satisfactory. The Canadian creamery butter, of course, was unexceptionable, but barred by the price. On the other hand our dairy product is of too ununiform a quality for their purposes. Doubtless good to begin with, it is badly marketed, and no two lots are alike. Mr. Davis suggested that this might be remedied by some such organization as is in vogue in Ireland, where the butter from the dairy is

brought to the factory, where it is graded first, second and third, and promptly placed in cold storage, to be forwarded in first-class shape to the market.

Asked as to Russian butter, Mr. Davis said that it was found unreliable. Indeed, Siberian butter, while not adulterated, was the same chemically as margarine. On the other hand, however, the Russian Government were accomplishing marvels in the way of instructing their people in making better butter and in perfecting their cold storage and transportation facilities. The quality of Russian butter had indeed improved wonderfully in the last few years.

The Canadian eggs examined, both fresh and pickled, were found to be of good quality, but the whites were weak. The eggs used by Peek, Frean & Co. are mostly English, Italian and Danish, the latter of which are much larger and stronger than ours.

Mr. Davis and Mr. Carr, both young men, have a thorough technical knowledge of their business, the former being responsible for the buying of raw materials and the latter for the internal arrangements of the plant. The Board of Directors is a working board, every man on which puts in his 10 hours a day at the factory. Mr. Carr, whose father, Mr. Arthur Carr, is managing director of Peek, Frean & Co., and himself a director, prides himself on being able to go down to any part of the factory, roll up his sleeves and put through the work, or remedy anything that might have gone wrong. The common idea that the Briton of means stands aloof from his business is another of those myths which should be laid away.

The grand uncle of Mr. Carr, by the way, was the inventor of the first biscuit making machine, a machine which is still in use in the factory of Carr & Co., Carlyle. Mr. Carr thus comes of a family which has long been connected with the industry.

Messrs. Davis and Carr left Saturday night for Montreal, and will visit Boston, Chicago, St. Louis and Kansas City before returning to England.

INCREASE OF CAPITAL STOCK.

Letters patent have been issued by the Lieutenant-Governor-in-Council confirming a by-law of The Zion's Cheese Manufacturing Co., of Thurlow, Limited, providing for the increase of the capital stock of the company from the sum of \$2,800 to the sum of \$4,800 by the issue of 500 shares of new stock of \$4 each.

To Butchers and Hide Buyers!

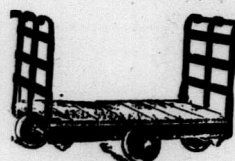
We wish to purchase your Hides, Calfskins, Sheep Felts, Tallow and Bones. We advance money if desired. We pay spot cash. We pay the freights. We pay full market values. We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

CHEAPER AMMONIA

During the summer months our Household Ammonia will be 50c. per gross less in price. Did you ever try "Harvey's Perfumed Toilet Ammonia" for the bath. If you do, you will recommend it to your customers.

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

TRUCKS
for Warehouse
and Factory.



Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Temple Building,
Ontario Street, MONTREAL.

40 HIGHEST AWARDS
In Europe and America
Walter Baker & Co. Ltd.



The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

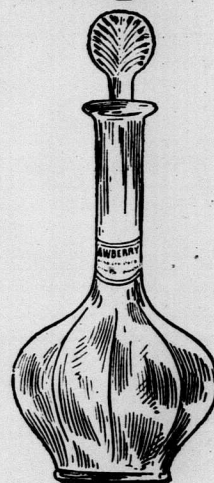
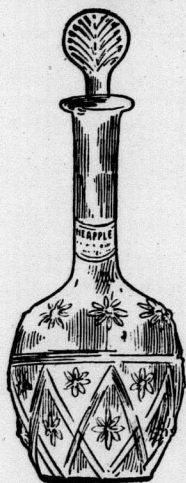
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use. Their **German Sweet Chocolate** is good to eat and good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

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.

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

FOR XMAS 1903.

FOR NEW YEAR 1904.



BEAUTIFUL GOODS

This is the time to order a choice line for the HOLIDAYS.

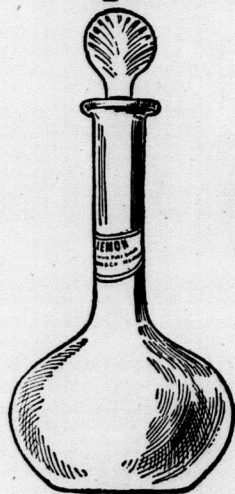
PURE FRUIT SYRUPS

In Handsome Fancy French Decanters.

- 1 Dozen in a Case.
- 4 Different Patterns.
- 4 Flavors---Raspberry, Strawberry, Pineapple, Lemon.

TO SHOW THEM IS TO SELL THEM

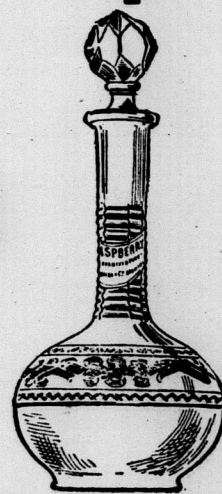
Just the line you want for your Christmas and New Year display.
Order **AT ONCE**, for the demand is large and the supply limited.



HENRI JONAS & CO.

389-391 St. Paul Street,

MONTREAL, P.Q.



Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Cigar Leaf Grown in the United States.

THE cigar type grown in the United States is almost entirely consumed there, and in addition large quantities of Cuban and Sumatra tobacco are imported, says The American Cultivator. Domestic cigars are made up of wrappers, binders and fillers, which come from different districts. The Connecticut Valley produces two types of wrapper leaf, the broad leaf and the Havana seed leaf.

The broad leaf variety has a broad, silky leaf, very elastic, two-thirds of its length from the tip possessing rich grain and color. Small veins are also characteristic of the leaf. There is only one small area in the Connecticut Valley adapted to the production of this type.

The leaf of the Havana seed is smaller than the broad leaf, much narrower, and is exceedingly thin and silky, but possesses less elasticity and covering quality. It does not have the rich grain of the broad leaf, and the middle and lower parts are glossy and have large veins, rendering this portion of the leaf undesirable for wrapper purposes. The heavier leaves and those slightly damaged or of uneven color are used as binders. Badly torn leaves and trash are not suitable even for fillers, but are sold at a low price for export.

Both varieties are air-cured, packed in cases containing about 300 pounds, and left to ferment during the Winter, Spring and Summer months. This tobacco is sampled and sold at private sale, the packing being usually done by those who buy the tobacco from the farmer. Both the broad leaf and the Havana are graded into light, medium and dark wrappers, and light and dark seconds, all grades being arranged into four lengths. The Connecticut wrappers compete with the imported Sumatra, being nearer to it than any of the domestic tobaccos, except that grown in Florida from Sumatra seed.

The tobacco produced in Pennsylvania is characterized by a long, broad leaf. It is air-cured and packed in the same way as the Connecticut Valley tobacco. The Pennsylvania type has a dark, heavy-bodied leaf, unsuited for wrappers, but used mainly for fillers or binders. Some good wrapper leaf is grown on the light alluvial soils near the rivers. As a filler leaf this tobacco competes with the Zimmer Spanish, Little Dutch and Florida-grown Cuban, and is used mostly in the production of stogies, cheroots and

other low-grade cigars. This tobacco is assorted by the packers into the following grades: Eighteen-inch, twenty-inch, twenty-two-inch and twenty-four-inch light and dark wrappers and binders; the shorter sizes are graded as fillers and are called Pennsylvania B's.

The New York tobacco comes between the Pennsylvania and Connecticut leaf, containing a very small proportion of wrappers. It is graded and packed in a manner similar to that employed in Connecticut.

Wisconsin produces principally a binder leaf, which is frequently used with the Connecticut wrapper and the Ohio or Pennsylvania filler. It is graded and packed like the Connecticut tobacco.

Cuba's Export of Leaf and Cigars.

THE Bureau of Statistics of the Department of Commerce and Labor at Washington is in receipt of the Cuban statistics on the exports of tobacco during the months of January, February and March, 1903. The total exports of unmanufactured tobacco for the quarter are given as 11,156,665 pounds, valued at \$3,586,555. Of this the United States took by far the largest quantity, the exports to that country amounting to 6,416,726 pounds, valued at \$2,749,861, being considerable over half the total ex-

ports of Cuban leaf. The next largest customer for Cuban leaf during the quarter was Spain, which took 3,064,181 pounds, valued at \$462,040. Germany was third with 1,312,123 pounds, valued at \$233,271. Of the three months the heaviest exports of leaf took place in February, when they reached within four hundred of four million pounds. Of the cigars exported, by far the largest quantity went to England, which took, during the quarter, 25,263,811 cigars, valued at \$1,130,655. The January exports to England were 9,700,345 cigars; February, 8,131,430 cigars, and March, 7,432,036;

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

Write This On a Post Card.

"Send me one thousand of your Cigars (200 ten-centers and 800 five-centers) the latter varying in price from \$25 to \$35."

Write also on the postal the colors you want—light, dark or medium. I will send the Cigars right along on trial and even after you pay for them (if you decide to keep them) you may send them back at any time within six months and get your money. *I take all the risk!*

J. BRUCE PAYNE, LIMITED,
Granby, Que.

"Peradventure":

This word has no place in the question of whether

HAROLD H.
KIM
AND
LA FAMA } CIGARS

Will please you and your trade in every respect.

BRENER BROS.

Cigar Mfrs.,

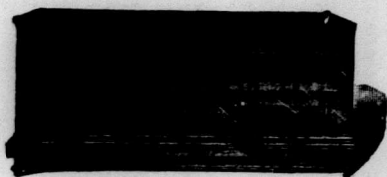
LONDON, CAN.

T. & B., 10=Cents

In sorting Tobacco Stock it is **SO** easy to grade carelessly. It is the rigidly careful grading that makes **T. & B.** a better Tobacco than any other on the market. **T. & B.** quality was established years ago, and has never varied.

Grocers : You can attract men to your store by having **T. & B.**, 10c. size.

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



OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for \$5.50, or a 4-ft. one, same style, height and width for \$7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at \$7.50 and \$10.00 each.

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

When you are talking up cut tobaccos, mention

QUEEN'S NAVY

You will do both your customer and yourself a good turn.

ERIE TOBACCO CO., Limited WINDSOR, ONTARIO

HORROCKS'

RONTO 5c. Cigar

NOT MADE BY A TRUST.

T. J. Horrocks, TORONTO

The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings you a fair profit. It brings your customers delicious satisfaction.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited, MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

- British Navy
- King's Navy
- Beaver
- Apricot

CHEWING

SMOKING

- Tonka
- Solid Comfort
- Pinchin's Hand Made

—We know more about tobacco making than most others. And we know how to make our brands good. Their goodness sells them.

The McAlpin Consumers Tobacco Co., Limited, TORONTO.

so that the English trade decreased from month to month.

The United States was the next largest importer of Cuban cigars, during this period, taking 12,970,464 cigars, valued at \$885,263. The exports to the United States by months are: January, 3,747,245; February, 4,973,558; March, 4,249,661. The total exports of cigars for the quarter are as follows: January, 18,498,916; February, 17,816,858; March, 17,791,867; total, 54,107,641 cigars, valued at \$3,337,626.

For the same period a total of 3,781,373 boxes of cigarettes, valued at \$109,288, were exported. Of this Colombia took the largest quantity, 702,685 in January, 624,908 in February, 387,107 in March; a total of 1,614,700 boxes, valued at \$46,398.

Other manufactured tobacco was exported during the quarter to a total of 32,862 pounds, valued at \$13,062.

Life Saved by a Cigar.

It may not be a sufficient excuse for cultivating a fondness for tobacco in general and expensive cigars in particular—if excuse be needed—but it's strangely true that cigars, generally good cigars, have at times saved valuable human lives.

M. Guizot, the great French historian, for instance, it is related by an exchange, owed his life to a cigar. One day he was walking in one of the gardens of Paris when he noticed that he was being followed by a shabbily-dressed man, who evidently had some purpose in view which included the historian.

M. Guizot finally sat down on a bench and his unwelcome follower seated himself there also, all the time watching him with a threatening air which might have proved disconcerting to a man troubled with "nerves." The historian was not troubled. He pulled a cigar out of his pocket and lighted it.

At that action the strange man arose and muttered that he had been mistaken, as the scoundrel he meant to kill did not smoke. The historian was considerably puzzled by this occurrence until he learned several days afterward that a man answering the description of the fellow who had followed him had been arrested for a murderous assault on a public official, against whom he had a grudge. He had mistaken M. Guizot for the official and no doubt would have made the assault on him had he not pulled out the cigar.

Who Has This Pipe?

Thirty-six years ago, Haskon M. Olson, a Scandinavian, now a prominent citizen of Portland, Oregon, was a poor immigrant travelling westward. At Mil-

waukee he was obliged to part with his pipe to raise money wherewith to buy food. To-day, a rich man, he yearns to regain it, and has published the following letter in The Milwaukee Sentinel:

"On July 1, 1867, I landed at Milwaukee with a large family, on my way from Christiania, Norway, to Northfield, Minn. I had only enough money to pay the freight on my effects, and could speak no English. I needed food for my five children. I owned a meerschaum pipe which was presented to me by my home Government for twenty-two years' faithful service as a printer. Engraved upon the bowl of the pipe was an inscription in the Norwegian language setting forth the fact.

"I offered the pipe for sale to buy bread. While waiting in the immigration rooms of the depot, a man whom I understood to be head of the railroad came to me and bought the pipe for \$24. I write to say I would gladly give \$50 now for its return. I am eighty-two years of age, a man of means, a pioneer of pioneers in the printing business, and I esteem the pipe."

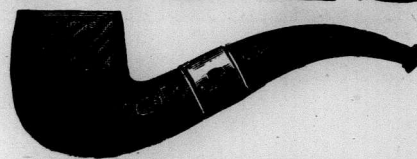
Who has that pipe? Let him come forward and hand over the time-honored article to its ancient owner? He will thereby win the gratitude of the old Norseman and the goodwill of every lover of Mr. Lady Nicotine in the land.

New Theory in Regard to Tobacco.

CENTENARIAN'S consoler though it be, tobacco is still, by some people, deemed a "poison." But it is going to be robbed of that terror. The British Medical Journal states that, according to recent investigations brought to the notice of the Vienna Academy of Sciences, the aroma of tobacco and the effects of tobacco on the smoker are not, as is commonly supposed, due to nicotine, but to a quite different chemical body, an alkaloid. Dr. Frenkel, the author of the paper submitted to the academy, states that he observed that the physiological action of tobacco does not correspond to the amount of nicotine which it contains, and he mentions that certain kinds of Havana tobacco, which are poor in nicotine, exercise a greater effect on the human system than other kinds which are rich in nicotine. These facts induced Dr. Frenkel to examine tobacco to see if he could find the chemical body which really is the cause of disturbing or soothing effects. From different kinds of tobacco he separated a yellow-looking salt. The further examination of this salt convinced Dr. Frenkel that the aroma and the effects of tobacco arise to a very large extent from the alkaloid, which is characterized by highly volatile properties. If the conclusions which Dr. Frenkel arrived



PIPES



THE W. H. STEELE CO., Limited
40 SCOTT ST., TORONTO.

McDougall's Scotch Clay
PIPES

are the standard of the world.

D. McDougall & Co., Glasgow, Scotland.

at are correct, smoking may be freed of some of its evil effects, for it may be possible, in contradistinction to the case of nicotine, to remove from tobacco the property which acts deleteriously on the devotee of the "weed."

Tobacco Notes.

W. H. Steele, who is at present in the West, is very enthusiastic over the business prospects in the Prairie Province.

Jack Hamilton, the western representative of The Harris, Harkness Co., Montreal, spent Sunday last in Toronto.

A large shipment of Havana tobacco reached the Ronto cigar factory on Saturday last, and the fact that Horrocks & Co. have doubled their manufacturing staff during the past week attests to the popularity of this cigar.

BILL NYE AS AN ADSMITH.

According to a story that is going the rounds of the newspapers the late Bill Nye wrote this advertisement:

"Owing to my ill-health, I will sell at my residence in township nineteen, range eighteen, according to governmental survey, one plush raspberry cow, aged 8 years. She is a good milker, and is not afraid of cars or anything else. She is of undaunted courage and gives milk frequently. To a man who does not fear death in any form she would be a great boon. She is very much attached to her present home by means of a stay chain, but she will be sold to any one who will agree to treat her right. She is one-fourth shorthorn and three-fourths hyena. I will also throw in a double-barrel shot gun, which goes with her. In May she usually goes away for a week or two and returns with a tall red calf with wabby legs. Her name is Rose. I would rather sell her to a non-resident."

Department of Advertising Suggestion and Criticism.

Edited by
W. ARTHUR
LYDIATT,
Toronto.

The Progressive Business Man Leads—Not Follows—His Customers.

SOME manufacturers and selling agents view advertising as a tribute required by the papers. Even among the retailers there are many who consider it a necessary evil, and not a few who look upon it as a gamble, pure and simple; while the number of those who rightly esteem it as a genuine business-like force, is comparatively small.

The manufacturer or selling agent who regards his entire advertising expenditure as a tribute to the papers need not change his views all at once. But in the name of common sense let him do this: If he pays out certain sums of money for space, whether the money or the space be large or small, let him use that space for the greatest possible good. When it is used otherwise than in a progressive, business-like way, it not only fails to do him the good that he pays for, but it actually brings to his business a certain measure of discredit. He therefore buys a handicap.

If he sends out a salesman to interview half a dozen possible customers a day, he wants him clean, neat, becomingly dressed, easy of manner and convincing of speech. He will be willing to pay a vast difference in price as between one candidate for salesmanship and another. He will even buy engraved stationery as better than lithographed—and then, behold, he will put a grotesque cut, a weak, poorly worded argument—an absurd, unbusiness-like statement, in the papers, that reach, not merely half a dozen, but several hundreds, or, perhaps, thousands, of possible customers.

That sort of man does vastly worse than simply to neglect his advertising. His loss is far greater than a man who pays a fixed charge per month for electric current and still gropes around in the dark for his customers, never using the power he pays for. This false advertiser actually pays for power to increase the business darkness all about him. His advertising fails to command the public interest that must precede public approval—if, indeed, this one weak spot does not compel unfair prejudice that his total business organization does not deserve. An advertisement that is poorly designed, badly written and cheaply illustrated, is

one of the most expensive luxuries in which a business man can indulge.

The man who views advertising as a gamble need not be seriously considered. While advertising has not become an exact science, it is recognized as a business force. Applied rightly to a sound business proposition, it cannot fail. Regarded as a gamble, it is pretty certain to turn out only that. Even the best salesman seldom takes orders on the first call. Never expect an advertisement to do more than a trained human being.

The one great thought to get firmly in your mind is that largely by your advertising is judged your business character, your fairness, your manners, yourself. No matter how small a town you live in, your local paper reaches people who have no acquaintance with you, no prejudice for or against you. They read your advertisement with wide-open minds. If what they read commands their interest, their respect, their confidence, their custom, then it is well done. If it creates no interest, it is indifferently done. If it arouses doubt as to its honesty, if it fails to carry with it the certainty of your sincerity, then it is most surely an injury instead of a help. A single advertising attack seldom brings results. The buying public is only human, and often forgets. Experience has shown that it is much better to interest and convince a few people a great many times than a great many people a few times.

Next to being truthful, advertising should be interesting and suggestive.

After all, the word "advertising" originally meant and still means information. When Shakespeare wrote "We are advertised by our loving friends," it was a simple announcement meaning "We are informed by our loving friends." In the popular mind advertising has grown to mean "exploitation," "boom talk," etc. They who follow advertising most closely realize that information is and always must be its groundwork, and if by suggestion, by argument, by illustration, one can make this information attractive, persuasive, then one has succeeded precisely as does the lawyer who successfully handles his case.

The first problem of the advertiser is to establish the importance of his advertising and its relations to the other de-

partments of his business. This is true of every advertiser, whether he be a merchant dealing directly with the public or through the retailer. Of course the advertiser to whom this is of the greatest importance is the retailer who sells directly to his trade through the medium of the newspaper. The newspaper becomes his rostrum. It is the place upon the housetops from which his business purposes are proclaimed, through which his store policies are made familiar, as well as his source of publicity for the various lines of merchandise he handles.

The relative importance of advertising in business policy cannot be overestimated. If an advertiser believes it to be of little or no account, it surely will be so. If, on the other hand, he lifts it above the other branches of his business, it is pretty certain to stimulate the development of these other branches, so that eventually they become worthy of the advertising.

When you read a news item in The Evening Star, you put your own interpretation upon it. When you read it in The Evening Globe or Evening Nation you do likewise, and this interpretation is very apt to be different in each case. It has come to be equally true of advertising. When you read the announcement of one house, you are very apt to make allowance for exaggeration. When you read the advertisement of another house, you are inclined to believe that the facts are exactly as printed, but, in any case, that they are not overstated. Thus it is manifest that an advertiser creates his own reputation in the minds of his readers. The measure of belief in his statements depends entirely upon himself.

Remember always that you must not only interest but convince a prospective purchaser that your goods are what you claim for them—and retain a little margin, which when declared, will demonstrate that you have understated rather than overstated the quality of your product.

The experience of most successful advertisers has been that there are certain months in the year during which it is especially advisable to reach out for possible buyers by advertising.

These months are July, December, February, June, November, March, August, January, September, May, October and April.

Give real information about the article, point out its advantages over others, mention its beauties, and suggest new uses for it.

Above all, constantly keep in mind that your one fixed purpose is to fill the reader with the desire to buy—and this cannot be done by filling the advertisement with your desire to sell.

How is Your Coffee Trade ?

Good, Eh!!—

CLUB COFFEE

Then you must sell our famous

—Put up in 1-lb. and 2-lb. Tins.—

A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

Toronto Branch, 29 CHURCH ST.

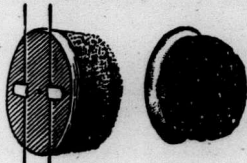
96 KING ST., MONTREAL,

TELEPHONE MAIN 686

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

A SELLING ARTICLE.



We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. The low price at which we have been able to sell it, notwithstanding

the advance. 2. The quality, which has always been the same.

Samples and full particulars free

NICHOLSON & BROCK, TORONTO

"ACME" TABLE SALT

Ask your wholesale grocer for it.
Put up in 24 3-lb. cartons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

Modern Merchandising

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



IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

COWAN'S

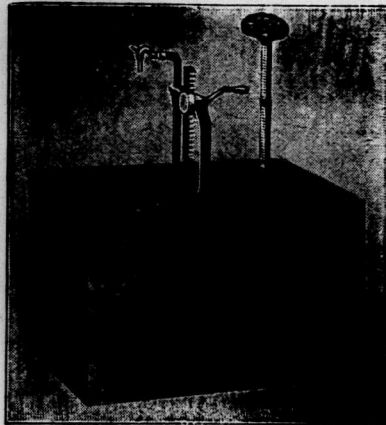
Perfection Cocoa (Maple Leaf Label).
Royal Navy Chocolate, Queen's
Dessert Chocolate, Chocolate
Cream Bars, Cowan's Cake
Icings, Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate,
Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - - **TORONTO**

Our Latest and Best



FIRST FLOOR OUTFIT

CLEAN	NO
ECONOMICAL	USE
DURABLE	FOR
ATTRACTIVE	MEASURES
SAFE	OR
SATISFACTORY	FUNNELS

BOWSER

THREE MEASURE
SELF MEASURING
AND COMPUTING

OIL TANKS

ARE BUILT TO LAST

THEY SAVE

OIL
TIME
LABOR
AND
MONEY

THEY HAVE

All Metal Pumps	Dial Discharge Registers
Anti Drip Nozzles	Money Computers
Float Indicators	Double Plungers
Double Brass Valves	Galvanized Steel Tanks
Handsomely Finished Cabinets	

WE BUILD FIFTY STYLES

Write for Catalogue "B."

THEY PUMP

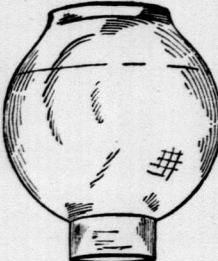
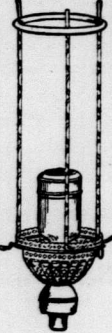
GALLONS
HALF
GALLONS
OR
QUARTS

S. F. BOWSER & CO., FACTORY
FORT WAYNE, IND.

65 FRONT STREET EAST, TORONTO.

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

Our Chief Business

is making mantles that last the longest and give the most light. **A** is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

Write for our quotations on:

HIGH GALLERIES	} Best Quality
LOW GALLERIES	
HIGH GALLERIES	} 2nd Quality
LOW GALLERIES	
STRAIGHT CHIMNEYS	
BARREL	
MICA	
MICA CANOPIES	
OPAL SHADES	PEAR GLOBES
APPLE GLOBES	SUNDRIES

AUER LIGHT CO., - MONTREAL.

Don't Be Misled

by the statement that such-and-such a soda is "As good as 'BM.'"

THERE IS ONLY ONE
Brunner, Mond & Co.
and their name stands for HIGHEST QUALITY

in
Baking Soda
and
Washing Soda

Winn & Holland
MONTREAL Sole Agents for Canada

Current Market Quotations for Proprietary Articles

October 15, 1903.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

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

W. H. GILLARD & CO.

Diamond	Per doz.
1-lb. tins, 2 doz. in case	\$2 00
1-lb. tins, 3 "	1 25
1-lb. tins, 4 "	0 75

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	\$0 40
4 "	4-oz.	0 90
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2-lb.	4 10
1 "	5 "	7 50
2 "	6-oz.	Per case
1 "	12 "	\$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

Ocean Baking Powder, 1 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.

Royal	Sizes.	Per Doz.
"	1 lb.	\$ 1 00
"	6 oz.	2 25
"	1 lb.	2 90
"	12 oz.	4 50
"	1 lb.	5 75
"	3 lb.	15 50
"	5 lb.	25 50

Cleveland's

"	Sizes.	Per Doz.
"	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

Blacking.

HENRI JONAS & CO.

Jonas	Per gross	\$9 00
Frontons	"	7 50
Military dressing	"	24 00

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 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

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz.; or 1/4 gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12	1 50
1 doz. chip boxes	
Nixey's as supplied the King, per 9-	1 50
lb. box of 12 doz. blocks	
Nixey's Silver Moonlight Stone Polish,	
in blocks 13-3 and 6 oz. size.	
Full price list on application.	

Ror x

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	\$4 35
" " " " B, 4 "	3 95
Boeckh's Bamboo Handles C, 3 strings	3 70
" " " " D, 3 "	3 50
" " " " E, 3 "	3 20
" " " " F, 3 "	2 95
" " " " I, 3 "	2 60

CANADIAN BROOM CO.

Warehouse, 4 strands	Doz. Net.
Special, 4 "	\$3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	\$15 50
1st choice Dutheil	18 50
" Lenoir	19 50
extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	\$9 00
" No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
1/2 Rolland	9 50
1/2 Delory	10 00
1/2 Club Alps	10 50
" "	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" 7-lb. cotton bags, per bag.	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case.	3 00
Tillson's Oats, 2-lb. pkgs., per case.	3 00

Chocolates and Cocos.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
" 5-lb. tins, for soda water	
fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins,	
per doz.	1 80

Chocolate—

Queen's Dessert, 1/2's and 1/4's	per lb.
" " " " 6's	\$0 40
" " " " 6's	0 42
Mexican Vanilla, 1/2's and 1/4's	0 35
Royal Navy Rock, " " "	0 30
Diamond, " " "	0 25
" " " " 8's	0 28

FRY'S.

Chocolate—	per lb.
Caracas, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's, " "	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

Cocoa—

Concentrated, 1/2's, 1 doz. in box	2 40
" " " " 1-lb. "	4 50
" " " " 1-lb. "	8 25
Homeopathic, 1/2's, 14-lb. boxes	
" " " " 1/2's, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37 1/2

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

WALTER BAKER & CO., LIMITED.

Mott's Broma	Per o
" " "	\$0 30
Mott's Prepared Cocoa, 1/2's and 1/4's boxes	0 28
Mott's Breakfast Cocoa, 1/2's in boxes	0 40
Mott's No. 1 Chocolate, " "	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2's in boxes	0 27
Mott's Cocoa Nibbles	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 35

Per lb.

Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's,	
per box	3 00
Soluble chocolate (hot or cold soda)	
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box,	
per box	1 65

—don't worry about
—the high price of Molasses.

Our **CROWN** Brand
SYRUP



is infinitely better, and your trade
will be better pleased.

It is the purest Syrup in Canada.

See that the CROWN is on the package. If it's there
it is our make—and it's good.

The EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858

63 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE.

Cocoanut.		Per lb.
L. SCHEPP & CO.		
1 lb. packages, 15 and 30-lb. cases	\$0 26	
1 lb. "	0 27	
1 lb. "	0 28	
1 and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½	
1 and 1-lb. packages, assorted, 15 and 30-lb. cases	0 27½	
5c. packages, 4 doz. in case, per doz.	0 45	

Condensed Milk.		Per case
Anchor brand, cases 4 doz., per case	\$5 00	
evap. cream, cp. 4d.	4 65	



Borden's Condensed Milk Co.		Per case
Eagle brand	\$1 65	
Gold Seal brand	1 30	
Peerless brand evaporated cream	1 02	

Canadian Condensed Milk Co.		Per case
"Dominion" brand, cases 4 doz. (48 lb. net)	5 50	

Coffee.		Per lb.
"Bee" brand, 1 lb. tins, cases, 30 tins	9 00	
2 lb. tins, cases, 15 tins	8 70	
THE EBY, BLAIN CO., LIMITED.		
In bulk - Club House	0 32	
Royal Java	0 31	
Royal Java and Mocha	0 31	

Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.		Per lb.
Mocha	\$0 32	
Damascus	0 28	
Cairo	0 20	
Sirdar	0 17	
Old Dutch Rio	0 12½	

E. D. MARCEAU, Montreal.		Per lb.
"Old Crow" Java	\$0 22½	
Mocha	0 22½	
"Condor" Java	0 27½	
Mocha	0 27½	

15-year-old Mandehing Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
"2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	0 11

Cheese.		Per doz.
Imperial—Large size jars	\$8 25	
Medium size jars	4 50	
Small size jars	2 40	
Individual size jars	1 00	
Imperial holder—Large size	18 00	
Medium size	15 00	
Small size	12 00	
Roquefort—Large size	2 40	
Small size	1 40	

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un-bered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.
Allison's Coupon Pass Book.	3c.	3c.
\$1 00 to 3 00 books	3 cents each	

5 00 books	4
10 00 "	5½
15 00 "	6½
20 00 "	7½
25 00 "	8
50 00 "	12

Cane's Clothes Pins.
UNITED FACTORIES, LIMITED.
Clothes pins (full count), 5 gross in case, per case \$0 62
4 doz. packages (12 to a case) 0 75
6 doz. packages (12 to a case) 0 95

Cleaner.
BRUNSWICK'S EASYBRIGHT
CLEANER
CLEANS EVERYTHING.
Per doz. 4-oz. cans \$ 0 90
6-oz. " 1 35
10-oz. " 1 85
Quart " 3 75
Gallon " 10 00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

HENRI JONAS & CO.		Per gross.
1-oz. London extracts	\$ 6 00	
2-oz. " (no corkscrews)	5 50	
2-oz. " "	9 00	
2-oz. Spruce essence	6 00	
2-oz. " "	9 00	
2-oz. Anchor extracts	12 00	
4-oz. " "	21 00	
1-lb. " "	36 00	
1-oz. flat " "	70 00	
1-oz. flat bottle extracts	9 00	
2-oz. square bottle " "	18 00	
4-oz. " (corked)	21 00	
8-oz. " "	36 00	
8-oz. glass stop extracts	72 00	
8-oz. " "	\$3 50	
2½-oz. round quint essence extracts	7 00	
4-oz. jockey decanters	2 00	
	3 50	

Food.		Per doz.
Robinson's patent barley 1-lb. tins	\$1 25	
" " 1-lb. tins	2 25	
" " groats 1-lb. tins	1 25	
" " 1-lb. tins	2 25	

Jams and Jellies.		Per doz.
SOUTHWELL'S GOODS.		
Frank Magor & Co., Agents.		
Orange marmalade	\$1 50	

Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 55
Other jams	\$1 50
Red currant jelly	2 75

T. UPTON & CO.
Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	\$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate	0 06
7, 14 and 30-lb. wood pails	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails	0 09

BRAND & CO.
Brand's calf's foot \$3 50
Real turtle jelly 7 75

Licorice.		Per case.
NATIONAL LICORICE CO.		
5-lb. boxes, wood or paper	per lb.	\$0 40
Fancy boxes (36 or 50 sticks)	per box	1 25
" Ringed " 5-lb. boxes	per lb.	0 40
" Acme " pellets, 5-lb. cans	per can	2 00
" " (fancy boxes 40)	per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can	2 00
Licorice lozenges, 5-lb. glass jars	per jar	1 75
" " 20 5-lb. cans	per can	1 50
" Purity " licorice 10 sticks	per jar	1 45
" " 100 sticks	per jar	0 75
Dulce large cent sticks, 100 in box	per box	1 45

Lye (Concentrated).		Per case.
GILLET'S PERFUMED.		
case of 4 doz.	\$3 80	
3 cases	3 50	
5 cases	3 40	

Mince Meat.		Per case.
Wetley's condensed, per gross net	\$12 00	
per case of doz. net	3 00	

Mustard.		Per case.
COLMAN'S OR KEEN'S.		
D.S.F., 1-lb. tins	per doz.	\$1 40
" " 1-lb. tins	per doz.	3 50
" " 1-lb. tins	per doz.	5 00

