

**PAGES
MISSING**



CODOU'S

MACARONI

(Genuine French)

Made in a Model Factory, absolutely new
and up to date. Made only from the
finest Taganrok Russian Wheat—
the only wheat from which the
finest quality of Macaroni
can be made. Nothing
better can be
produced.

ARTHUR P. TIPPETT & CO., Agents,

**8 Place Royale,
Montreal.**

**20½ Front Street E.,
Toronto.**

THE CANADIAN GROCER

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. Scott, Bathgate & Co., Winnipeg, also Shallowcross, Macaulay & Co., Victoria and Vancouver, B.C.

LIPTON'S TEAS

have without doubt to day THE LARGEST SALE IN THE WORLD. They are the only teas in Canada and the United States that are sold in HERMETICALLY-SEALED, AIRTIGHT CANS. This insures the tea retaining its excellent flavor and the delicious aroma with which they have so long been associated. This is the only hygienic and healthful way of packing tea and is far superior to teas packed in lead packages.

LIPTON'S TEAS are the only teas in Canada that are shipped by the seller DIRECT FROM THE GARDENS, which means there is more profit in it for the grocer. No up to-date grocer can be without them to day.

Write to the agents in Montreal—**Laporte, Martin & Cie.**

" " in Toronto—**Canada Grocers, Limited.**

Or to **Thomas J. Lipton**, 39 Pearl Street, New York City

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC RAPID GRINDING AND PULVERIZING Mill

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

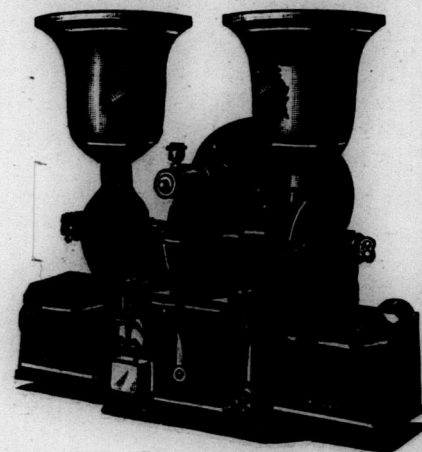
CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade,
I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA.
U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 31 inches; Width 32 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, 1/2 pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7 1/2 lbs. "

THE CANADIAN GROCER

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys

Give them a Trial.

THE SYDENHAM GLASS CO.
WALLACEFRUITS Limited



MERCHANTS.

The Toledo Automatic Computing Scale SHOWS TO EVERY CUSTOMER IN LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUELESS. The indications on a Toledo Scale PROTECT you from over and DOWN WEIGHT and IMPRESS your CUSTOMERS with YOUR HONEST PRINCIPLES. The CUSTOMER feels that he is PROTECTED when he buys goods over a TOLEDO SCALE, consequently it is a TRADE BRINGER. The customer values the GOODS he buys from you MORE THAN THE MONEY he hands you, otherwise he would not EXCHANGE the MONEY FOR the GOODS he gets. You are CAREFUL to count his CHANGE OUT CORRECTLY, and in plain view, why not use a Scale that COUNTS OUT the WEIGHT, it being to the customer of more VALUE than the MONEY he trades for the goods?

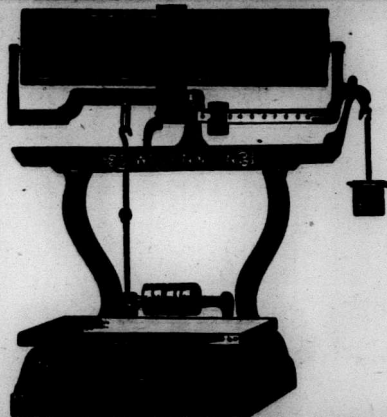
MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

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

Paid For Itself.



C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your BALL-BEARING COMPUTING SCALE for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly,

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.



Do You Real
What You Are

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 doing you where you are doing the same thing every day before you start to the bank? Fact is, we never have a chance to help you pick up the money we know you are losing.

We've got a mighty powerful fellow who visits your town to call on you next Dayton Computing Scale Nearweight and profit the Systems that will

Ask Dept. M. for Catalogue.

THE COMPUTING

164



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.

LEES AND LANGLEY.

Canada's Ideal

Worcestershire Sauce.

—satisfactory business

always results

calling

healthy, invigorating

DAN

based

AS.

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

A DELICIOUS
TABLE REQUISITE

—the best product of its kind.
Tea Rose drips is a pure cane
sugar syrup of delicious flavor,
put up into attractive sealed
cans, which prevent any loss
in weight or deterioration.

ROSE & LAFLAMME, Agents,
MONTREAL.



**Paterson's
Camp
Coffee
Essence**

was put on the market by the makers with
the firm conviction that it was unexcelled.
This conviction has been sustained by
the increasing yearly sales.

ROSE & LAFLAMME,
Agents, Montreal.

YOU SHOULD GIVE THAT ORDER FOR CEYLON TEA — DO IT NOW.

Ceylon Tea

Black and Green

WILL make you money
win you friends
retain your customers
build up your business

BECAUSE

Ceylon Teas

are without a peer in

FRAGRANCE,

AROMA,

CUP QUALITY,

and the prices are right.



Ceylon Teas are particularly acceptable to the Canadian people, as witness the tremendous growth in their use these last few years.

No grocer should be without a complete stock.

ORDER NOW.

Ceylon Tea

Black and Green

Ceylon Tea

Black and Green

Some Salmon Sellers.

In selling salmon the greatest care should be taken in the selection of brands that are strictly first-class and stay first-class, brands that you can absolutely rely on.



Maple Leaf Salmon

These are two brands which you may sell with positive satisfaction. Ask for them. They are put up by

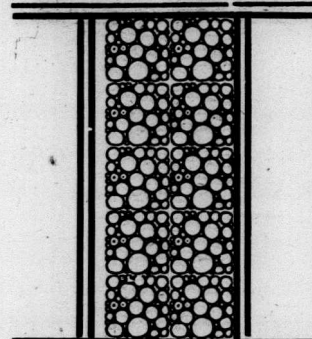


Lowe Inlet Salmon

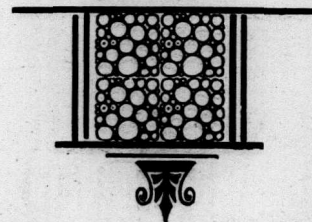
The British Columbia Packers' Association

VANCOUVER, B.C.

EVERY GROCER WHO ADVERTISES



MacLEAN
PUBLISHING
COMPANY,
TORONTO



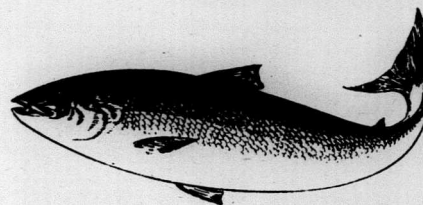
ought to have "100 GOOD ADS. FOR A GROCERY STORE," recently compiled by W. Arthur Lydiatt, Editor Department of Advertising Suggestion and Criticism in THE CANADIAN GROCER.

The hundred ads. illustrate a number of ways of talking interestingly about a grocer's stock, and are full of suggestions as to what to advertise and how to advertise it.

An introductory talk tells how, when and where to advertise, and included in the book are nearly 100 short, catchy sayings for ad. headlines, show-cards, etc.

A copy of the book will be sent, postpaid, to any address on receipt of ONE DOLLAR.

SOCKEYE SALMON



"Sovereign" and "Lynx" Brands

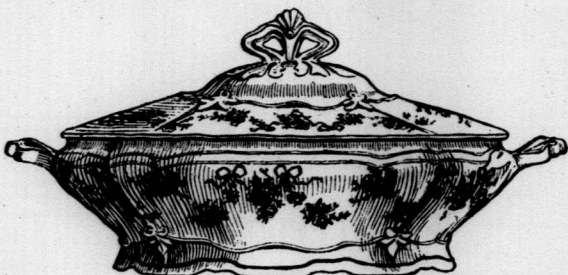
ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

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,

MONTREAL, 301 St. James St.,

TORONTO.

There is a Reason

Lytle's

Mince Meat

sells well.

why this mince meat sells easily. It is because it is thoroughly good. Mince meat is an article that requires care in the manufacture, and we find that it pays to be careful. Only the freshest and choicest ingredients are used in its preparation, and the result is that it is pure, wholesome and delicious.

Done up in 6, 12, 28 and 80-lb. fibre and wooden pails.

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

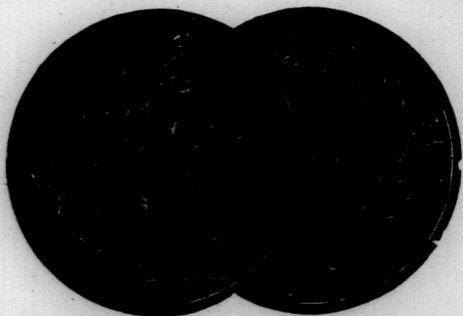
124-128 Richmond St. West, TORONTO.

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.

THE CANADIAN GROCER

THE ONLY WAY

to hold your customers and increase your trade is to give them the best.

JAMES' DOME LEAD

is the best Black Lead, and has held the market for over 60 years.

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

Style, Quality and Price

are important factors in business.

Our **Red Seal, New Process** and **Epicure Tomato Catsup** are packed to meet the above conditions.

You can buy these goods in pint, $\frac{1}{2}$ -pint and quart bottles, 2-lb. and gallon tins, and gallon jugs.

We are also packing a superior quality of **Baked Beans** in all sizes; plain, and in Tomato Sauce. Ask your wholesale house for a sample order.

The **Canadian Cannery's Consolidated Companies**
HAMILTON, ONT. LIMITED.



Tell Them.

Has it ever occurred to you to tell your customers that they can buy condensed milk made without any sugar? There are many housekeepers that don't know this. Tell them they can get this in

Jersey Cream

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

and you will add to your sales.

MALAGA FRUITS.

CHOICE CLUSTERS,
BLACK BASKETS,
DEHESA CLUSTERS,
IN ¼ and ½ BOXES.

and ATLAS PEELS, are brands of superior quality.

NEW ELEME FIGS, 2 inch, 2¼ inch and 2½ inch, in 10, 20 and 28 lb. boxes.

The above are only a few of the many attractive lines of seasonable fruits we have to offer the wide-awake grocer.

Orders by mail receive as careful attention and close prices as if given through our travellers.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

FOUR QUESTIONS—ONE ANSWER.

What shall I buy	- - -	if best?
What sells best	- - -	if bought?
What suits best	- - -	if sold?
What is liked best	- - -	if used?

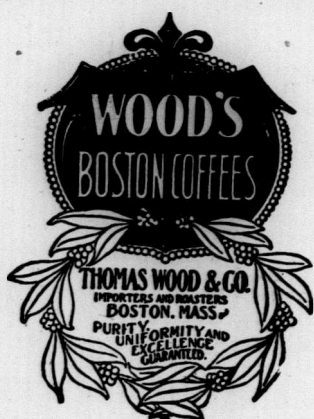
You have the business field mapped out before you in these queries.

You need not waste time in hard study behind a knitted brow to get the answer—

WOOD'S COFFEES.

THOMAS WOOD & CO.

Canadian Factory and Salesroom, **No. 428 St. Paul St., - MONTREAL.**



HOW IS YOUR STOCK

NEW DATES, RAISINS, CURRANTS, FIGS, SULTANAS, MINCE MEAT, PEELS, ICINGS, and other lines for holiday trade?

Order NOW—Grenoble, Marbot and Bordeaux Walnuts, Tarrahona Almonds, Filberts and Brazils, Shelled Almonds, Sultanas, Malaga Table Raisins, etc

Prompt Delivery.

Telephone at our expense.

BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada

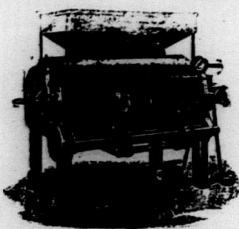
Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.

LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

Gas-Heated Roaster—External Flame with Air Pump.	Sample and Window Roasters.
Gas-Heated Roaster—Internal Flame and Automatic Sampler.	Patent Chicory Nibber.
Coke, Wood, Etc., Roasters.	Dressing Machinery.
Grinding Mills, Plain or Ornamental.	Dry Fruit Cleaners.
Air Propellers. Air Compressors.	Quick Sifter and Mixer for Coffee and Chicory and all dry powders.
Patent Fruit Washers.	



MOREWOOD'S PATENT GAS-HEATED ROASTER,
with Hot-Air Gas Blast.

Write for particulars before putting down any other machine.

THE GROCERS' ENGINEERING CO.

COLE STREET, LONDON, S.E., ENG.

ILLUSTRATED CATALOGUE
MAILED FREE.

THE MANUFACTURERS AND THE GREAT WEST.

(Continued from last week.)

A Symposium of Some
of Their Impressions
Gathered During Their
Recent Trip to the
Pacific Coast.

THE impressions received by the Canadian Manufacturers on their trip to the Coast which have been given by THE GROCER to our readers, are continued in this issue. The questions which were put by THE GROCER to the manufacturers and the answers of some of those interrogated, are given below :

QUESTIONS SUBMITTED.

FIRST—What most impressed you from a business standpoint during your trip through the Great West to the Pacific Coast?

SECOND—What is your opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?

THIRD—In what way can manufacturers of the east secure a larger share of the trade of the Great West, that now goes to the manufacturing firms in the United States?

FOURTH—How can business men in the east best assist the people of Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country?

J. M. Fortier, of J. M. Fortier, Limited, Montreal.

First.—Winnipeg impressed me as to its future as a business centre. We may say that Winnipeg will be the Chicago of Canada; its activity; the very fine buildings which are being built, the scarcity of houses to let, and the go ahead of the business people is most striking. In my estimation, Manitoba and the Northwest are ahead of British Columbia because they have as a backbone their annual crops of wheat that the world requires.

Regarding second question, beg to say: That Manitoba could become a manufacturing country if our tariff was equal to that of the United States, and British Columbia's situation is the same.

In answer to the third question: The only way for manufacturers of the east to secure the trade of the Great West is to open up factories there or have warehouses with sufficient stock on hand to supply the trade on immediate delivery, same as United States' firms are doing now.

In answer to the fourth question: The business man of the east can only assist the territories of British Columbia in developing their national resources by recommending and popularizing their enormous resources and wealth to the immigrants. They have everything that can make a man rich, and all that these territories require is men to develop them, and as the people of the east are already installed, we might send some. I shall send to the West any one coming to me and wanting to make money, as there is money there for everyone who wants it. All they have to do is to help themselves. If I was a young man I would go out myself.

Mayor J. P. Layborn, London.

First. The country appears to be going ahead at a great rate, especially in the far west and Alberta district. Everywhere one travels along the Canadian Pacific new lines are being built. The invasion of Americans is most noticeable everywhere and our friends across the border are certainly flocking into the West. It is also most striking to observe the enormous stocks which the firms in this part

of the country carry, especially in hardware and implements, which speaks for itself.

Second. By increased railway competition, consequently reducing freight rates. In a great many instances the manufacturers of the east are at a great disadvantage in regard to long freight hauls to the West, American firms being in a position to ship at a low rate, the distance being shorter from Minnesota and freights lower, thus being in a better position to compete with eastern firms whose goods are carried at least two thousand miles. Judging from what I could hear I should say that American firms are selling cheaper in the Canadian West than in their own country in order to get a footing with goods, their faith in the future of this country being apparently very great.

Third. I should say by an investment of capital, thereby showing their confidence; the establishment of distributing agencies, thereby supplying the westerners with Canadian-made goods; and by periodical meetings or conventions taking place either east or West, at which an exchange of views may take place, and their wants and requirements attended to.

Fourth. British Columbia, when more fully developed, has a great future in front of it for manufacturing, especially when more of its wonderful water powers are harnessed and its untold hidden treasures are discovered.

Strathcona and Edmonton are certainly destined to become a great centre of industry, their natural resources meeting most requirements, coal being found on the spot, and great facilities accruing from water power and water transport, and with the G.T.P. great things may be anticipated. Lethbridge also shows great signs of activity, but not being a manufacturer it is beyond my province to go into further details.

Geo. F. Cleveland, of J. L. Goodhue & Co, Danville, Que.

What most impressed me from a business standpoint during our trip to the Northwest and Pacific Coast was the unlimited possibilities for future expansion and the present large consumption of all kinds of goods by the western people.

The very large proportion of the business now going to the United States, especially in agricultural implements, stoves, hardware and similar lines.

The great need there was that something should be done to secure the present large trade, and the enormous demand there will be as the country fills up for Canadian manufactures.

Nearly everything the people of the West require can and should be made in Canada.

It struck me as being a very short-sighted policy for the western farmers to send so much of their money to sustain the immense army of workmen in the United States, thus gaining the farmers of the United States the best market, the home one, for the largest part of their produce at high prices.

Regarding manufacturing in Manitoba and British Columbia, I do not look for much in this line for some time to come. In Manitoba labor and power are yet, and will be for some time to come, too expensive.



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
MOORE BROS., Proprietors, Canton, Mass.

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

Winnipeg will, as the farming population increases in Manitoba and the Territories, and the surplus who for various reasons do not care to remain on the farms look for other occupations, have an available supply of labor, and when this time comes, will no doubt develop as quite a manufacturing city.

British Columbia, with her great water powers and cheap coal, has great possibilities as a manufacturing country, but at present the labor question is a great drawback and will prevent much manufacturing till matters are in better shape in this regard.

At Rat Portage and Port Arthur they have a vast available supply of cheap power in their great water powers, which are now being developed, and they should become large manufacturing points.

To me it seems that for some time to come the manufacturing for Canada will have to be done in the east. After a time a great deal should be done in British Columbia, and then these two parts of our country will do the manufacturing, and Manitoba and Territories will raise the produce to feed them.

The manufacturers of the east can secure a larger portion of the trade of the West by going there often, studying the conditions, learning what class of goods are brought in from the United States, making what the people want of as good or better quality as imported, filling orders promptly, and, as they say in the West, "hustling for the trade."

All this must be supplemented by a strong and united demand that they be put in a position to compete fairly.

Business men in the east can assist the people of the West in building up and developing the country by visiting them frequently, having more faith in the future of our common country, establishing branches and distributing warehouses in the different centres, investing their surplus, if they have any, in legitimate enterprises, mining or other, as opportunity occurs; by helping in every way possible and feasible to secure more transportation facilities throughout the West and from the east to the West, not forgetting the great work that the C.P.R. has done and will do in this regard. In short, to all work together for the common good of all parts of our great and glorious country. If we do this we are bound to be one of the greatest as well as the best that the sun shines on.

W. H. Merritt, of The National Table Co., Limited, Owen Sound.

First. What impressed me most from a business standpoint during my trip West was the enormously increased

purchasing power of the farmers and merchants in Manitoba and the Territories compared with two or three years ago, which has come about through the increase in value of lands, to say nothing of the profits which have been made on crops during the same period. Lands have increased in value to such an extent that it is salable in many cases at a figure four times its value three years ago. I was most strongly impressed with the solid financial position of practically all of the people, and of the great possibilities of trade awaiting the eastern manufacturers, which is sure to come to them. When you think that the Grand Trunk Pacific is about to enter the West and open up a new country much larger than the C.P.R. has settled, that this process of settlement, development and general raise in values is to continue on a much larger scale, we cannot help but be very optimistic as to the possibilities for business in all lines affecting all dealers in the West, as well as all manufacturers in the east.

Second. I do not think that Manitoba or British Columbia will manufacture on a large scale for some time to come. Our generation will hardly see that day. No doubt at certain points, which are well situated for cheap fuel and lumber, much manufacturing will be done, but it can only be in a small way, except in certain lines, some of which are already established there, such as milling in Manitoba and lumbering in British Columbia.

Third. I do not think that a very large amount of American-made goods are going into the West, except in agricultural implements and some small special lines not made to any extent in Canada. These same lines are going into Ontario to almost the same extent that they are going into the West. The implement firms also have their agencies at all principal points in the east. It does not appear to me that many of the manufacturers in Canada are suffering to any extent on account of American goods imported into the West.

Fourth. I think that the business men in the East can best assist the people in the West in developing the national resources of that country, by establishing branches of their business there, by investing and using their influence to have others invest in all sound undertakings going forward in the West, and by favoring and helping all legislation which will be to the benefit of the West, such as projecting new railways and branch lines, which will open up new territory for settlement and help to develop the timber, coal and mineral resources of the country.

Coffee Clearer

We have "Burnett's," always ready, always sure.

Answers the same purpose as eggs, and a great deal cheaper.

LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.

ROSS' HIGH-GRADE TEA.

Having bought out the Ross' Tea Co. we intend to make this line popular with the trade.

If you want good Tea buy Ross' High-Grade Tea.

If you want a good profit sell Ross' High-Grade Tea.

LUMSDEN BROS., Proprietors the Ross Tea Co.
Hamilton and Toronto.

BROOMS

Our brands are:

"Standard"
and "Signal"

The above brands are the best, we believe, on the market to-day.
TRY a sample 6-DOZ. LOT, and we know you will be pleased.

Crosse & Blackwell's Goods:

Just arrived, a full assortment, so send in your orders.

JAMES TURNER & CO.

Wholesale Grocers, - - - HAMILTON, ONT.

**NEW EVAPORATED APRICOTS,
NEW EVAPORATED PEACHES,
NEW TAP. FIGS,
NOW IN STORE.**

Thos. Kinneear & Co.,

Wholesale Grocers,

49 Front St. E., Toronto.

SPECIAL XMAS OFFER

TO YOU

**THAT YOUR FRIENDS
IN THE OLD COUNTRY
WILL APPRECIATE . .**



We will deliver to any address in England, Scotland or Ireland, a dozen or half a dozen of our Imperial Cheese without one cent of charge beyond the regular price. This is an opportunity to give your Old Country friends a holiday surprise with a delicious worthy Canadian product.

If you will forward us your card we will see that it is carefully packed in the case going to your friend.

Prices :—Individual size jar, \$1.00 per dozen.

Small	" "	2.40	" "
Medium	" "	4.50	" "
Large	" "	8.25	" "

The above prices for the trade only.

ALL DELIVERY CHARGES PAID BY US.

Write address plainly to avoid mistakes. Make post office or express orders payable to

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED, - - - TORONTO.

Other firms have copied our jars and labels and are now copying our advertisements and plans. They cannot, however, duplicate the quality of MACLAREN'S IMPERIAL CHEESE.

All orders should be in our hands by December 5th, so as to ensure delivery by Xmas.

Harry B. Whitton, The Tuckett Cigar Co., Hamilton.

In reply to your inquiries of October 17, I have pleasure in answering your questions as follows:

1. The very material improvement generally in all the towns west of Winnipeg. The growth of Winnipeg is, of course, phenomenal, and has been recognized previously by residents of the east.

2. The absence of wood, coal and iron must, for a long time, militate against the general development of the manufacturing centres of the West, though in the Crow's Nest Valley, where iron and coal abound, there is no reason why in years to come, it should not be a second Pennsylvania.

3. By more frequent visits to the trade, a closer study of requirements and more prompt delivery of goods to customers. Greater railway facilities and lower transportation rates seem to be the great desiderata at the present.

M. McLaughlin, Royal Dominion Mills, Toronto.

Replying to your first question—That Canada has acreage sufficient to grow as much wheat for export as is imported, not only by Great Britain, but by all the world, was what most impressed me from a business standpoint.

To questions three and four—development depends on transportation facilities, and will be limited by the same. Assistance, to be effectual, should be in the direction of railway developments.

Henry Wright, The A. F. MacLaren, Imperial Cheese Co., Toronto

You have certainly put four questions to us that it would take either a politician or a newspaper man to answer.

1. MacLaren's Imperial Cheese.
2. Very good.
3. By putting up good goods; telling the people they are good, and using lots of energy and perseverance to push them.
4. By sending out men or women, young or old, with a little brain if necessary and lots of muscle and energy.

Business Changes

ONTARIO.

THE sheriff is in possession of the premises of J. H. Shields, grocer, Palmerston, whose stock was advertised to be sold by auction on 21st inst.

C. O'Brien, grocer, Stayner, has sold his stock.

Annie Hanlon, grocer, London, has gone out of business.

A. McNeil, baker and confectioner, Beamsville, has sold out.



UPTON'S

is a name known all over Canada for good Jams and Jellies.

UPTON'S

are good Jams to stock, for your customers know them and like them.

UPTON'S

goods won't stay long in your store. They are standard both in quality and demand.

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

C. Monk, general merchant, Locust Hill, has sold out to R. Mann.

T. F. Eyre, general merchant, Chiselhurst, has sold out to J. Whiteman.

The assets of J. T. Newton, general merchant, New Liskeard, have been sold.

M. MacLennan & Co., general merchants, MacLennan, are asking for an extension.

The stock of T. H. Chambers, general merchant, Southwold Station, is advertised for sale by auction on November 27.

QUEBEC.

P. E. Blais, grocer, Quebec, is dead.

M. W. Phelan, tobacconist, Quebec, has sold his stock.

J. Pigeon, general merchant, Beloeil, has made a compromise.

A. S. Hebert, general merchant, St. Gregoire (Nicolet County), is dead.

O. Blanchard, grocer, Granby, has appointed Kent & Turcotte curators.

H. Girard, general merchant, St. Paul's Bay, has made an assignment.

J. C. Drewett, general merchant, St. Donat, has sold his stock to E. Hudon.

Price Bros., general merchants, Ilerville, have assigned to Wilks & Michaud.

J. P. Royer has been appointed curator of Charbonneau & Fils, Grocers, Magog.

G. E. Lessard, general merchant, St. Remi de Tingwick, has made an assignment.

T. F. Bisson, general merchant, Buckingham, has been succeeded by F. L. Bisson.

Consent of the assignment of A. H. Houle, grocer, St. Louis de Mile End, has been filed.

A. Beauchemin and G. A. Emard have registered Beauchemin & Emard, grocers, Montreal.

A meeting of the creditors of C. Duplessis, general merchant, St. Janvier, was called for 21st inst.

J. E. Lessard, general merchant, St. Remi, has made an assignment; V. E. Paradis is provisional guardian.

The stock of W. G. Berrigan, tobacconist, Quebec, has been damaged by smoke and water; loss covered by insurance.

NEW BRUNSWICK.

Lamont & Co., confectioners, St. John, have been succeeded by C. Robinson.

The Maritime Dairy Co., Limited, Sussex, capitalized at \$48,000, is applying for incorporation.

MANITOBA AND N.W.T.

C. F. Wood, general merchant, Treesbank, has been burnt out.

S. Grant, confectioner, Wolseley, has sold out to Grant & Roberts.

Rankin & Aillick, general merchants, Wood Bay, have dissolved partnership.

The stock of R. Cowen, general merchant, Langdon, has been damaged by fire.

The stock of the estate of S. Lebedinsky, general merchant, Carman, is advertised to be sold by auction on 27th inst.

The Grenfell Milling and Elevator Co., Grenfell, have sold the Summerbury elevator to The Northern Elevator Co., Limited.

BRITISH COLUMBIA.

Duthie & Keith, feed dealers, Vancouver, have dissolved partnership.

Mr. Mackenzie, fruit dealer, Rossland, has been succeeded by Miss Brokenshire.

J. G. Hutchinson, of The B. C. Supply Co., Limited, grocers, Vancouver, has sold his interest to G. Howell.

We offer some splendid values in

**Ceylon
Green
Teas**

Fine
Clear
Liquor.

Good
Finished
Leaf.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,
TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

THE POULTRY TRADE IN CANADA.

CANADIANS are awakening to possibilities of the poultry trade. Last year we exported more than \$160,000 worth of poultry, one commission merchant sending to England no less than 50,000 chickens and 5,000 turkeys. The Dominion Government has been active in establishing chicken fattening stations in different sections of the country for the education of farmers in poultry raising, with the result that the quality of poultry has shown a decided improvement.

In the last three years local trade has been increased threefold, and a very healthy export trade built up.

There is no longer a demand for lean fowl except from canning factories, which take all the starved stuff they can get hold of at low prices to make into soups. An extensive produce dealer reports that a 6-lb. chicken will dress 5c. a lb. more than 2 or 3-lb. chickens.

Poultry raisers are being educated to feed scientifically, and good results are already forthcoming, but the utmost care must be exercised in killing and dressing if Canadians are to get out of the poultry trade all there is in it. Commission merchants frequently complain that poultry comes to them in bad condition, and the reason is because farmers neglect to exercise proper care in killing and dressing. A fowl should be starved at least 24 hours before killing, else a quantity of grain will remain in its crop, which, in its partially digested state, is sure to disintegrate with the result that the dead bird becomes quickly discolored. A bird with crop empty will keep longer and bring a better price; but what is more important, if a bird with a full crop is discovered in a lot for export, the consignment is apt to be confiscated. The general merchant has to take the risk, and he, if any, suffers. A butcher should always avoid worrying or exciting his prey. Blotches of red sometimes appear under the skin surface of dressed fowl. This means that the bird was plucked before killing in order to get a high price for live-plucked feathers. As a matter of fact poultry raisers lose more

from the low price they have to take for the inferior article than they make on the increased value of the feathers. In dressing, the farmer should avoid the pernicious method of removing feathers by scalding. Not only does it spoil the appearance of a bird, but a scalded fowl will not keep as long as one that is dry-picked. For the export trade nothing but dry-picked fowl will answer. For export purposes the bird should not be too large, wing-tips should not be plucked, and heads should be left on; for the local market wing-tips are plucked and heads removed. There are variations in the manner of preparing poultry for the local market according to locality. In the East a fowl must be dressed and drawn; in the West this is seldom done except to order.

The following hints may be of value to the general merchant who is the go-between for commission merchant and poultry-raiser. Commission merchants say the general merchant is often careless in sorting poultry, and for that matter, does not discriminate sufficiently even in buying. He takes anything which may have been called fowl at some time or other, because he is afraid to refuse his customer, and is unwilling to see his neighbor around the corner get the start of him. Mrs. Brown gets the same price for a pair of poor chickens as Mrs. Smith for a pair of good ones. As a result, a stock of good, bad and indifferent stuff accumulates, for which it is impossible to find any but an indifferent market. If the general merchant had only the determination to refuse an inferior article point blank, he would succeed in time in educating the farmer to bring nothing but a first-class article to market. Further, he would have some real say in controlling market prices for poultry instead of being at the mercy of the commission merchant.

The country dealer, instead of sending live poultry direct to the commission merchant, is prone to keep what he has on hand until there are more to follow. The result of this delay frequently is that his stuff reaches its destination in bad condition. During the three or four days

they have been cooped up the birds have shrunk in weight, and are sure to show poor color when killed and dressed. In such a predicament the commission merchant takes care to insure himself against loss, the entire burden falling on the general merchant.

Another difficulty sometimes confronts the general merchant. He finds a lot of poultry on his hands for which he has no ready sale. When there is a glut in the market his one salvation is to send his surplus stock to cold storage. It is not advisable to do this except with well-fattened, well-dressed fowl, which has been thoroughly cooled after killing, else it will turn green in color. It should, also, be carefully packed in boxes containing from ten to twelve fowl apiece, each bird carefully wrapped in vegetable parchment and placed straight in the box.

A prominent commission merchant, in speaking of the possibilities of the poultry trade in Canada, remarks that it is already assuming large proportions. The local trade is sure, and at the present time we will take all the poultry we can get hold of, provided it is A No. 1 quality. There is an unlimited demand in the Old Country for Canadian turkeys, chickens and ducks, but only a limited supply to meet it. They want the best or none at all, and we must educate the farmer to supply this demand and do it right. This is being slowly accomplished, and not only is there far more first-class poultry being used for the local and export trade, but it is also bringing a much better price than heretofore.

Trinidad Provisions.

Gordon Grant & Co., Port of Spain, Trinidad, writing Nov. 4 say: "Pork and lard are in supply and move slowly. Pork loins, ribs, shoulders, and all such goods find ready sale. Family beef is slowly firming up, but the demand continues chiefly for the cheapest grades.

"For Morlaix butter there is still a slight enquiry and even present low quotations are only obtainable in a retail way—imports are on a liberal scale, some 450 packages having arrived per ss. Le Calvados. Oleomargarine is moving freely, although at slightly lower rates."

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.**

LONG CLEAR BACON

Owing to the demand for this in both England and the lumbering woods of Ontario, stocks became exhausted. We now have new stock ready for shipment and shall be pleased to have your orders.

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

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails,
Twelve to the Case.

Order Sample Case.

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

LIMITED

Paraffining and Cold Storage.

PARAFFINING cheese and cooling at a low temperature has been receiving the attention of the New York Experiment Station, and among other facts brought out are the following:

By paraffining the cheese much of the loss in weight was prevented, especially at the highest temperature; and the quality was improved in some instances—never lowered.

Half of the cheeses in one lot were dipped in melted paraffin when a few days old, and were distributed in the curing-rooms at different temperatures, to compare with the other half of the cheeses, which were untreated.

The difference in the scores of paraffined and unparaffined cheese was slight up to 28 weeks, with the cheeses kept at 40 degrees, and up to 20 weeks with those cured at 50 degrees; but at 35 weeks with the 40 degree cheeses, and at 28 weeks with those kept at 50 degrees, there was an average difference of one point on the score in favor of those paraffined. At 60 degrees there was an

DAIRY PRODUCE AND PROVISIONS

average difference when the cheeses were 20 weeks old, of 1½ points in favor of paraffining.

When covered with paraffin, the cheeses cured at 40 degrees lost only 0.3 lb. per 100 lb., those cured at 50 degrees lost only 0.5 lb., and those cured at 60 degrees lost only 1.4 lb. In the same kind of cheese not thus covered, the loss was much greater at all temperatures. By covering cheese with paraffin, a saving in loss of moisture can be effected amounting to 5 or 6 lb. per 100 lb. of cheese, at 60 degrees F., and at 50 degrees or below the total loss of moisture can be reduced to less than 1 lb. per 100 lb. of cheese.

At 40 degrees, the difference in favor of the paraffined cheese, counting both quality and quantity, was 51 cents for 100 lb. of cheese stored; at 50 degrees the difference is 63 cents; and at 60 degrees, \$1.11. The saving is much greater at higher than at lower temperatures.

Eggs for China.

The importation of Siberian butters into this country, says London Grocery, is increasing by leaps and bounds, and from the same country comes a large amount of eggs. At least these eggs ostensibly come from Siberia, but in reality their place of origin is China, and China is the cheapest market for eggs. Incredible as it may seem, several manufacturing companies in England, which deal largely in eggs, can buy them cheaper in China—finest "Siberian" carriage paid—than in England.

Cheese Statistics.

The value of cheese made in Canada this year is estimated at \$25,000,000 to \$30,000,000. A contemporary of a mathematical bent has figured out that this represents a make for the season of 3,000,000 boxes; in weight estimated at 24,000,000 lbs.; equal to 6,000 carloads of 20 tons each; making a train 37½ miles in length; piled up one over the other it would make a stack 852 miles in height.

An Injury to the Trade.

MR. A. W. WOODARD, official cheese and butter referee of the Department of Agriculture, who has been endeavoring without success to find from what source shipment was made of Canadian butter to England in Danish casks, speaking in Montreal the other day said: "Produce men who ship best Canadian butter as Danish are making a great mistake and doing the Canadian butter trade an injury. Besides, the practice is hardly that of honorable men. But if the best Canadian butter is shipped as

Danish butter and the poorer grades are sent out as Canadian, it puts Canadian butter on a low level. If we can make butter so good that it can be sold as Danish, it should not be necessary to sail under false colors. Shippers should ship their best product as Canadian. These casks are made of a peculiar birch wood that is not obtainable in Canada. On the other hand, we have been unable to trace imports of any."

THE PROVISION MARKETS.

Toronto.

The easier tone reported last week has continued. The large corn crop in the United States portends a large production of hogs and consequent weaker feeling. In addition to this the English market is in a bad way. As a consequence dressed hogs are very much easier and even lower prices are expected by some. Pork products in consequence are exhibiting an easier tendency. The supplies keep about the same while the close of navigation shuts off very considerable markets for the present. We quote:

Long clear bacon, per lb.	0 09½	\$0 10
Smoked breakfast bacon, per lb.	0 14	0 14½
Roll bacon, per lb.	0 10½	0 10½
Medium hams, per lb.	0 13	0 13½
Large hams, per lb.	0 12	0 12½
Shoulder hams, per lb.	0 10	0 10½
Backs, per lb.	0 14	0 15
Heavy mess pork, per bbl.	17 00	18 00
Short cut, per bbl.	19 00	20 50
Shoulder mess pork, per bbl.	15 50	16 50
Lard, tierces, per lb.	0 08½	0 08½
" tubs	0 08½	0 08½
" pails	0 08½	0 08½
" compounds, per lb.	0 07½	0 08
Dressed hogs, light weights, per 100 lb.	6 25	6 50
" heavy	6 00	6 25
Plate beef, per 200-lb. bbl.	6 50	12 50
Beef, hind quarters	6 50	8 50
" front quarters	4 00	5 50
" choice carcasses	6 00	7 00
" medium	5 00	5 50
" common	4 00	4 50
Mutton	5 00	6 00
Lamb	6 50	7 50
Veal	7 00	9 00

Montreal.

The market for hog products has been fairly active during the week at steady prices. In round lots Canadian short-cut mess pork is selling at \$18.50. Smoked meats, especially hams and bacons, are in excellent demand. We quote:

Canadian short cut mess pork	\$18 50	\$20 00
American short cut clear	18 00	19 00
American fat back	19 00	20 00
Bacon, Wiltshire, per lb.	0 13	0 14
Hams, per lb.	0 12½	0 13
Extra plate beef, per bbl.	11 00	12 00

Lard is selling well at the following prices:

" Boar's Head " brand	0 08½
Carloads, less	0 00½
20-lb. tin pails, tierce basis	0 00½
Half-bbls., over tierce	0 00½
50-lb. tubs	0 00½
20-lb. wood pails	0 00½
10-lb. tins	0 00½
5-lb. tins	0 00½
3-lb. tins	0 01
Wood net, tin gross weight	Wood. Tin.
1 to 25 pails	1 78 1 68
26 to 49 pails	1 76 1 66
50 pails and over	1 72½ 1 62½

St. John, N.B.

Pork is quite freely offered. There seems to be ample stocks held, and quite low prices are quoted. In barrelled beef prices are more steady; there is a fairly good demand. Hams and rolls are more freely sold. They are very steady in price, holding more firm than other pork products. Pure lard is still very low; there is a large movement. In

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 PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

THERE ARE MANY BAKING POWDERS

BUT THERE IS ONLY ONE
MAGIC BAKING POWDER
It is Pure, Wholesome and Economical
SOLD IN ALL SIZES.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

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

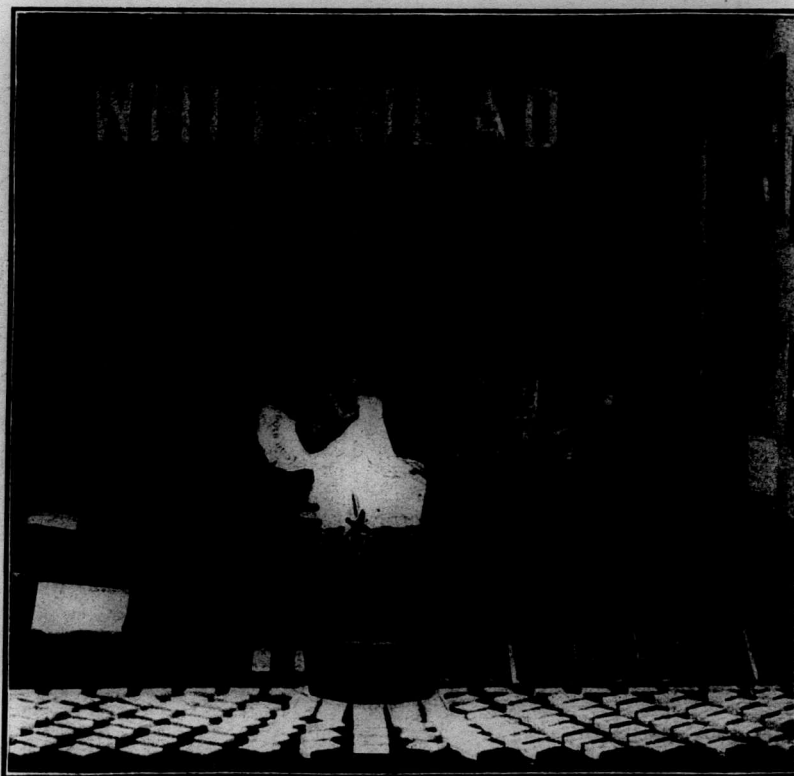
The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

The accompanying Window Display of The N. K. Fairbank Co.'s products is in the store of Messrs. Whitehead & Huether, Walkerton, Ont. 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.

refined lard quite firm prices rule. There is improved sale. In fresh meats a steady business is reported. Beef, both western and domestic, is quite low. Lamb is very plentiful. Mutton is offered freely, but has a very slow sale. Some nice veal is seen. Pork is rather firmer with supply light. We quote:

Mess pork, per bbl.....	\$18 00	\$19 00
Clear pork ".....	18 00	20 00
Plate beef ".....	13 00	14 00
Mess beef ".....	12 00	13 00
Domestic beef, per lb.....	0 05	0 07
Western beef ".....	0 07	0 03
Mutton ".....	0 04	0 05
Veal ".....	0 05	0 06
Lamb ".....	0 05	0 06
Pork ".....	0 06	0 06½
Hams ".....	0 13	0 15
Rolls ".....	0 12	0 14
Lard, pure, tubs ".....	0 09½	0 10
" " pails ".....	0 09½	0 10½
" compound, tubs, per lb.....	0 09	0 09½
" " pails ".....	0 09½	0 09½
" Fairbank's refined, tubs, per lb.....	0 09½	0 09½
" " pails ".....	0 09½	0 10

DAIRY PRODUCE.

Toronto.
BUTTER.

Supplies coming forward are barely sufficient to meet the demand. The long season of many of the cheese factories has left the country bare of butter in some places and recourse has had to be had to Toronto to make up the deficiency. The market remains firm at about former quotations. We quote:

Creamery prints.....	0 22	0 24
" solids, fresh.....	0 21½	0 22
Dairy rolls, large.....	0 17	0 18
" prints.....	0 18	0 20
" in tubs, best.....	0 17	0 18
Under qualities.....	0 14	0 15

CHEESE.

The cheese situation continues dull and featureless at former quotations. We quote:

Cheese, large.....	0 11½	0 11½
" twins.....	0 11½	0 11½

Montreal.

BUTTER

The demand still continues good, there being no surplus in the deliveries. Finest eastern is jobbing at 22 to 23c.; Fall, 22 to 22½c.; Summer, 20 to 21c.; creamery prints, 22 to 23c.; dairy butter, large rolls in demand, 17 to 17½c.; dairy tubs, 16 to 17c.

CHEESE.

Prices locally are unchanged. The mild fresh make sells for 11 to 11½c.; Summer strong cheese, 12 to 12½c.

St. John, N.B.

BUTTER

This is a line in which quality counts even more than in perhaps any other, for the reason that there is such a wide range, and best stocks are always scarce. There is a fair sale. Stocks are quite ample, but for best grades rather firmer prices rule:

Butter, creamery prints, per lb.....	0 24	0 25
" creamery solids (fresh made), per lb.....	0 22	0 23
" prints.....	0 18	0 20
" tubs.....	0 14	0 16
" tubs, selected, per lb.....	0 17	0 19

EGGS.

There is improved sale. Supplies are not large. New Brunswick offerings are light. Prince Edward Island ships large quantities here. This is the season when there is a very wide range between fresh and regular case eggs. Quotations are:

Eggs, new laid, per doz.....	0 22	0 25
" case stock, per doz.....	0 18	0 20

CHEESE.

Full prices are maintained. Stocks held here are light, and it is difficult to buy twins or small cheese, which have the demand here. Quotations are:

Cheese, per lb.....	0 11½	0 12
twins.....	0 12	0 12½

Cheese Markets.

Cornwall, Nov. 21.—Seven hundred and seventy-one white cheese, 800 colored and 44 American were boarded here to-day. All sold at 9½c., except 15c. boxes, which were held over.

London, Nov. 21.—Two thousand and forty cheese offered at to-day's market; 610 sold at follows:—450 at 10½c., 160 at 10½c. The last market of the season will be held next Saturday, 28th.

Belleville, Nov. 21.—At last Cheese Board of the season, held here to-day, there were offered 2,000 at 9 13-16c. and 9½c. bid; no sales; factory men selling on the streets for 9 13-16c.

Cowansville, Que., Nov. 21.—At the meeting of the Eastern Townships Dairy-men's Exchange here to-day, 26 factories offered 1,256 boxes cheese, and 23 creameries offered 1,145 boxes butter. Cheese sold at 9 9-16c. to 9½c.; butter at 20½c. to 21c.

Watertown, N.Y., Nov. 21.—Cheese sales, 2,000 at 9½c. to 9¾c. for large, 9¾c. to 10c. for small, 9½c. for twins. About 3,000 unsold in Jefferson county.

Provision Notes.

The 24 factories in the Richmond and Drummond County Cheese and Butter Syndicate, during the season just ended turned out 839,261 pounds of cheese, which sold for \$35,110.11. The average amount received by each patron was \$167.67.

FIRST SAMPLE OF RAYMOND SUGAR.

(Special to THE CANADIAN GROCER.)

Winnipeg, Man., Nov. 23.—Samples of first run of Knight Sugar Co., Limited, Raymond, Alberta, were received here to-day. Nice bright staple of granulated, good color and pleasant flavor. Prices are not yet quoted.

OUT FOR BIG GAME.

There is a serious time in store for the denizens of the forest during the next few weeks up around Labelle. An excursion of Montreal gentlemen has departed for the hunting grounds around Labelle, and made its headquarters at Nomingue. The party includes A. H. Scott, of Watt, Scott & Goodacre, and W. S. Laflamme, of Rose & Laflamme, both of them excellent shots, and it goes without saying that the members of the Kenaron Club will be kept well supplied with game.

HAMILTON TRAVELLERS.

The annual meeting of the Hamilton branch, Commercial Travellers' Association of Canada, was held in the New

Royal on Saturday evening. It was decided to hold a conversazione during Christmas week. The membership in Canada has grown to 6,400, and the reserve fund now amounts to over \$400,000, which shows its affairs to be in a most flourishing condition. The amount paid out this year in death claims was \$40,000.

The nomination for officers to represent the Hamilton branch was as follows: First vice-president, Fred T. Smye, elected by acclamation; second vice-president, Capt. J. H. Herring, elected by acclamation; for directors, six to be elected—H. C. Wright, E. J. Fenwick, Jas. Hooper, G. A. Matheson, G. M. McGregor, W. G. Reid, J. S. Reid, E. E. W. Moore, Ed. McCoy, R. Stewart.

THE CANADA BEAN CO.

LETTERS patent under the Great Seal of the Province of Ontario have been issued granting a charter creating and constituting John A. Elliott, Wm. C. Newman, of the town of Ridgetown; John B. Stringer, Samuel McC. Glenn, Harry J. Stevens, of the City of Chatham; Peter Haggart, of the town of Blenheim, and Charles McLeren, of the village of Highgate; all grain dealers, a corporation with power to buy and sell in beans, grain and all kinds of produce and other goods of a similar nature. The Corporate name of the company to be The Canada Bean Co., Limited. The share capital of the company to be \$50,000 divided into 5,000 shares of \$10 each. The head office of the firm to be at the town of Ridgetown, and the provisional directors to be the gentlemen above mentioned.

ELGIN BEE-KEEPERS.

A MEETING of the bee-keepers of Elgin Co. was held in the Y.M.C.A. rooms, St. Thomas, Saturday afternoon, and a local association formed to be known as the Elgin County Bee-keepers Association. The following officers were elected: President, Morley Pettit, Belmont; vice-president, J. A. McFarland, Southwold Station; sec.-treas., W. J. Robb, St. Thomas.

The annual membership fee was fixed at twenty-five cents.

An interesting discussion took place as to the packing and crating of honey, and views exchanged as to the best methods of adoption.

It was decided to hold the meetings monthly, the next meeting to be held on Saturday, December 12.

Among the representatives present there were reported 671 colonies of bees, which will be greatly augmented when fuller organization takes place.

OUR OFFERINGS ARE THE GREATEST VALUES IN THE TRADE IN

Ceylon

GREEN TEAS

We control the entire output of a garden producing the

FINEST CEYLON GREEN TEAS of the island. These are made in four styles. Each line easily outclasses, both in style and draw, JAPANS costing 3 to 4 cts. per lb. higher.

SPECIAL —

To more fully introduce these TEAS, we will for a limited time give with each order for 10 packages a **FANCY ROLL TOP CANISTER FREE**, capacity 90 lbs. Handsomely decorated, an ornament to any store.

IT WILL PAY YOU TO GET SAMPLES AND QUOTATIONS.

YOUR ENQUIRY WILL BE APPRECIATED AND PROMPTLY ATTENDED TO.

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS, TORONTO.

TORONTO TRAVELLERS' "AT HOME."

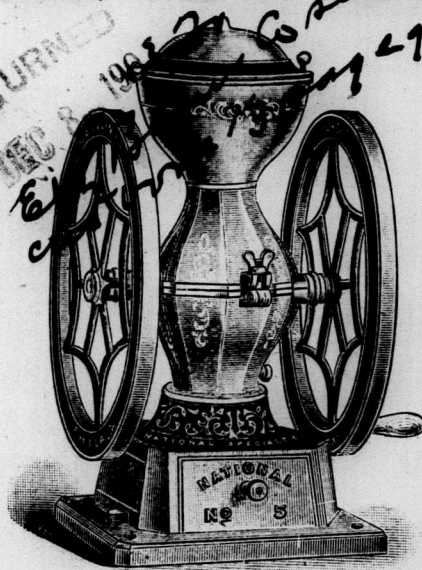
THE Toronto City Travellers' Association held their annual "At Home" on Tuesday evening, November 24, at St. George's Hall. The success of any social function conducted under the auspices of the Commercial Travellers' of Canada is assured from the start, and last night's entertainment proved to be no exception to the rule. The secretary of the association, Mr. W. T. Daniel, ably assisted by his committee, composed of H. C. Scully, J. Mortimer, A. G. Fleming and C. H. Wilson, spared no pains in seeing to it that the arrangements were perfect, and it is in no small measure due to their untiring efforts on behalf of their guests that this year's "At Home" went off with an eclat that it is seldom one's pleasure to witness.

Invitations were limited to 200 to avoid over-crowding; the result was that the crush and jam so often characteristic of large "At Homes" was entirely absent.

Dancing was the order of the evening, and the Glionna-Maricano orchestra never in better mettle. Incidental divertisement was provided in the form of a vaudeville concert with Harry Bennett in the roll of chief entertainer. His side-splitting monologues and humorous songs were refreshing in the extreme, and served their purpose so well that gay and festive merry-makers hardly realized when the conclusion of the dance programme of 18 numbers had been reached. Refreshments were served during the evening from a buffet with centre-piece of yellow and white cysanthemums, golden-tinted candelabra and rich cut glass, and were all that could be desired.

It is to the credit of the City Travellers' Association to say their annual "At Home" was undoubtedly one of the pleasantest functions of this season. Everyone seemed to be there for the unalloyed purpose of having a good time, and whether in the dancing hall, the numerous card-rooms or the tea-rooms, they had it.

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16 DIFFERENT STYLES FOR
STORES, HOTELS AND FAMILIES.



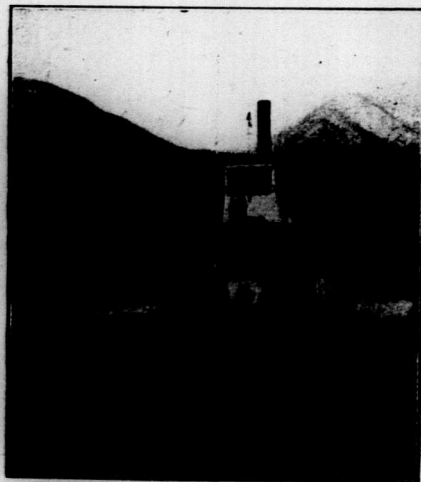
FOR SALE BY
THE EBY, BLAIN CO. LIMITED
WHOLESALE GROCERS AND IMPORTERS, Toronto, Canada

IMPRESSIONS OF THE GREAT WEST

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

By W. L. E.

IN British Columbia nearly every one seems to be interested in mining. I don't mean altogether in a financial way, but interested enough to talk about it. In the purely mining districts it crops up in nearly every conversation, although possibly we eas-



Landing our Party at Kootenay Landing.

terners were sometimes responsible for its being drawn into the conversation. But even if we were, I do not think we need to apologize. The subject impressed itself upon us the moment we entered the province; indeed, even before we were within its boundary lines. When sailing over the sea one occasionally thinks of the teeming millions of fish which are swimming about underneath, but when skirting mountains, or climbing them, as one is doing continuously for about 500 miles, when travelling through the Rockies westward, and remembering that the "sea of mountains" as Grant called them 30 years ago, are rich in minerals, one can scarcely avoid talking about mines and minerals. When travelling on train or boat, or resting in some hotel, any one who was in authority, or supposed to be in authority on mineralogy, soon had a group of eager listeners, and it was seldom we failed to get some interesting information on such occasions.

In the mining districts most people carry a miner's license, without which no man can stake out a claim. These licenses only cost \$5, and the possessor of it, when he discovers what he believes to be land rich in mineral properties, has merely to stake out his claim and register it in the nearest registration point.

"It is a handy thing to have with you," remarked one Nelsonite. "Although I have never struck anything yet I always carry one." But like Micawber, he was expecting something to turn up some day; but from what I could gather the men who strike it rich are relatively few in number. On the steamer running from Nelson to Kootenay Landing was one of the few fortunate ones. He was a young man, a student. His home was in the United States, and during the last three years he had spent his holidays prospecting in British Columbia and had with his brother struck some rich claims in the Boundary District. He was well-informed and was the most interesting conversationalist on mineralogy that I came across during our journey. He was now homeward bound for the purpose of applying himself closely to his studies in order to blossom out as a civil engineer.



Cascade Mountain, Banff.

As we approached Rossland there was a good deal of good-natured bantering among some of our party in regard to the money which more than one of them had lost in mining speculations in that district. One man remarked that he was going to see the hole into which his money had gone. "There will be some satisfaction in that," he declared amid laughter. His remark was so apt that it became a by-word for a day or so. Our visit to Rossland was under rather unfavorable conditions. Snow had fallen the day before, and when we reached the town rain was falling and we had to plough our way through much slush. This, by the way, was our first actual contact with snow, although of course we saw much of it on the distant moun-

tain peaks, from the time we caught our first glimpse of the Rockies. When we arrived at Rossland we found an enterprising merchant with a box of rubbers on the platform. He had anticipated a demand for rubbers, and he was not mistaken. His box was soon empty and his pockets well filled with money, for although his prices were surprisingly moderate under the circumstances, he had had many customers to supply. Notwithstanding the weather, our visit to Rossland was anything but unpleasant. The people were most hospitable and did everything in their power to entertain us. The mines were of course visited, but the centre of attraction was the Le Roy property. After entering the tunnel of this mine some of our party descended in the cage to the bottom of the main shaft, some 1,300 feet, while others ascended in a cage to the top of the mountain, some 370 feet. At the top were situated the hoisting machinery, the big grumbling crusher, which swallowed up the ore as fast as it was thrown into it, and the carriers which conveyed the crushed ore to the cars and dumping ground to be ultimately shipped to the smelter. Nearly all the work in the LeRoy mine is done by machinery and the various processes were watched with a great deal of interest, particularly by those who for the first time were visiting a modernly equipped gold mine. Nearly all took



On a Siding in the Crow's Nest Pass.

away specimens of ore, but when they found that the bright shining particles in the ore was iron pyrites and not gold few of them retained these specimens till they reached home. In spite of the inclemency

“Quality” and “Quaker”

both commence with a “Q.”
They are one and the same
thing when associated with
package teas, for

“



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Ceylon Tea

(Green or Black)

is the perfection of the art of
tea blending.

There is no package tea on this
or any other market that can
equal it in style, flavor, strength,
purity and healthfulness.

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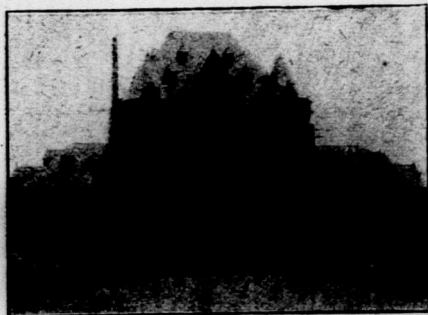
J. A. Mathewson & Co.,

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MONTREAL, P.Q.

THE CANADIAN GROCER

of the weather I think we all felt well repaid for our visit to Rossland, and even those who had lost money in unwise speculations in the boom days, forgot to look for the holes into which their money had disappeared. The hopes and aspirations of the good people of Rossland were a little in the ascendancy when we were there. Labor difficulties were disappearing, but what was developing the spirit of optimism more than anything else was the results that were expected from improved methods in extracting the gold from the ore, thus enabling a profit to be obtained from a much lower grade of ore than has been possible in the past. The appearance of Rossland much surprised me. I had not expected to see its buildings, its sidewalks and indeed its general appearance so modern. The granolithic sidewalk has reached there, and in width it would put the



C.P.R. Station at Vancouver.

sidewalks in some of our modern eastern cities to shame.

* * *

No part of our journey was scarcely more interesting than that to and from Rossland. This was because the railway was different from any other we had travelled over. The grades were steep and the curves sharp; but it was the switch backs that most excited our curiosity. These switchbacks are on a mountain side near Rossland. They have been conveniently placed at points where the locomotive is likely to get out of breath, and at which, after opening a switch, the locomotive follows and the end car takes the lead. Then we have vice-versa again and again until the "iron horse" finally takes its place permanently at the head of the train, and steams into Rossland with its head as high as if it never had to take the tail end of the procession.

BUSINESS.

'Tis now the honest farmer packs
His apples up to town.
This is the top row in the sacks;
O O O O O O O
And this is lower down:
o o o o o o o

WESTERN TRADE PROGRESSIVE.

MR. W. L. HUNTER, western representative of L. Chaput, Fils & Cie., wholesale grocers, Montreal, was a caller at the offices of "The Grocer" in that city last week. In the course of conversation Mr. Hunter said: "Trade throughout the West generally has been of a progressive character, although not marked with the same buoyancy in the Territories that has characterized other years, when the staple crop wheat was better in quality than during the present season. You will notice I use the word staple, and this, to my mind, emphasizes at once the resources as well as the weakness of the Great Middle West, as I am convinced that until the farmers throughout Assiniboia, Saskatchewan and Eastern Alberta learn through experience that they must enter more largely into mixed farming, such as hog-raising, poultry-keeping, and, where circumstances permit, the raising of vegetables for the nearest local market, farming conditions will not be equal in the territories named to such as prevail through Manitoba and the developed parts of New Ontario. Owing to these conditions, the grocery trade is confined to articles of a purely staple character, but further West throughout the ranching country there is a market demand for the finer grades of groceries. The people in this latter section are largely recruited from well-to-do families in Great Britain, and are naturally accustomed to the best that is going. The same remarks apply to British Columbia, with the additional fact that owing to contiguity of American sources of supply, I found in the principal stores a goodly proportion of specialties brought over from San Francisco, Seattle, Spokane, and other western American trade centres. I also found that notwithstanding the duty on these goods there was a steady trade for them among the residents, who hailed formerly from the other side of the line, and a no inconsiderable representation of our own people. The reason for this preference, I believe, will be found in the fact that these American goods are most handsomely put up in stylish packages and labelled in the highest style of the lithographer's art.

"As regards the prospects of our Great West I have the most unlimited faith in the future of that part of Canada, because, as settlement and development will assuredly take place in an increasing ratio every decade, the centre of population must surely swing gradually but unerringly in that direction; in fact, I believe that another generation or two will find the policy of the Dominion at large dictated with no inconsiderable reference to the views and wishes of our western fellow citizens.

"It is, of course, too early to speak of the prospects for next year, but without drawing too much on my natural optimism, I believe that trade will improve and increase, as prospects point most assuredly to a still larger influx of settlers from the western American States than during the present year. Those that have gone up and possessed the land, I know, in many instances, have written to friends and relatives to come and do likewise. Taking it altogether, the future prospects are thoroughly sound."

A "FAIRY" CALENDAR.

The N. K. Fairbank Co., Montreal, have issued a "Fairy" calendar for 1904, a sample set of which has been received by "The Canadian Grocer." For artistic excellence it must stand in the front rank. The entire work is of such a character as to reflect with credit both upon the artist and lithographer. This calendar is composed of seven sheets, 10 x 13 inches, printed on heavy glazed paper, and in 12 colors. The designs are made from brush studies of Mr. C. Warde Traver, an American artist of high reputation. The first sheet represents an idealic figure of a young woman who is flanked each side by a broad, wavy blue scroll on which appear the different monthly indices, 12 in all. The other six sheets are devoted to six individual bust studies of young women.

Each head is given a frame effect in imitation of burnt leather, with borders and decorations in L'Art Nouveau (The New Art) which is the latest French treatment for decorative effects and is all the vogue.

The new calendar is being given in return for ten oval fronts from Fairy Soap boxes or 25c. in stamps, and can be obtained from The N. K. Fairbank Co., Montreal.

WORLD'S SUGAR OUTPUT.

The United States Department of Agriculture, in its "official crop report" for November, announces that the indications are that the world has entered on a new era in the production of cane sugar. The department quotes estimates placing the total sugar production of the world in the year 1903-4 at 10,425,800 tons of 2,240 pounds each, including 4,342,800 tons of cane sugar and 6,083,000 tons of beet sugar.

STANDARD OF DRIED APPLES.

A circular issued by Lucas, Steele & Bristol, Hamilton, urging the grocery trade to make a special effort to keep up the quality standard of dried apples, is deserving of special consideration.

To the Trade :

We regret that owing to the explosion of Boiler No. 3 at our New-market Factories on the 18th inst., and the consequent damage to the plant, the execution of orders for lard pails, candy pails and other wooden packages will be delayed. As the damage (contrary to newspaper reports) was confined to the Boiler Room, our main building and machinery, owing to their substantial character, being but slightly injured, we hope to be in a good position within thirty days to take care of all orders with which we are entrusted.

The accident does not in any way affect BOECKH'S TORONTO BRUSH AND BROOM FACTORIES nor BRYAN'S LONDON BRUSH FACTORIES, which are running full time as usual; and we can also fill orders for wash tubs, water pails, washboards, clothes pins and sundry woodenware.

Regretting exceedingly any inconvenience that may be caused to our customers, we remain,

Yours very truly,

UNITED FACTORIES, LIMITED.

Head Office } Toronto, November 19th, 1903.

— time is precious



Guaranteed for 10 years.
14 Karat Filled Case.

this watch is yours
for a

\$36⁰⁰

order of "Bee"
brand goods

(assorted)

it's your rake-off

Price List of Bee Brand Goods

Bee Borax—40 5-oz. pkgs.	per case, \$1.40
" " —48 10-oz. "	" 3.25
" " —48 16 oz. "	" 4.25
Bee Coffee—30 1-lb. tins	per case, \$9.00
" " —15 2-lb. "	" 8.70
Bee Soda—120 8-oz. pkgs.	per case, \$2.75
" " —96 10-oz. "	" 2.75
" " —60 16-oz. "	" 2.75
Bee Starch—64 12-oz. pkgs.	per case, \$5.00

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MONTREAL, Que.

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Lumsden Bros., Hamilton and Toronto.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Crown Mfg. Co., Toronto.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N. Y.

Blue and Black Lead.
Lambe, W. G. A., & Co., Toronto.
Oakley, John, & Sons, London, Eng.
Smith & Gregory, Bristol, Eng.

Brooms, Brushes, Etc.
Canadian Broom Co., Ottawa.
Turner, James, & Co., Hamilton.
United Factories, Toronto.

Butter Tubs.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
British Columbia Packers' Ass'n, Vancouver, B.C.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery Consolidated Co., Hamilton, Ont.
Castle, F. J., Co., Ottawa.
Eckardt, H. P., & Co., Toronto.
Todd, J. H., & Son, Toronto.

Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

Chicken Food.
Greig, Robert, Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Brener Bros., London, Ont.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B., & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoa and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.

Coffee Clearer.
Lucas, Steele & Bristol, Hamilton.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.

Dawson Commission Co., Toronto.
Duck, Geo. H., Toronto.
Hull & Sharpe, Calgary, Alberta.
Nicholson, E., Winnipeg.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Sipes, Milford, & Co., Detroit, Mich.
Stegg, M. G., & Co., Toronto.
Steele, M. H., Winnipeg.
Thomas, J. P., Quebec, P.Q.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Toledo Computing Scale Co., Toledo.
Wilson, C., & Son, Toronto.

Condensed Milk and Cream.
Borden's Condensed Milk Co., New York.
Canadian Condensed Milk Co., Toronto.
Truro Condensed Milk & Canning Co., Truro, N.S.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Nerlich & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell, Co., Toronto.

Delivery Wagons.
Ewart, James, Toronto.

Educational.
Central Business College, Stratford.

Financial Institutions.
Bradstreet Co.

Flours and Cereals.
American Cereal Co., Peterborough, Ont.
Carter, G., Son & Co., St. Mary's, Ont.
MacKay, John, Bowmanville, Ont.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.
Tillson Co., Tillsonburg, Ont.

Fish.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.

Flavoring Extracts.
Greig Mfg. Co., Montreal.
Pure Gold Mfg. Co., Toronto.

Foreign Importers.
Kessel, F., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Clemes Bros., Toronto.
Eby, Blain & Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Gibb, W. A., & Co., Hamilton.
Goodwillie's—Rose & Lafamme, Montreal.
Husband Bros. & Co., Toronto.
Jones, Henri, & Co., Montreal.
Kinnear, T., & Co., Toronto.
McWilliam & Everist, Toronto.
Walker, Hugh, & Son, Guelph.

Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

General Groceries.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Simpson, R. & J. H., Co., Guelph, Ont.
Turner, James, & Co., Hamilton.
Snowdon, Forbes & Co., Montreal.

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Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

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

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.
Shingsby, H. C., Montreal.

Jams, Jellies, Etc.
Greig Mfg. Co., Montreal.
Jonas, Henri, & Co., Toronto.
Southwell—Frank Major, & Co., Montreal.
Upton's—A. F. MacLaren Imperial Cheese Co., Toronto.

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

Mince Meat.
Capetan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Mustard.
Colman, J. & J., London, Eng.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

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Batger's—Rose & Lafamme, Montreal.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Batty & Co., London, Eng.
Brand & Co., London, Eng.
Canadian Cannery Consolidated Co., Hamilton.
Colson, C. E., & Son, Montreal.
Ewing, S. H., & A. S., Montreal.
Jones, Henri, & Co., Montreal.
Lees & Langley, Toronto.
Patterson's—Rose & Lafamme, Montreal.
Stretton & Co., Worcester, Eng.
Turner, James, & Co., Hamilton.

Polishes—Metal.
Oakley, John, & Sons, Montreal.
Smith & Gregory, Bristol, Eng.

Polishes, Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

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

Salt.
Toronto Salt Works, Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.
Snowdon, Forbes & Co., Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
Snowdon, Forbes & Co., Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
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Dominion Molasses Co., Halifax, N.S.
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Ewing, S. H., & A. S., Montreal.
Japan Tea Traders' Ass'n.
Lipton, Thomas J., New York.
Lumsden Bros., Hamilton and Toronto.
Mathewson, J. A., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Simpson, R. & J. H., Co., Guelph.
Snowdon, Forbes & Co., Montreal.
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United Factories, Toronto.

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Canada Paper Co., Toronto.

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Lumsden Bros., Hamilton and Toronto.

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Ceylon Tea	6	Grimble's Vinegar	65	Nicholson, E.	37	Walker, Hugh, & Son	47
Christie, Brown & Co.	outside front cover	Grocers' Engineering Co.	10	Nicholson & Brock	49	Warren Bros. & Co.	57
Clark, R. W., & Co.	34	Hamilton Cotton Co.	64	Oakley, John, & Sons	outside back cover	Wethey, J. H.	outside back cover
Clemes Bros.	46	Harvey, John C.	51	Oakville Basket Co.	inside front cover	Whiteley, Muir & Co.	18
Coles Manufacturing Co.	28	Hill, Evans & Co.	55	Ocean Mills	25	White & Co.	47
Colson, C. E., & Son	outside back cover	Horrocks, T. J.	60	Page, C. S.	49	Wilson, C., & Son	3
Colman's Mustard	outside front cover	Hull & Sharp	37	Park, Blackwell Co.	17	Winn & Holland	65
"Commissioner" Tea	31	Husband Bros. & Co.	47	Patterson's Camp Coffee Essence	5	Wood, Thomas, & Co.	19
Computing Scale Co., of Canada	3	James' Dome Lead	9			Woods, Walter & Co.	18

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Blue Ribbon Ceylon Tea

has established the standard. It is just a little better than people expect for the price.

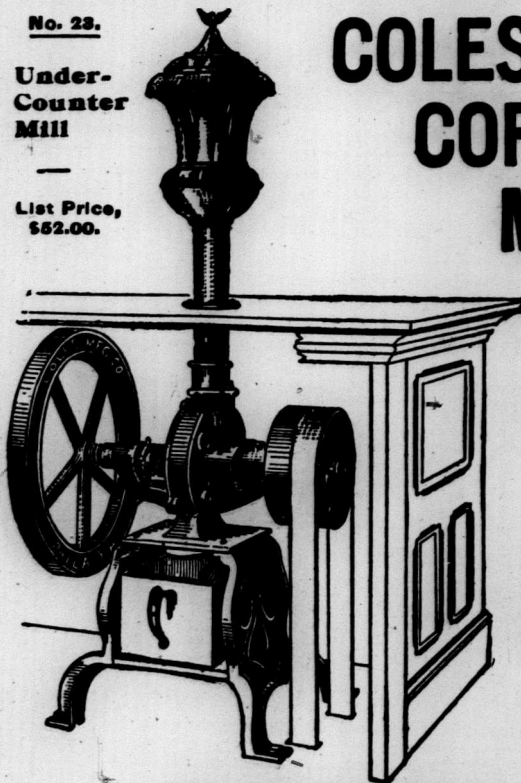
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Under-Counter Mill

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Our mills will Pulverise without heating Coffee.

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

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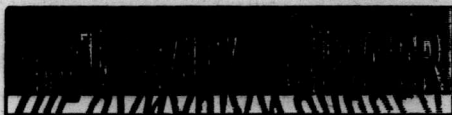


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BRITISH MERCHANTS AND CANADA,

IN conversation last week with the representative in Canada of a large English firm, THE CANADIAN GROCER was surprised to learn that the development of English trade with Canada is being hindered at present by a number of sensational reports of Canadian disloyalty now appearing in a few English papers. The firm which this gentleman represents have taken these sensational stories quite seriously, and, believing that Canada is about to separate from the Empire, they are afraid to invest any more money in Canadian trade. Hence they have written their representative instructing him to make no special efforts to secure new business until it is quite clear what is to be the outcome of the present situation. Quite naturally the agent is very much annoyed, for, being on the ground, he knows as well as any Canadian how groundless are the fears of his English principals. It is not unnatural that there has been a general expression of annoyance at the Alaska award, but talk of separation, except on the part of a few irresponsibles whom no person takes ser-

iously, there is none. As a people we are proud of our position as a not unimportant part of the Empire, for we know that only in unity is there to be found perfect security. Recent events in the Isthmus of Panama have given some indication of what might be the attitude of the United States Government toward Canada if she stood alone.

It is very much to be regretted that these foolish stories have been sent to England, and it is disappointing to find that they have gained some credence among English business men. If generally believed, they are bound to do harm to business, for English capital is naturally cautious and conservative. If British business men had an opportunity to visit Canada the mischief might very soon be remedied, for they would then see for themselves how groundless are their fears.

COMPETITION WISE AND FOOLISH.

IT is only partly true that "competition is the life of trade." There are two kinds of competition, one of which is beneficial while the other works little except ill. The competition which will most readily occur to the retailer is that which consists in a mad effort to gain trade by cutting prices. This is the kind of competition which very seldom does the retailer any good, for all his rivals immediately follow his example in self-defence, and even when trade is won there is no profit in it when prices are cut so low. Merchant No. 1 makes a cut in the price of a particular line of goods. His rival across the street is compelled to follow his example without delay, and the chances are that he will go him one better by announcing some special prices in another line of goods. By this price-cutting of his neighbors, Merchant No. 3 is seriously affected, and so ad infinitum. Quite naturally every merchant blames his fellow for this condition of affairs, when, as a matter of fact, it is very seldom that one man is more to blame than another.

This kind of competition requires little originality and very little brains. It is a game which all can play equally well, and no one merchant has a very decided advantage. Any merchant can cut prices,

no matter what the amount of gray matter secreted in his cranium. The one thing necessary is the possession of a capital which the owner is willing to dissipate in this foolish game.

It is time for the merchant with brains and originality to turn from a form of competition in which his superior ability gives him no advantage to a form of competition in which he should be able to outdistance his competitors, and at the same time gain a substantial reward for his efforts. When competition means only price-cutting it is apt to kill trade rather than increase it. But the competition which tends toward giving a better store service, which aims at supplying customers with a better class of goods, which would substitute new and up-to-date methods of store management for old, antiquated, rusty methods of fifty years ago, this is the competition which tends towards profit, and is, in fact, the very breath of life to a store.

The old, destructive kind of competition is surely out of date. The game is too simple; any fool can play it. What is wanted now is a competitive game which cannot be played without brains. And it is close at hand. There is a wide field for the merchant who thinks and who is blessed with a spark of originality. Let him expend on brightening up his store and dressing his windows the money he has been accustomed to waste in shaving prices. Let him use in searching out new high-class goods and serviceable novelties suitable for his store the energy which he is wont to waste in abusing his rivals for their cutting of prices. Let him make every possible effort to have a brighter, cleaner, more up-to-date store than any of his competitors. Let him strive to handle a better class of goods than any of his rivals and at the same time give a better store service. If he succeeds in making his store absolutely the first in these respects he will attract a profitable trade more surely than by any other method. But it requires brains to do it.

In endeavoring to educate the retail merchant to adopt this line of policy the various associations throughout the country are doing a good work. They deserve

success. The average merchant, whether in town or country, works hard. He comes to his store early and leaves late. Long hours and hard work should bring him a profit. Of what avail is a large annual turnover unless a profit be derived from it? No profit can be obtained when goods are sold at cut prices.

The time and energy which a merchant can devote to his business have limits, and they should be expended to the best possible advantage. The object should be to capture the best class of trade. The trade that is won by superior goods and best store service is more to be desired than the class which is attracted by cut prices. It pays a merchant to attract that class of customers who are able and willing to pay for first-class goods and superior service and want to get what they pay for. These people are more apt to be repelled than attracted by cut prices. Make the experiment. Others have found it profitable.

OUR PORTS ICEBOUND!

THE smug and smiling ignorance of some British publications in treating of colonial matters of which they are sublimely ignorant is one of those things we poor colonists mention in our prayers along the other calamities of nature from which we petition to be delivered.

Cold Storage, a London publication, devoted to refrigeration and allied trades, is a flagrant offender in this regard. Its latest exhibition of what it don't know about the colonies and liliputian dependence on countries without the Empire is to be found in an editorial in the issue of the 15th inst., anent Mr. Chamberlain's fiscal proposals:

"Mr. Kimber," says Cold Storage, "looks forward to the time when eventually the fresh mutton and beef imported into this country will be all colonial; frankly, we do not. The colonies have not inexhaustible resources. Without Argentina—which is practically a commercial British colony, the United States, and the free trade exporting countries of Europe we should be badly off. As regards New Zealand, it is impossible to extract a quart from a pint pot; as for Australia, the drought must return sooner

or later; and Canada is at the mercy of the United States for four months of the year, owing to the ice closing her ports. The Chicago exporters are likely to show small mercy to their Canadian rivals when retaliation is the order of the day."

Cold Storage has a perfect right to its opinion as to whether or not the colonies are destined to supply the Mother Country with fresh mutton and beef. But proceeding to elaborate the grounds of its opinion it immediately makes itself ridiculous.

In the first place New Zealand is grandly dismissed as a "pint pot." But as New Zealand has an area of 104,000 square miles, against 58,000 for England and Wales, 30,000 for Scotland and 32,000 for England, it would be simple courtesy for an editor whose travels have probably never taken him beyond the sound of Bow-bells to have sought a more dignified comparison.

As to Australia, the "drought must return." Mark the "must!" The editor of Cold Storage is in confidential relations with the weather bureau, and "he knows."

But Canada! Here Cold Storage is in his element, "at the mercy of the United States for four months of the year owing to the ice closing her ports." We can almost see the editor of Cold Storage rubbing his hands and beaming expansively on this triumph of refrigeration. But, alas for the editor of Cold Storage, there is a but! The only fault that can be found with his statement is that it is not true, a matter that is considered of some importance over here.

Perhaps Cold Storage has never heard of Halifax, N.S., St. John, N.B., and a place we refer to as Sydney, C.B., ports, which are as free from ice as the mouth of the Thames. A dozen more harbors in the Maritime Provinces could be added to this list, and, indeed, the keeping of the St. Lawrence open the year round is not beyond the range of possibility.

In addition, although it does not pertain to Atlantic shipping, but just for the information of Cold Storage, we might add that on our Pacific Coast we have ports favored by an almost tropical climate, where the grass is green all the year round, and ice and snow of extreme rarity.

It would perhaps be not too much to suggest that the editor of Cold Storage provide himself with a large scale map of Canada and a copy of the Dominion meteorological service report before again condemning us long-suffering colonials to hopeless refrigeration.

HARVEST HOME.

IT is always a comfort to know that you have had a prosperous year. It has been pretty generally believed by the agricultural interests of Ontario that the past Season was one to be thankful for. Now they are sure of it. The Ontario Bureau of Industries has just issued its final returns on the crops for 1903, and all doubts are set at rest.

In going over the estimates as found on another page of THE GROCER, one is struck with the versatility of the Ontario farmer. The barley crop, which was hit so hard by the United States tariff, is now turned to fattening stock instead of making malt, and the wet weather during harvest, which, as the report indicates, discolored the grain, in no way injures it for its present use. Wheat, which was once the Ontario farmers' great staple, shows a smaller acreage, but fortunately, the splendid yield of 25.9 bushels per acre. Peas are a much smaller crop than a few years ago, farmers abandoning them owing to weevil. Beans, however, have yielded 50% more than last year, and corn shows an increase of 9,000,000 bushels. Ontario's great cereal crop this year, however, is oats, an acreage of 2,645,965 acres more than that of all the other cereals combined, yielding over 110,000,000 bushels.

The inference is plain that farmers are turning to the coarser grains for stocking raising and dairying. If the Ontario farmer cannot compete with the wide acres of the western prairies he can carry his operations one step further and place the finished meat and dairy products on the market with even better results to his farm and bank account.

With these returns at hand the trade can look forward confidently for another good year's business in the province of Ontario.

IMPORTANT TRADE MARK DECISION.

JUDGMENT was handed out on Monday last by Mr. Justice Curran in the Superior Court of the Province of Quebec at Montreal in the case of Lefebvre vs. Landry. The litigation was over an application to make perpetual an injunction to restrain defendant from making use of a trade mark which resembled that used by plaintiff for his "Chinois Starch." The judgment is as follows:

Lefebvre vs. Landry.—Plaintiff presented a petition to the court asking for an interim injunction against the defendant, whom he charged with having fraudulently placed upon the market packages of starch for sale which bore a label imitating his registered trade mark for Chinese starch. The interim injunction was granted on the 6th of May, 1903, and the present action is for the purpose of having said injunction declared perpetual.

Plaintiff alleges that he is a starch manufacturer in the city of Montreal. That on the 26th of April, 1899, he caused to be registered in the Department of Agriculture at Ottawa a trade mark as a label for packages of starch bearing a representation of a Chinaman ironing a shirt with the word "Empois" at the top of the label and "Chinois" at the bottom. That shortly afterwards he made some alterations, adhering to the main feature of the Chinaman ironing a shirt on a table, and that he has ever since used this label as his trade mark. He alleges that he has spent large sums of money in advertising his starch through the newspapers by means of pamphlets and a host of devices, and that he has succeeded in building up a very extensive trade. Defendant, he charges with having in the month of September, 1901, and ever since put in the market packages of starch known as "Empois diamant" for the fraudulent purpose of palming it off as the Chinese brand of plaintiff. That the packages are of the same size and make up, that the directions for use have been printed on the sides of the packages being copied almost verbatim from plaintiff's packages in English and in French, and that the whole label is a fraudulent imitation of plaintiff's trade mark. He claims \$2,000 damages, and asks for a perpetual injunction. Defendant denies the main allegations of plaintiff's action. He points out that instead of the Chinaman ironing a shirt he is using a woman dressed differently from the Chinaman, with varying colors. He contends that the public cannot be deceived, at least, that no person of ordinary intelligence could be imposed upon. Further, he says that the department of trade marks in the Department of Agriculture at Ottawa has granted him a trade mark, and that this is more than a

presumption that there is no infringement. That the word "Chinois" being the name of a nation is not susceptible of registration, and in any case that plaintiff has suffered no damage. In one of the authorities quoted by defendant, Morse vs. Martin, Dorion's reports, vol. 3, page 353, we find the following quotation from Sebastian on trade marks, page 76, which is applicable here: "All that courts of justice can do is to say that no trader can adopt a trade mark so resembling that of a rival as that ordinary purchasers, purchasing with ordinary caution, are likely to be misled." Plaintiff here has established his allegations in the following particulars. He has built up a very extensive trade in this Chinese starch. He succeeded in so doing not only by quality of the starch, but by most lavish advertising, which must have cost him a large sum of money. He obtained a trade mark, the central idea of which is the Chinaman ironing a shirt. Defendant has merely substituted a woman in the place of the man, and it is proved that she has been spoken of as "la Chinoise." A young man in the employ of the plaintiff who was contemplating going into the starch business with his brother or with defendant, took one of the labels of plaintiff to a designer and told him to imitate it, but not to go too far. The intent of this young man was evidently fraudulent. A great many witnesses have been examined who contradicted each other as to the general resemblance of the labels. The size of the packages of plaintiff and those of defendant is identical, defendant has stolen the directions on the sides of plaintiff's labels, they are the same almost verbatim. The court is convinced that defendant's intentions were fraudulent, and that he has succeeded in getting up a label which is misleading. It would take too long to go into all the particulars of an exhaustive investigation. The damages suffered by the plaintiff, it is most difficult to prove, they are not extensive, owing to the proceedings having been adopted at an early date, the court considers that \$25 will cover what plaintiff actually lost, but the injunction will be declared perpetual, and besides the damages of \$25 defendant must pay the costs of injunction proceedings.

WESTERN SELLING AGENT.

Mr. E. Nicholson, of Winnipeg, has been appointed selling agent for Manitoba, the Northwest Territories and British Columbia, for the product of the new beet root sugar refinery just started at Raymond, Alberta.

LIVERPOOL APPLE MARKETS.

Mr. Fred Barker, apple exporter, Church street, Toronto, has received the following cable re Wednesday's apple market at Liverpool:

"55,000 bbls. selling; market weaker; Baldwins, 11s. 6d. to 15s.; Greenings, 15

to 18s.; Spies, 10 to 15s.; Russets, 14s. to 17s. 6d."

PERSONAL MENTION.

Mr. D. Gilmor, of Chase & Sanborn, Montreal, is spending a few days in Toronto this week, visiting his old friends in the trade.

Mr. W. A. Simonds, St. John, N.B., was a visitor to Montreal this week. Mr. Simonds is sole agent in New Brunswick for Lipton, Limited, handling jams, jellies, marimalades and provisions. He reports that he is doing good business in these lines.

Mr. J. A. Vance, representing J. D. Bradshaw, Toronto, chewing gums and waxed papers, was a caller this week at the Montreal offices of "The Grocer." Mr. Vance has just completed his eastern Quebec trip and reports satisfactory business.

Mr. Shaw T. Nishimura, Canadian representative of The Central Japan Tea Trading Association, is back to business after a week's absence through illness, a severe cold having confined him to his rooms.

Mr. Fred Dane, who has been in the brokerage business in Toronto for about 15 years, and who has been connected with the tea business ever since he left school, has gone into The Western Brokerage Co., and will have charge of the tea and coffee department. Mr. Dane began his career in the tea business in Belfast, Ireland.

A caller at the Montreal offices of "The Canadian Grocer" this week was Mr. D. T. Williamson, of The Brantford Starch Co., Ltd., who is making the last call of the year on his many customers in the city. In the course of conversation Mr. Williamson stated that his company at Brantford had struck gas on their premises and in sufficient quantities to run their engines. This discovery is of the greatest value and will make a saving of thousands of dollars annually in the cost of fuel.

EXPORT APPLE REPORT.

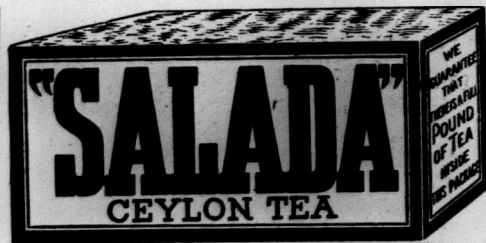
The following statistics of apples exported for week and season ending Nov. 21 has been handed out by Mr. Fred Barker, apple exporter, Church street, Toronto:

	Liverpool.	London.	Glasgow.	Various.	Total.
Montreal.....	7,593	1,694	16,357	21,916	47,560
New York.....	10,867	9,623	.....	37,942	58,432
Boston.....	55,921	7,317	.....	.....	63,238
Portland.....	13,966	.....	.....	.....	13,966
Halifax.....	.....	21,992	.....	.....	21,992
Week's total.....	88,347	40,626	16,357	59,858	205,188
Same week, 1902.....	104,523	22,501	38,552	9,202	174,778
Season to date.....	982,722	437,796	328,947	317,966	2,067,341
Last ".....	754,379	172,646	279,472	96,556	1,303,453

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12
Million
Packets
Sold
Annually



TRY THEM IN THE TEA POT THEY'LL SIMPLY WALK AWAY FROM JAPANS

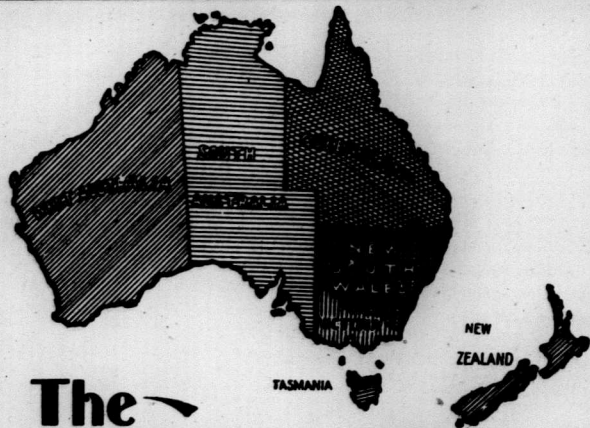
No mystery surrounds the instant and universal acceptance by critical connoisseurs of "**SALADA**" Natural Green Tea of Ceylon, wherever it has been offered.

"This is its simple story in a nutshell:"

It is an actually pure Natural Leaf Green Tea of exquisite flavor, and with an undiluted strength that renders it vastly more economical in use than the Japan Teas that it is so rapidly supplanting - - - It is of a light color in infusion, with a peculiarly delicate flavor and "bouquet."

This is a clear and concise statement of Fact published in the interest of those who have not yet studied this "**SALADA**" Green Tea question.

Sold only in Sealed Lead Packets. Same form, style and prices as the Celebrated Black Teas of "**SALADA**" Brand.



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Celluloid Starch
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is the best starch your customers can use and the best you can sell them.

Let us have your order now.

THE BRANTFORD STARCH WORKS, LIMITED,
 BRANTFORD, ONTARIO.

MARKETS AND MARKET VALUES

ONTARIO MARKETS.

Toronto, November 26, 1903.

GROceries.

THERE is little change to report this week. Trade has been very good indeed for the last several weeks back. Collections have been fair, but not so good as some might have desired. Christmas goods are being received and delivered, and general activity is noticeable. In canned goods the interest is centred round corn which can not now be bought under a dollar. Coffees are meeting a fair demand, but no change in price is quotable. Spices are in good demand. Pretty much all lines are being called for and the cheaper lines of cloves have been advanced. Syrups and molasses maintain their values and are meeting a very fair enquiry. Japan rice is stiffer and tapioca is holding fairly firm. Teas are in fairly good demand at firm prices. Teas for price are hard to get. China greens are considerably sought for and difficult to get. Dried fruits are in very active demand, especially for raisins and currants. Valencias are slightly higher on the primal market. Nuts are arriving in quantities. Sugar did not develop the weakness which was threatened last week but on the contrary revived at going to press, however, there were rumors of a cut in refined at New York which was causing some uneasiness.

CANNED GOODS.

In canned goods no particular change is noticeable. Corn continues to be the scarcest article in the vegetable line and none is now obtainable under a dollar. Other vegetables are unchanged. The demand for canned meats and fish is nominal. We quote:

Apples, 3's	0 80
" gallons	2 20
Asparagus	3 50
Beets, 2's	0 90
Beets, 3's	1 00
Blackberries, 2's	1 50
Beans, 2's	0 85
Corn, 2's	1 00
Cherries, red, pitted, 2's	2 20
" white	2 40
Pears, 2's	0 87 1/2
Pears, 3's	1 45
" 3's	1 90
Pineapples, 1 1/2's	1 50
" 3's	1 80
" 3's	2 25
Peaches, 2's	1 55
" 3's	2 45
Plums, green, 2's	1 10
" Lombard	1 00
" Damson, blue	0 95
Pumpkins, 3's	0 95
" gallon	2 50
Rhubarb, 3's	1 80
Raspberries, 2's	1 40
Strawberries, 2's	1 40
Succotash, 2's	1 00
Tomatoes, 3's	1 05
Lobster, tails	3 35
" 1-lb. Sats.	3 50
" 1-lb. Sats.	1 90
Mackerel	1 00
Salmon, sockeye, Fraser	1 65
" Northern	1 65
" Horseshoe	1 65
" Cohoes	1 15
Chums	1 25
Sardines, Albert, 3's	0 15
" "	0 23 1/2
" Sportsman 1's	0 14
" "	0 23
" Portuguese 1's	0 08
" P. & C. 2's	0 25
" P. & C. 1's	0 35
" Domestic, 1's	0 03 1/2

" Mustard, 1/2 size, cases 50 tins, per 100	8 00	0 11
Haddies	1 00	1 00
Kipperd herrings, domestic	1 45	1 55
" imported	1 00	1 10
Herrings in tomato sauce, domestic	1 45	1 55
" imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	2 50	2 60
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	2 85	3 00
English brawn, 1-lb. "	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	1 80	2 20
Soups and Boull, 2-lb. "	1 50	1 80
" 6-lb. "	4 50	4 50
Sliced smoked beef, 1/2 "	1 50	1 70
" 1-lb. "	2 65	2 80

COFFEES.

There is a fairly active demand from retailers for coffees at about unchanged prices. In New York the market still manifests a strong upward tendency where speculation is rather active. We quote:

Green Rio, No. 7	0 07 1/2
" No. 6	0 08
" No. 5	0 08 1/2
" No. 4	0 09
" No. 3	0 10
Mocha	0 21
Java	0 22
Santos	0 10 1/2
Plantation Ceylon	0 26
Porto Rico	0 22
Guatemala	0 22
Jamaica	0 15
Marsalbo	0 14

SUGAR.

Only small business in raws has transpired in week under review, but this was at full former figures, so that the anticipated decline of 1/2c. has not yet materialized. On Friday, November 21, United States refiners entered the market and purchased from stores 36,000 bags Demarara centrifugals, basis 96 per cent., at 3 1/2c. duty paid. Refiners had been expecting the rapid passage of the Cuban Reciprocity Treaty, with the consequent placing on the market of large holdings of sugars in the island and in store at United States ports, but later developments have shown that there is likely to be considerable delay in passing the treaty through the Senate, so present indications are that refiners will have to come into the market and buy supplies for their actual necessities. The treaty passed the Lower House at Washington on Thursday last, November 19, by an overwhelming majority, the vote being 335 for and 21 against, but there have been signs of opposition in the Senate which promise to block the final ratification, or at least delay it considerably. In fact, some are of opinion that the obstruction will be so strong that it may be impossible to effect ratification during the extra session of Congress which has been called for this specific purpose. Today's quotations for raws are nominal on basis of 2 1-16c. C.&F. for 96 test, which is equal to \$3.75 duty paid.

Europe is fluctuating between 8s. 6d. and 8s. 5 1/2d. for basis 88 per cent. test, f.o.b. Hamburg, November shipment and closed at latter figure, which is fully 1-32 cent above the parity of centrifugals in

New York. There is no change in the total estimates of the growing beet crops in Europe, though the German estimate has been increased 50,000 tons and other countries reduced 50,000 tons.

Receipts at United States four ports for week ending November 18, were 16,571 tons; meltings 26,000 tons; which is 4,000 tons less than previous week; leaving total stock of 102,635 tons, a reduction of nearly 10,000 tons for the week and over 80,000 tons less than same week last year. Combined stocks of Europe and America at latest uneven dates were 2,170,635 tons, being an increase of 49,226 tons of same period last year.

There is no change to note in Canadian refined so far, though the market is quiet and only a hand to mouth business is doing. We hear, however, that all New York refined was reduced 10c. per 100 lb. on November 24, which has created a certain feeling of uneasiness here and buyers are waiting for further developments. Since above was written and just as going to press the Canadian list was reduced 5c. all round, as below:

Paris lumps, in 50-lb. boxes	4 78
" in 100-lb.	4 68
St. Lawrence granulated	4 13
Redpath's granulated	4 13
Acadia granulated	4 03
Berlin granulated	4 03
Standard granulated (Wallaceburg)	4 03
Crystal granulated (Wallaceburg), 1902	3 93
Imperial (Dresden)	3 98
Beaver (Warton)	3 98
Phoenix	3 98
Bright coffee	3 85
Bright yellow	3 78
No. 3 yellow	3 73
No. 2 "	3 63
No. 1 "	3 43
No. 1 (Wallaceburg)	3 43
No. 1 (Berlin)	3 43
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	3 43

SPICES.

Advices from Europe re cloves are strong. All offerings are withdrawn and prices are tending upwards. Stocks in Holland, 16,000 bales, in London 17,000 bales. Pepper is quiet but firm as may be said of the rest of the list. Wholesalers are meeting a seasonal demand for the Christmas trade, but brokers report trade mostly consummated. We quote:

Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	3 25	0 30
Ginger	0 18	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

A good active demand is reported for these lines. In New Orleans a good demand at firm prices for desirable grades of molasses is reported. Syrups are quiet and unchanged in New York. We quote:

Syrups—		
Dark	0 30	0 32
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl, per lb.	0 02 1/2	0 02 1/2
" 1 bbls.	0 03	0 03
" kegs	0 03	0 03
" 3 gal. pails, each	1 30	1 30
" 2 gal.	0 90	0 90
" 5-lb. tins (in 2 doz. case) per case	1 90	1 90
" 5-lb. " (in 1 " " " "	2 25	2 25
" 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 47 1/2	0 50
Porto Rico	0 35	0 42

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builds itself up fast
if you sell

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Confectionery. Purity of material, years of experience, perfect machinery, are reasons for the wonderful expansion of our candy trade. Sell confectionery that will make you a name in your community.

Write us to-day a letter of inquiry re Xmas offerings.

McGregor-Harris Co., Limited

33 Pearl St., TORONTO.

We are the people who make "Quaker" Marmalade

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

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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.

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BUYERS and SELLERS

Correspondence solicited from ONTARIO,
MANITOBA and LOWER PROVINCES.

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

Maple syrup—			
Imperial qts.	0 95	1 00	0 27
1-gal. cans.		1 00	
5-gal. cans, per gal.		0 75	
Barrels, per gal.		4 50	
5-gal. Imp. brand, per can.		5 10	
1-gal. " " " "		5 60	
1-gal. " " " "		6 00	
Qts. " " " "			

RICE AND TAPIOCA.

These lines are meeting with a moderate demand. Tapioca is holding fairly firm with rice stronger for Japan but otherwise unchanged. We quote:

	Per lb.		Per lb.
Rice, stand. B.	0 03	Sago	0 03
Patna	0 05	Tapioca	0 03
Japan	0 07	Carolina rice	0 10

TEAS.

A very strong demand is reported on spot for India and Ceylon teas below 14 cents, but there is absolutely nothing in first hands to be bought and buyers are unwilling to pay prices asked in London and the East, this grade having advanced abroad 2c. from the lowest point. The demand for China greens which has been very light during the season is improving and inquiries are more numerous. Stocks are not large and little if any more is likely to come forward as the market in Shanghai is practically closed, except for Pingsueys and for some time past not only the price of tea in Shanghai but the rate of exchange has been very unfavorable for export. At last quotations exchange was 2s. 8d. against 2s. 4½d. earlier in the season, with teas on the whole bringing higher prices in Chinese currency. We quote:

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
cases, small leaf, firsts	0 35	0 40
half-chests, ordinary firsts	0 28	0 38
seconds	0 23	
thirds	0 16	0 18
common	0 15	
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
seconds	0 18	0 19
half-boxes, firsts	0 28	0 32
Japan—½ chests, 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	
Common	0 19	

FOREIGN DRIED FRUITS.

In foreign dried fruits the trade is very busy receiving the remainder of the Belona goods, which, owing to congested railroad facilities, have been delayed. Advices from Denia report Valentias slightly higher and firmer. The first arrival of Grenoble walnuts, 100 bales for Montreal, and 100 for Toronto, were at hand ten days ago. These have been the only arrivals till Tuesday when a further consignment came to hand from the same shipper, Mr. Victor Carret, Tullins, France. The goods were sold through Watt & Scott. Mr. Carret writes that the weather has been very unfavorable for drying and that it was with the utmost difficulty and after having to pick over the nuts several times in order to get goods of merchantable quality, that he was able to ship so early. Marbot walnuts are also early on the market this year, E. M. Dadelsyen & Co. having executed all orders for Canada on October 27 to catch transshipment at Liverpool on a steamer leaving November 5. Marbots have not suffered from rain and cold to nearly the same degree as Grenobles. Filberts are also early on the market. Ferd Baller & Co. having shipped all Canadian orders sold for October ship-

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,
VICTORIA, B. C.

Represented in the Orient by Mr. A. R. Tufts, with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us. Our facilities for doing business are second to none.

C. 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 popularity of our seal quarts is evidenced by our sales. Are you handling this up-to-date style of package? The housekeeper's verdict being, it pays to get the big bottle. Are you still using soap in bath or have you reached that pinnacle of fashion where Perfumed Toilet Ammonia is craved for?

JOHN G. HARVEY,

Manufacturing Chemist, Todmorden, Ont.

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.

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.

Do you use... FOSTER'S POTS?

STRONG
DURABLE
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POROUS
AND
CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

THE MARKETS

The Canadian Grocer

ment on September 28 from Messina by direct steamer to New York. We quote:

CURRENTS.

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

RAISINS.

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

DATES.

Halloweas	Per lb.	0 04 1/2	0 05	Fards	Per lb.	0 07 1/2	0 09 1/2
Sairs	Per lb.	0 04 1/2	0 04 1/2				

PRUNES.

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

CANDIED PEELS.

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

FIGS.

Tappets	Per lb.	0 03 1/2	0 03	Elemes	Per lb.	0 09	0 20
Naturals	Per lb.	0 06 1/2	0 09 1/2				

APRICOTS.

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

Californian evaporated	Per lb.	0 08	0 12
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NUTS

Hickory nuts, per basket	0 65	0 75
Cocoanuts, per sack	4	00

COUNTRY PRODUCE.

EGGS.

Receipts are still insufficient and strictly new laid are more than ever difficult to obtain. Stocks are short and demands are being made from the East on the local market. Strictly new laid have advanced a full cent and other grades show a marked upward tendency. We quote:

Eggs, strictly new laid, per doz	0 23	0 24
" candled, per doz	0 20	0 21
" pickled, per doz	0 18	0 19

The demand for beans continues to exhibit normal strength and supplies are coming forward satisfactorily at present quotations. We quote:

WHITE BEANS.

Beans, mixed, per bush	1 50
" prime	1 75
" handpicked, per bush	1 90

There is nothing new to note in the honey situation. Prices are maintained at previous quotations. Demand is normal. We quote:

HONEY

Honey, extracted clover, per lb	0 06 1/2	0 07 1/2
" sections, per doz	1 00	1 50

There appear to have been considerable quantities of evaporated apples carried over from last year. Dried are rather scarce and are quickly taken up at prices quoted, so there are no stocks accumulating. We quote:

DRIED APPLES.

Apples, dried, per lb	0 04 1/2	0 04 1/2
" evaporated	0 06	0 06 1/2

Poultry is coming forward better with the firmer weather. Complaint is heard of considerable poor stuff, some scalded. There is a good demand for first-class stock at prices given. We quote:

POULTRY.

Chickens, live per lb	0 07	0 08
Old hens	0 05	0 05
Ducks	0 08	0 09
Turkeys	0 09	0 10

Chickens, dressed, per lb	0 09	0 10
Old hens	0 06	0 07
Turkeys	0 11	0 12
Geese	0 07	0 08
Ducks	0 09	0 11

FISH.

Supplies are coming along very fairly and a brisk trade is being met in all lines, especially in oysters. Selects are considerably easier. We quote:

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 07
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 05
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 07
Cod, per lb	0 08
Finnan haddies, per lb	0 08
Blowers, per box	1 25
Oysters, standard, per small pail	4 05
" selects	4 95

GREEN FRUITS.

The cold weather has helped the green fruit market considerably and a more satisfactory feeling prevails. New stuff is coming in more freely and in fine condition. Oranges are easier as are also grape fruit. Messina lemons now hold the market in that line. Cape Cod cranberries are off and Jerseys take their place. California pears are on sale at \$4 per box, and Florida pines bring \$4 to \$4.50 per crate. Bananas are much easier, Jamaica firsts being on the board. We quote:

Jamaica oranges, per bbl	4 75
" per box	2 75
Florida	3 50
Messina lemons, new, per box	3 00
Florida pineapples, per crate	4 00
California pears, per box	4 50
Bananas, large bunches	1 75
" small bunches	1 25
Apples, per bbl	2 00
Pears, winter varieties, per basket	0 25
Almeria grapes, per keg	5 50
Florida grape fruit, per box	6 00
Cranberries, Jersey, per bbl	9 50
Limes, per case	1 25

VEGETABLES.

The vegetable market does not show much change since last week. Potatoes are temporarily scarcer, the cars not yet having been made ready for frost. Cauliflowers have been damaged by the frost and celery is a little easier. In other lines values are perhaps a little firmer. We quote:

Cabbage, per doz	0 40	0 50
" red, per doz	0 40	0 75
Potatoes, per bag	0 70	
Potatoes, per bag, car lots	0 60	
Sweet potatoes, per bbl	3 00	4 25
Onions, per basket	0 30	0 40
Onions, per bag	1 25	1 40
Spanish onions, per crate	1 00	
Spanish onions, large cases	1 50	
Bunch lettuce, per doz bunches	0 30	
Radishes, per doz bunches	0 50	
Mushrooms, per lb	0 60	0 75
Mint, per doz bunches	0 20	
Parley	0 20	
Spinach, per bush	0 50	0 60
Beets, per bush	0 40	
Cauliflowers, per doz	0 75	1 50
Carrots, per bag	0 50	
Paranips, per bag	0 50	
Vegetable marrow, per doz	0 40	0 75
Celery, per doz	0 25	0 60
Butter squash, per doz	0 75	1 25
Hubbard squash, per doz	0 75	1 50
Pumpkins, per doz	0 75	1 25
Yellow turnips, per bag	0 35	
White turnips, per bag	0 50	
Oyster plants, per doz	0 20	0 30
Leeks, per doz	0 30	
Sage, per doz	0 10	
Savory, per doz	0 10	
Citrons, per doz	0 50	1 00
Artichokes, per bush	0 75	

SEEDS.

Seeds are reported to be in fair ordinary supply and average quality. Dealers are paying for farmers' cleaned f.o.b. point of shipment:

Red clover, per bush	5 50	6 25
Alsike	4 50	5 50
Timothy, per cental	2 00	2 60

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.

Manitoba wheat, No. 1 Northern, is from 1 1/2 to 2c. firmer. Manitoba No. 2

Northern is quoted at 85 1/2 to 86c. Oats are 1/2c. easier. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 91 1/2	0 92 1/2
" Northern No. 1 "	0 87 1/2	0 88
No. 1 Manitoba wheat, " No. 2 "	0 85 1/2	0 86
Red, per bushel, on track Toronto	0 81	0 81 1/2
White "	0 81 1/2	0 82
Barley "	0 44	0 45
Oats "	0 32 1/2	0 33 1/2
Peas "	0 66	0 67
Buckwheat "	0 47	0 47
Rye, per bushel, "	0 58	0 57

FLOUR.

The flour market continues brisk. We quote:

Ontario patents, per bbl	3 70	3 95
Hungarian patents "	4 20	4 40
Manitoba bakers "	4 00	4 15
Straight roller, "	3 50	3 60

BREAKFAST FOODS.

There is a good demand for breakfast foods this week. Last week's prices continue unchanged. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 25
Roller oats, standard, carlots, per bbl, in bags	5 50
" " " " in wood	3 90
" " " " for broken lots	4 00
Roller wheat, per 100-lb. bbl	5 50
Cornmeal	4 00
Split peas	4 75
Pot barley in bags	4 00
" in wood	4 25
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	3 00

HIDES, SKINS AND WOOL.

Business this week, like last, is very dull, the ruling prices being the same as last week. Our quotations are:

HIDES.

No. 1 green, per lb	0 07 1/2
" 2 "	0 06 1/2
" 1 " steers, per lb	0 08
" 2 "	0 07
Cured, per lb	0 08 1/2

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb inclusive	0 09
" 2 "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 1 "	0 06
Deacons (dairies), each	0 60
Lamb and sheep skins	0 75

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool	0 16	0 17 1/2
Pulled wools, super, per lb	0 17	0 19
" extra	0 20	0 21
Tallow, per lb	0 04 1/2	0 05

QUEBEC MARKETS.

Montreal, November 26, 1903.

GROceries.

THE jobbing trade during the week has been on the quiet side though comparing favorably with the volume of last year at same time. As usual there is always a falling off as the close of navigation approaches, as most of the orders are sent out and merchants do not wish to run too close to the freezing up of the river. Tea business has shown somewhat of an improvement over last week, though it is anything but active, and it is generally felt that trade will be quiet for the rest of the year. Japans are scarce and prices holding up. Some 200 packages were sold by one merchant this week. In Ceylon greens a few good orders were booked. Sugars are only going from hand to mouth and trade is very quiet, though market continues steady. Syrups in fair demand. Barbados molasses are reported a shade easier though the reduction has not provoked any large sales. In canned goods corn continues inquired for and there seems to be a still hunt on for this line. \$1 to \$1.10 is asked generally. Other lines in fair demand. Coffee dull and uninteresting. Spices continue firm in all grades, except ginger. The pepper producing countries all report short crops and orders are being cancelled at request of African sellers who are paying good

premiums for this privilege. Cloves unchanged. It is more profitable for Canadians to buy in New York paying full duties than in London with two-thirds duty. Rice and tapioca are dull and little doing. In dried fruits the recent advances in Tarragona almonds and shelled walnuts has stimulated trade in these lines. An advance of 2s. is reported in Tarragona almonds, and sympathetically shelled walnuts show an advance of from 5 to 10 frs. over opening prices. In green fruits trade has shown up better this week than last. Lemons are still scarce. New dates have arrived and are selling generally at 4½c. Fish business on the whole has been better. British Columbia salmon and halibut are coming in more freely. Vegetables show a fair trade in all lines, though most business is done in potatoes.

The close of navigation has made it apparent that there is a scarcity of eggs this Fall and high prices are now being paid without a murmur. The bean market is now declining gradually, but what the final outcome will be it is very difficult to predict. In the honey situation there is nothing new. It would seem that evaporated apples have found their level. The dissolution of the Evaporators' Association has had no effect on prices. In flour and feed there is very little doing at present and prices are firm and unchanged.

SUGAR.

Trade in sugars has been quiet during the week and sales have only been on a small scale. The market is steady and no indications of any radical change either way are in sight, though as a prominent broker expressed it, "You can never tell how the sugar market is going to jump. Indications may point to strong advance, when down go prices 10c. per cwt. and vice versa." We quote:

Granulated, bags and bbls.	4 10
" 1-bbls	4 25
" bags	4 05
Paris lump, boxes and bbls.	4 65
" 1-boxes and 1½-bbls.	4 75
Extra ground, bbls.	4 50
" 50-lb. boxes	4 70
" 25-lb. boxes	4 80
Powdered, bbls.	4 30
" 50-lb. boxes	4 50
Dominio lumps, boxes and bbls.	4 55
" 1-boxes and 1½-bbls.	4 65
Phoenix	3 95
Cream	3 80
Bright coffee.	3 80
" yellow	3 80
No. 3 yellow	3 70
No. 2	3 50
No. 1 " bags and bbls.	3 35
Raw Trinidad	3 15
Trinidad crystals	3 20 3 25

SYRUPS AND MOLASSES.

In syrups business is only fair, some houses reporting quite a decided increase in their sales of syrups during the past few months as compared with similar periods during past years. Is the trade changing to package syrups? In molasses, Barbados is reported as a shade easier, though the trade generally are adhering to 42 and 45½c. per gal., according to quality and package. We quote:

Barbados, in puncheons, old.	0 39
" new.	0 42 0 43
" in barrels	0 42½ 0 44½
" in half-barrels	0 43½ 0 45½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02½
" 1-bbls.	0 02½ 0 03
" 4-bbls.	0 03
" 3½-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
" 16-lb. " 1 doz.	2 25
" 20-lb. " 1 doz.	2 10

TEAS.

The market, although not active, is showing improvement over last week. A few sales of one hundred to two hundred packages of Ceylon greens have been booked during the week. In Japan's the feeling is very quiet. One sale is reported of two hundred packages. Enquiries continue for China Congous and China greens are in fairly good demand, but not procurable at jobbers' offers. We quote:

Good to medium Japans	0 18 0 21
Fine to choice Japans	0 23 0 26
Ceylon greens	0 14½ 0 18
Indian greens	0 16 0 19
Japan style China congous	0 08 0 10
Pealeaf Gunpowder	0 21½ 0 23
Common	0 12½ 0 15
Ceylon blacks	0 14 0 18
Indian	0 11½ 0 20

COFFEE.

The market is dull and uninteresting, though New York market has been a little better during the week. Prices remain unchanged. We quote:

Good cucutias	0 09 0 09½
Choice	0 11½ 0 12½
Jamaica coffee	0 08 0 10½
Java	0 17½ 0 22

SPICES.

The spice market continues stiff in all lines except ginger. New York advices report that the crop in the pepper-producing countries is short. In cayennes further large cancellations of contracts for Zanzibar pepper to arrive in New York have been effected with the African sellers at very liberal premiums, the sellers being quite unable to secure any more pepper at Zanzibar. The spices are pretty well held by one New York house. Prices in low grades have been advanced owing to the increasing demand. Cloves remain unchanged with a firm market. A peculiar feature in spices is that they are so much lower in New York than London as to make it more profitable for Canadian buyers to buy in New York, paying a full duty, than to buy from England with two-thirds duty. 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
Ginger, ground Japan	0 12 0 13
" Cochin	0 19 0 20
" Jamaica	0 18 0 20
" African	0 13 0 14
Cassia	0 14 0 16

RICE AND TAPIOCA.

Trade in these lines is very quiet. Nothing of interest to report. There are no changes since the receipt of advance reported in last week's issue. 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 62½
" " in 1-bags	4 75
" " in 1-bags	4 87½
In the open territory prices are about 10c. less	
" MOUNT ROYAL" FANCY RICES.	
Mandarin Patna	4 25
Imp. Glace Patna	4 50
Polished Patna	3 87½
Indian Bright	3 60
Java Caroline	3 50
Lustre	3 75
Snow Japan	4 87½
Japan Ice Drips	5 25

Tapioca, medium pearl	0 02½ 0 03
" seed pearl	0 03 0 03½
" flake	4 00
Imported Italian	0 09
Fancy Head Carolina	0 10

CANNED GOODS

The only feature of the canned goods situation this week is the continued inquiry for corn. Prices asked range from \$1 to \$1.10 in large quantities. A few brokers are on the lookout for western account but the trade generally are none too keen to let go even at \$1. Some old stock, it is reported, changed hands at 90c., though the quantity sold was only a few hundred cases. Gooseberries are reported off the market. Salmon is interesting and in good demand even at the strong prices ruling. We quote:

Tomatoes	1 05
Corn	1 00
Peas	0 87½ 1 40
String beans	0 82½ 0 85
Strawberries, preserved	1 40
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtberries, 2s.	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 40 1 60
" 3s	2 10
Peaches, 2s	1 55 1 67½
" 3s	2 40 2 60
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 85
Spinach	1 40
Sugar beets	0 90 1 00
Salmon, pink	0 90 0 95
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, tails	3 45
" 1-lb. flats	4 00
" 1-lb. flats	2 25
Canadian Sardines, 1s.	3 65 4 00

FOREIGN DRIED FRUITS.

A considerable amount of business has been done in all kinds of dried fruits and the recent advance in Tarragona almonds and shelled walnuts has stimulated trade in these lines. Denia and Malaga fruits of all kinds are receiving good attention though nothing of interest affecting prices is reported from ordinary shipping points. An advance of 2s. is reported on Tarragona almonds, and shelled walnuts in sympathy with Mayettes show an advance of from 5 to 10 frs. over opening prices. As regards currants, prices remain steady with some local enquiries for local account. We quote:

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

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½ 0 09
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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	1 00 1 10
Elemes, 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 12½

MALAGA RAISINS.

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

CALIFORNIAN RAISINS.

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

THE MARKETS

The Canadian Grocer

PRUNES.

	Per lb.	Per lb.
30-40s.....	0 08	0 07 1/2
40-50s.....	0 07 1/2	0 07 1/2
50-60s.....	0 07	0 07
60-70s.....	0 06 1/2	0 06 1/2
70-80s.....	0 06 1/2	0 06 1/2
80-90s.....	0 06	0 06
90-100s.....	0 05	0 05
Oregon Prunes (Italian style) 40-50s.....	0 07 1/2	0 07 1/2
50-60s.....	0 07	0 07
Oregon prunes (French style), 60-70s.....	0 06 1/2	0 06 1/2
80-90s.....	0 04 1/2	0 04 1/2
100-120s.....	0 04	0 04

GREEN FRUITS.

Trade during the week has been very much better. Oranges have been in fair demand. Bananas are not enquired for very much. Lemons continue scarce and are selling at high prices. Cranberries are coming in more freely. New dates have arrived and are selling freely at 4 1/2c. Second shipments are not expected until the second week in December. Enquiries for California navel oranges are coming in but it is not expected that this fruit will arrive before December 10. We quote:

Cocoanuts, per bag of 100.....	4 00
Canadian apples, in bbls.....	3 25
Pineapples, 24 to case.....	6 00
30 to case.....	5 50
Bananas.....	2 25
Canadian pears, per basket.....	0 40
Grapes, Canadian, blue.....	0 20
red and green.....	0 30
California Tokay grapes, per box.....	2 75
Jamaica oranges, in bbls.....	3 00
boxes.....	3 50
Sweet potatoes, per bbl.....	3 75
Spanish onions, cases.....	2 25
New Messina lemons 300's.....	3 75
360's.....	3 25
Florida oranges, per box.....	3 75

FISH.

Prices generally remain unchanged. The trade has been very good, business generally being on the increase, the harder weather contributing to that end. British Columbia salmon and halibut are starting to come in, which will make a material change in prices in a short time. In dried and prepared fish a fair amount of business is turning over. Same may be said of salt and smoked fish. Oysters remain unchanged the market being well supplied. We quote:

Bloaters, Yarmouth.....	1 25
Haddies.....	0 07 1/2
Smoked herring, per box.....	0 15
Fresh haddock, per lb.....	0 04
Dore, per lb., frozen.....	0 07 1/2
Pike.....	0 06
Halibut, frozen, per lb.....	0 10
Fresh halibut.....	0 14
Gaspé salmon, frozen, per lb.....	0 14
Fresh B.C. salmon, per lb.....	0 15
Steak cod.....	0 05
No. 1 Herring, Labrador, per bbl.....	5 50
half bbl.....	2 75
No. 1 Holland herring, per half bbl.....	6 50
No. 1 Scotch herring, per keg.....	0 95
Holland herring, per keg.....	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 1/2
Skinless cod, cases 100 lb.....	4 75
Dried codfish, new, per 100-lb. bundles.....	4 75
E. C. salmon, per bbl.....	14 00
B. C. Salmon, 1-bbl.....	7 50
Marshall's kippered herring, per doz.....	1 48
Canadian kippered, per doz.....	0 80
Canadian 1/2 sardines, per 100.....	3 75
Canned cove oysters, No. 1 size, per doz.....	1 30
Canned cove oysters, No. 2 size, per doz.....	2 25
Shell oysters, No. 1 Malpeques.....	6 75
common.....	5 00
Standard bulk oysters, per gal.....	1 40
Selects.....	1 60

VEGETABLES.

A fair trade has been done in all lines of vegetables, potatoes principally receiving attention. Easier prices ruled during the past week, owing to the unusually mild weather that has prevailed throughout this district. Weather hardening will probably stiffen up prices. Onions of the red variety are scarce and high prices are being realized. We quote:

Cabbage, per doz.....	0 30
red, per doz.....	0 45
Cucumbers, per doz.....	0 18

Onions, per basket.....	0 50	0 70
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 15	0 35
Parsley, per doz.....	0 10	0 10
Radishes, per doz.....	0 15	0 25
Pumpkins, per doz.....	0 60	1 35

COUNTRY PRODUCE.

EGGS.

Dealers throughout the country have been waiting anxiously for the close of navigation for it was felt that it would then be possible to decide with some degree of certainty what the future of the market would be. With its close this week it is apparent that there is an ever increasing demand for stock at high prices and the trade are forced to come to the conclusion that there is a serious shortage this Fall. Prices are now very firm, late Fall stock closely selected selling at 25 to 26c., selects 23c., straight stock 22c., market 19 to 20c., Montreal pickled 19c.

BEANS.

It is still dangerous to hazard a guess as to the ultimate course which the bean market will take. The week has seen a decided decline in values and considerably reduced quotations are given below. It is claimed by the producers that the present decline is unwarranted, that stocks are short and that a return to high prices is bound to come. They say that the crop is now nearly all shipped out and some sections report that there are not more than 3 or 4 carloads yet to ship. Reports from the bean district have been so conflicting all Fall that it is hard to say how much reliance should be placed on the stories now current. The fact remains that at present there is a downward tendency and prices have been reduced during the week. We quote:

No. 1 hand-picked, carlots.....	1 65
Choice prime, per bushel.....	1 65
carlots.....	1 50
Ordinary (off grade), per bush.....	1 40

HONEY.

There is nothing new in the situation except that the market is reported a little firmer and an advance of 1/4c. will be noted in our quotations below. Buckwheat honey continues very scarce; in fact it is said that there is none at all on the local market. Comb honey is in very good demand and supplies are light. In other lines there is a good supply. We quote the following prices:

Strained, white.....	0 08
Clover and basswood.....	0 08 1/2
Buckwheat.....	0 07 1/2
Comb honey.....	0 13

MAPLE PRODUCTS.

The market continues quiet and prices are steady. There is nothing of special interest to note. 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.

There is nothing new to report. Prices are steady at figures given for some weeks back and they seem to have found their level. As noted in last issue the agreement of the Association of Evaporators expired on November 15, but this has not affected the market. We quote the following wholesale prices:

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

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

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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.

HULL & SHARPE,

Manufacturers' and Commission Agents,

CALGARY, - ALBERTA.

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

QUEBEC.

To Manufacturers' Agents

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

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

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

FLOUR AND GRAIN.

FLOUR.

The market continues to be fairly active and quotations are unchanged. We quote as follows:

Manitoba spring wheat patents	4 60
strong bakers	4 30
Winter wheat patents	4 25 4 35
Straight rollers	3 85 4 00
Extra	3 60 3 70
Straight rollers, bags	1 85 1 90
Extra, in bags	1 70 1 75

FEED.

There is a good demand for bran and the tone of the market is firm. Prices are unchanged as follows:

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

CORNMEAL.

There is an improved demand at unchanged prices. We quote:

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

ROLLED OATS.

There is an increasing demand at firm and unchanged prices. We quote:

Rolled oats, in bbls.	3 75	3 80
in bags	1 80	1 85

BARLEY.

Pot and pearl barley are very scarce at present and the demand is good. We quote:

Pot barley	1 85
Pearl "	2 85

GRAIN.

Business is quiet now in all lines except oats, for which there is a good demand for local consumption. Deliveries from Ontario are now much heavier than for some weeks back. We quote:

No. 1 hard Manitoba	0 91
No. 1 Northern	0 88 1/2
Rye	0 57 0 57 1/2
Peas	0 71 0 72
Corn	0 52 0 53
Buckwheat	0 49
Barley	0 50 0 51
Oats	0 35
Malt	0 75 0 80

BALED HAY.

Prices are easier but no actual changes are reported. The market is quiet. We quote:

No. 1 timothy	10 00	11 00
No. 2 timothy, choice	9 00	9 50
No. 2 timothy, ordinary	8 50	8 75
Clover, carlots	7 50	8 00

LOOSE HAY.

The market continues quiet at \$7.50 to \$8 per load of 100 bundles, of 15 lb. each.

ASHES.

The market is firm at unchanged figures. Business is fair except in pearls, of which very few are offering. We quote:

First pots, per cwt	5 95	6 00
Seconds	5 55	
Pearls, per 100 lb.	7 00	7 25

HIDES.

The market is now very quiet but as yet there has been no change in prices. The local market has been affected by the closing down of boot and shoe houses in Quebec. We quote:

No. 1 beef hides	0 09 1/2
No. 2 "	0 08
No. 3 "	0 07
No. 1 buff sheepskins	0 77 0 79
Lambskins	0 70 0 75
No. 1 calfskins	0 10
No. 2 "	0 08

RAW FURS.

Furs are still coming in slowly and the dealers complain that the weather has not been cold enough to make trade very active. We quote:

BEAVER—Labrador and choice Eastern	Large \$6.00	Medi'm \$5.00	Small \$2.75	Kitts \$1-1.50		
Territory Rocky Mountains and Western						
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75		
Partly Prime, or, No. 2	4.00	3.00	2.00	.50		
Unprime, or, No. 3	3.00	2.00	.25	.40		
Flat, weak, or poor, or, No. 4	2.50	.50	.75	.25		
BEAR—Black—Choice only	Large 12.00	Medi'm 8.00	Small 6.00	2 4.50	3 2.00	4 .50
Brown	10.00	6.00	4.00			Cuba. Year's \$2.00 to \$6.00 per pound.
BADGER—Of all sections	1 .50	2 .25	3 .10	4 .05		
FISHER—Eastern and far North-Eastern	Dark 7.00	Brown 5.50	Pale 5.00	2 3.00	3 1.75	4 .50
Territory and Western	7.60	5.50	3.50	2.00	1.00	.50
FOX—Red—North-Eastern and similar fine bright red kinds	Large 4.00	Small 3.00	2 1.25	3 .75	4 .20	
Territory and Western	4.00	3.00	1.40	.50	.20	
" Cross—Value principally as to beauty, also size & richness	15.00	7.00	4.00	2.50	1.50	.50
" Silver—Eastern and far Northern	125.00	75.00	40.00	20.00	9.00	4.50
" Pacific Coast, Territory and Western	100.00	50.00	30.00	15.00	5.00	2.50
LYNX—Far North-Eastern	Large 5.00	Medi'm 3.45	Small 2.25	2 2.00	3 .75	4 .25
Territory and Western	5.00-8.00	3.45	2.25	2.00	.60	.30
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25
Territory and Western	3.50	2.25	1.50	1.00	.60	.20
Quebec and Ontario	3.00-4.00	2.25-3.00	2 to 2.25	1.00	.50	.25
MINK—Halifax, far North-Eastern and choice	Large 4.00	Medi'm 3.25	Small 2.50	2 2.25	3 1.50	4 .40
Territory and Western	1.50-2.00	1.50	1.00	.75		.25
MUSKRAT—Eastern, best large	Spring 15 to 18	Winter 10 to 15	Fall 7 to 10	Kitts 2 to 4		
Territory and Western	5 to 10	7	2 to 4			
OTTER—Labrador and far North-Eastern	Large \$10-15	Small 7.00-10	2 5.00	3 2.50	4 2.00	Cuba \$1.00 to \$2.00
Territory and Western	6.00	4.50	3.50	2.25	.50	.25 to .50
RACCOON—Black—Value according to darkness, size and beauty	Large 75-1.50	Small 60-1.00	33-60	25	15	.25
	2.25	2.00	1.00	.50	.25	
SKUNK	Black 75-1.25	Sh r 75	St 40-50	St White 15-15	3	
	Dark 5.00	Brown 4.00	Pale 2.50	1.50	.75	.25
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.					

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., Nov. 23, 1903.

DEALERS are busy and seem satisfied with the amount of their Fall business. In the wholesale grocery business the last month shows the largest turnover during the year, as well as the largest regular cash payments. Money is stiff and outside dealers are occasionally unable to meet their paper promptly. The action of some banks in refusing to make advances to dealers where credit and security are good is meeting with adverse criticism.

OILS.

In burning oil the high prices still hold. Markets are firm. While sales are large dealers notice the effect of twenty-four minutes more light per day. Lubricating oils are firm. Linseeds are low. Turpentine is held at full figures. Cod oil in local market is scarce. We quote:

American Water White	0 23
Best Canadian	0 22 1/2
Prime	0 22
Linseed oil, raw	0 54
boiled	0 57
Turpentine	0 89
Cod Oil	0 34 0 37

SALT.

The first Winter port steamer has arrived and henceforth regular shipments of Liverpool coarse salt. Prices are firm, though this is not the season of demand. In fine salt business is quiet. We quote:

Liverpool coarse, per bag	0 60	0 65
English factory-filled, per bag	1 00	1 10
Canadian, per bag	1 10	
Cheese and butter salt, per bbl.	2 25	2 35
" " 5-lb. bags, per bbl.	3 10	
" " 10-lb "	2 85	
" " 20-lb. wood boxes, each	0 25	
Canadian fine	10	0 15
" " "	25	0 25
" " "	1 90	2 00
English bottled salt, per doz.	1 25	1 80
Mineral rock salt, selected lumps, per 100 lb.	0 60	1 00

CANNED GOODS.

Tomatoes are of particular interest. Stocks here are short. The outlook is for higher prices. Corn and peas are firmly held. Fruits come to hand slowly

Tomatoes, 3's	1 10	1 25
Corn	0 90	0 95
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 50	1 75
Blueberries	1 00	1 20
Raspberries	1 40	1 50
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3's	2 50	2 75
3-lb. apples	0 95	
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated	2 00	2 50
Sugar beets	0 95	1 00
Salmon, choice	1 25	1 35
" spring	1 35	1 50
" sockeye	1 50	
Domestic sardines, oils, 1/2	3 25	3 35
" mustards, 1/2	3 00	3 10
Kipperd herring	3 25	4 00
Finnan haddies	3 25	4 00
Corned beef, No. 1	1 50	1 60
" No. 2	2 60	2 70

GREEN FRUIT.

Business is more active. Apples are being freely sold. For fine fruit some Canadian apples have been imported. The finest apple here at this season in the Nova Scotia Bishop Pippin. In many lines the best Nova Scotia stock does not come here as better returns are got from export. Oranges and lemons are unchanged. Malaga grapes are lower with stock coming from New York and Boston at low figures. Cranberries are high with some good Nova Scotia berries offered. We quote:

Jamaica oranges, bbls.	5 00	6 00
boxes	3 00	3 50
Messina lemons	3 00	3 50
Cocconuts, per bag of 100	3 75	4 00
Bananas, per bunch	1 25	2 00
Apples, N.B. and N.S. and Ont	1 50	3 50
Grapes, per bbl.	4 50	5 50
Sweet potatoes	4 00	4 50
Grapes per basket	0 35	0 50
Cranberries	8 00	10 00

Crystallized Fruits (from France)

in

$\frac{1}{4}$ -lb., $\frac{1}{2}$ -lb., $\frac{3}{4}$ -lb. and 1-lb. Cartons
@ \$1.75, \$3.00, \$4.50, and \$5.50 per doz.

Confitures de Bar-le-Duc

in 1-doz. boxes.

Red and White Currant, Peaches,
" " Strawberry, Plums,
Mirabelles, Apricots.

(**Bar-le-Duc Jelly** is usually served with
Cream Cheese, and they are sold by the
best grocers throughout the country.)

Spanish Olives (Manzanillas)

in 1-gallon Jars

@ \$1.00, jar included.

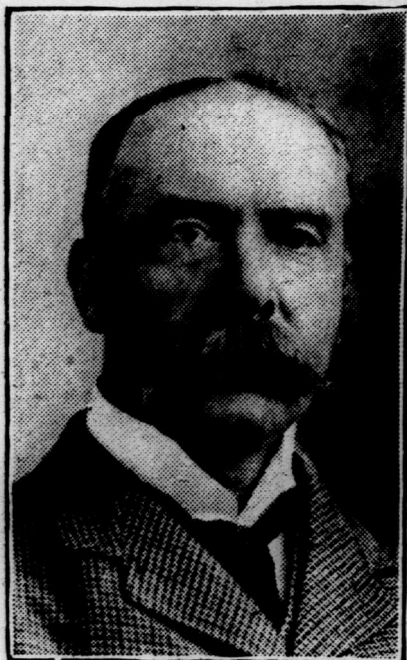
For sale by all wholesale grocers.

HENRI JONAS & CO.
MONTREAL, P.Q.

PASSING OF MONTREAL BUSINESS MAN.

A VALUED member of the business community of Montreal has passed away in the person of Mr. W. Wallace Watson, secretary of The Canada Sugar Refining Co. Mr. Watson, who had not been in good health for some time and had but recently returned from a trip abroad in search of health, underwent a surgical operation last Saturday, but succumbed to the effects of same on Saturday night, November 21st, at his home, 85 Redpath Street, Montreal.

Mr. Watson, who was born in Ayr, Scotland, was in his 58th year, came to Canada in 1870, entering the establishment of Gillespie, Moffatt & Co., becom-



The late Mr. W. Wallace Watson.

ing connected later with the firm of John Redpath & Son. On the formation of The Canada Sugar Refining Co., Ltd., in 1878, Mr. Watson became its first secretary, and held that position up to the time of his death.

Mr. Watson was a patron of out-door sports, and was an enthusiastic and skilled golfer. He held the presidency of the Montreal Golf Club, being also for a time captain of the team. Like all sons of Scotia he was a lover of curling, and was considered one of the Montreal Curling Club's best players. As a military man Mr. Watson had been connected with the Prince of Wales Rifles, holding a captain's commission.

Mr. Watson was a member of the Council of the Board of Trade, St. James' Club, Mount Royal Club, and Forest and Stream

Club. He was also a trustee of St. Paul's Church.

A widow, two sons and two daughters survive.

The funeral service, which was held at St. Paul's Church, Dorchester Street, on Tuesday afternoon, at 2 o'clock, was very largely attended by Montreal's leading business men by whom the deceased was held in the highest esteem for his sterling qualities. The members of the Council of the Board of Trade attended the funeral in a body. At the church a solemn service was conducted by the Rev. Dr. Barclay, at which a large number of the friends of the deceased were present, including deputations from the Canada Sugar Refining Company, the Board of Trade, the Corn Exchange, the Royal Montreal Golf Club, and other commercial and social organizations. The attendance of the general public was also very large. The floral tributes were numerous and beautiful.

HINTS TO BUYERS.

Contributors are requested to send news only, not puff 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.

Balfour & Co. report arrival of new grenoble walnuts and new dates.

The R. & J. H. Simpson Co., Guelph, report the arrival of a large shipment of selected Valencia raisins and other fruits per steamer Bellona, which they are distributing to their trade as rapidly as possible.

Balfour & Co. report large sale for their "Tartan" molasses in barrels and half barrels.

The "Ozo" Co., Ltd., have just started placing their jams and jellies on the market and the number of orders received speaks highly for the quality of the goods. Made under the strictest rules of hygiene and from selected material, buyers can rely upon quality.

The St. Lawrence Sugar Refining Co. have printed cards pointing out that their sugars are made from pure cane raws only.

S. H. Ewing & Son, Montreal, report arrival of consignment of very fine German chickory. Owing to the imposition of the German surtax this line will be advanced without doubt after January 1, and grinders and roasters should avail themselves of the attractive prices offered at present by S. H. Ewing & Son.

The R. & J. H. Simpson Co., Guelph, are offering a snap in tap figs and New Orleans molasses.

McWilliams & Everest are offering this week Chase & Co.'s Florida oranges,

Star brand, Mexicans and three cars Messina lemons. Almeria grapes now arriving represent the last shipment of the season.

Lucas, Steele & Bristol offer choice Roquefort cheese, Dandecotte and Gaudin olive oil, also a large assortment of olives.

Christmas stockings Parragon vinegar and Old Virginia salad dressing are in stock with Lucas, Steele & Bristol.

The Eby, Blain Co., Limited, call special attention to their offerings in Ceylon green teas, fuller particulars of which are to be seen in their advertisement in another column.

H. P. Eckardt & Co. are selling candied peels at very low prices.

H. P. Eckardt & Co. have some extra-fine quality Brazil nuts.

The attention of the trade is called to the advertisement in this week's issue of Henri Jonas & Co., Montreal, whose special lines of fine French crystallized fruits, Bar-le-Duc jellies and Spanish olives, should be particularly interesting to the grocery trade at this season of the year.

A large shipment of Malaga table raisins arrived this week for H. P. Eckardt & Co.

The "National" coffee mill, conceded by all to be the finest mill manufactured, is being offered to the Canadian trade by The Eby, Blain Co., Limited.

GROCERY KEPT BY BOYS.

A striking example of what energetic and hustling boys can do in trade is illustrated by Charles and Russell Anspach, of Fremont, Ohio, who own a flourishing grocery business on Whittelsy street.

The boys, 12 and 9 years of age, started with a capital of 27c., their first venture being the selling of candy and oranges from a small stand placed in the yard. They were patronized by neighbors and friends, and within a month of the opening, March 19, of this year, were able to build a small shed, where they kept a stock of groceries.

They began a system of bookkeeping, bought and delivered their own groceries, and by clever advertising attracted the attention of the public. Their fresh goods, courteous manners and energetic methods combined to bring customers, and, prospering, they were able to erect a little store.

The boys own a little red delivery wagon, and can be seen early and late catering to their customers. They are the sons of Mr. and Mrs. P. N. Anspach, and their ambition is to be the proprietors of the largest grocery store in Sandusky County.—New York Herald.

NOVA SCOTIA MARKETS.

Halifax, Nov. 23, 1903.

THE last week in November and the first in December brings a good deal of trade to Halifax houses from shore ports which are closed to navigation during the Winter months and are now laying in supplies. Business in all parts of the province has been good in the last week. There has been a good demand for dried fruits and other seasonable groceries in anticipation of the holiday trade. Provisions have been in good request for the lumber camps, and some firms report a large trade in this line. American pork is easier and beef firmer. The former has declined 50c., and the latter advanced a like amount. There has been no change in the price of domestic pork, which is now offered at the same quotation as the imported. Beans are a little lower than last week owing to the establishment of a fixed selling price by The Canada Bean Co., Limited, recently formed in Western Ontario. This is an article in steady request with our lumbermen.

The position of canned tomatoes is a strong feature of interest. Owing to the local scarcity of stock the price here has advanced to \$1.25. Last year Halifax houses sold large quantities of United States tomatoes, but as the pack of that country is one million cases less than last season, there will probably be less coming in this direction. The lack of a uniform standard either in the weight of can or the quality of contents is a serious obstacle to the popularity of American tomatoes on this market. The high price of last year did not lessen the demand, and the tomato is a vegetable which the trade must have from some source.

Flour dealers here were taken by surprise recently, being notified by the I.C.R. authorities that storage privileges would hereafter be curtailed, as all available space was needed for the handling of the Winter port business. The change proposed was particularly hard upon local exporters, who, had it been carried out, would have been compelled to remove all flour via I.C.R. to private warehouses, there to await the sailing of vessels, and then ship from private wharves. The flour trade at Halifax is considerable, amounting to 400,000 barrels annually. Some years ago the most of this flour came here via Boston, and it was only through the privileges granted by the I.C.R., and which were now to be cancelled, that the all-rail route secured the business. The matter was promptly brought to the attention of Hon. W. S. Fielding, Acting Minister of Railways, then in the city, and a temporary arrangement has been made for the present Winter which is satisfactory to local merchants. For months the Halifax Board of Trade has been pointing out to the Government that the terminal facilities of the I.C.R. were inadequate. But with the loading of the first Allan liner the authorities suddenly awoke to the fact. Several thousand bushels of grain were placed in the elevator last week, and are now going aboard the steamer Pretorian,

Clark's Mince Meat

The kind your customers are looking for. Made from good beef, new fruits, spices and peels; a really good article; thick, substantial stock, not loaded with water.

Give it a trial.



Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat

Put up in 1/4 pails (1/2-dozen in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-dozen pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

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

EPPS'S

GRATEFUL.
COMFORTING.

IN 1/2-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

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

which arrived on Saturday. This is practically the first grain shipped here since the elevator was built, many years ago. Mr. Hugh A. Allan was here on Saturday, and said they expected to build up a large business at this port, having under construction at the present time two steamers of 12,000 tons, with turbine engines, which would make the ocean voyage from Halifax next season in five and a half days, and landing passengers and mails within a shorter time than the 20-knot steamers via New York.

Choice dairy butter has been in very limited supply, but the arrival yesterday of some Ontario goods will remove the stringency. Cheese factories continued operations late, placing a much larger

quantity of low-grade goods upon the market than dealers anticipated. P.E.I. factories are now sold up, but some cheese is still held by New Brunswick makers. Eggs have advanced 1c., and are selling now at 22c. They continue to come upon the market in quite limited quantities.

Nuts of all kinds are selling at about the same prices as last year, and a very good demand is experienced. G. J. Hamilton & Sons recently established a confectionery factory at Halifax and have 60 hands employed here. The Halifax factory is run as a branch of the original works at Picton. Moirs, Limited, have now moved into their new factory, which replaces the one destroyed by fire last Spring.

THE CANADIAN GROCER

MANITOBA MARKETS.

Winnipeg, Nov. 23, 1903.

THE fine warm weather of the first two weeks of November has been succeeded by a fall of snow, and bright, crispy cold days, which have given an impetus to trade in all lines.

The grocery jobbing houses report business excellent and collections very fair. The decision of the large elevator companies some ten days ago to cease buying at their elevators along the C.P.R., put a check on remittance for some days, as very little wheat was moving, but nearly all these elevators have re-opened for a time at least, and collections have improved in consequence.

A round of the jobbing houses showed an unchanged price list for the week. Supplies are coming forward well, and everything points to an excellent Christmas trade.

Merchants make complaint of the difficulty of getting salt water fish, such as herrings, mackerel, etc. The catch in all lines would appear to have been very small, judging from the unsatisfactory way orders are being filled. Where 50 half-barrels are ordered, not more than 20 come forward at one time, and in some lines supplies seem almost impossible to obtain.

DAIRY PRODUCE.

A new departure was made in Winnipeg this week in the offering at auction of a car of Eastern Townships butter. Mr. Hoy was the man who made the venture, and the prices realized were 24 to 24½c. for lots of not less than five boxes of 56 pounds each. The butter was admitted to be of fine quality, but the bidding was not active, as the upset price of 24c. per pound was considered too high. Only a small portion of the car was disposed of at the auction.

Locally the city creameries are receiving but scant supplies of cream, and fresh creamery butter sells at 22 to 22½c., factories, for the individual 56-lb. box; bricks are worth 23c., and lots of five to ten boxes sell for a shade less. Receipts of dairy butter are light, and in most cases the quality is unsatisfactory.

Butter and milk promise to be dear commodities in Winnipeg this winter. Indeed, milk is dearer now than it has been for 20 years. The regulation price for years has been 16 quarts in Summer and 14 in Winter for \$1. This season the allowance is down to 10 quarts for \$1. The reasons for this are several. Perhaps the one that bulks most largely is the high price of hay and help. Good cows were scarce and dear for a time, and some five or six of the dairymen sold out and closed up their business at a date when it would be ill-advised for new concerns to start, so the present outlook for the milk supply is not encouraging. This, in turn, affects butter, as all the milk within a reasonable radius is being shipped into the city, as an easier and more profitable method of disposing of it. We may be glad to see more eastern butter here before the winter is out.

EGGS.

Scarce and dear is the tale of fresh eggs. The retail price for guaranteed new laid eggs being already 45c. a dozen and the supply very limited. Case eggs arrive in very limited quantities, and dealers offer 22c., Winnipeg, for round lots of fresh gathered eggs.

POULTRY.

With the advent of cold weather supplies of dressed poultry are beginning to arrive. Indications are that the supplies of Manitoba poultry will be considerably in excess of previous year. The fowls are no better dressed than formerly, but ducks and geese show very considerable improvement, both in feeding and dressing. Prices so far quoted for round lots are: Fowl, 8c.; chickens, ducks and geese, 10c., and turkeys, 12c.

DRESSED MEATS.

Beef supplies are very liberal, and prices continue easy at 5¾c. for best abattoir dressed beef. Veal is in fair supply at 7 to 8c. Mutton is plentiful at 8c. In hogs, packers are now open to receive supplies of country dressed hogs, and prices are fixed at 5¾ to 6c.

CURED MEATS.

There has been no change in this market for about two weeks. Prices are steady, and there is a fair volume of trade.

OTTAWA MERCHANTS' FRIENDS.

ARRIVING too late to appear in the account of the Ottawa grocers' trip to New York, were the pictures of a trio of gentlemen who helped to make things run along smoothly. "The Grocer" presents them this week to its readers.

Mr. Hugh E. Convery, although now of Montreal, has still a warm place in his heart for Ottawa, where he for some time



Mr. Hugh E. Convery, Montreal, who accompanied the Ottawans on their New York Trip.



Mr. Frank W. Meyer, New York City, Manager of Clique Tourists, whose party entertained the Canadians.



Mr. J. K. Paisley, who accompanied the Ottawa Grocers to New York.

represented Fleischmann & Co. before being promoted to the Montreal office of that firm. Mr. Convery was active in helping to smooth the way for the tourists, who appreciated his efforts, as well as those of his firm in New York, to whom the Ottawa party were indebted for many kindnesses.

Mr. Frank W. Meyer, whose countenance appears in the accompanying cut, is a man dear to the heart of a number of Ottawa merchants, he being the leading spirit among the New York and Brooklyn grocers who so elaborately entertained Ottawa's delegation on October 28 and 29. Mr. Meyer looks after the interests of Fleischmann & Co. in New York City.

He is well known in railroad circles as well as among the merchants, as he has dealt with most American roads in connection with the annual trips of the Clique Tourists. At the recent banquet in Brooklyn, the representative of one of the large railway concerns stated that Mr. Meyer was the best and ablest man in the country to handle a tourist party.

Mr. J. K. Paisley, of Ottawa, who accompanied the Ottawa merchants to New York, is the proprietor of the Grand Union Hotel at the Capital City, and has an extensive acquaintance among the business men of Ottawa and the Canadian commercial travellers, who recognize in him a man whom it is a pleasure to meet.

GONE HUNTING.

There seems to have been a regular stampede of Montreal's business men this week for the woods. Mr. E. D. Marceau, the St. Paul street tea merchant and dealer in grocers' specialties has donned his hunting suit, shouldered his rifle, and is now scouring the woods north of Labelle for game.

CHICAGO VISITOR TO MONTREAL.

Mr. A. Bodenweiser, better known as "Bode," the proprietor and manufacturer of Bode's chewing gums, was in Montreal

this week. A representative of "The Grocer" ran across him in Snowden, Forbes & Co.'s offices, on St. Paul street, which firm has been appointed sole agents in Canada for Bode's gums. Mr. Bode exhibited a most unique and compact gum-vending (slot) machine, of great simplicity, compactness and beauty, which has established itself in favor on the other side and doubtless will in Canada as Snowden, Forbes & Co. intend to place it conspicuously before the trade. Bode's crushed fruit pepsin gums are on the market.

An American syndicate is being organized, it is said, with a capital of £3,000,000, to transport British food fish to the American market.

O Yes!

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

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

No store is complete without it.

In witness thereof we have affixed our name :



ESTABLISHED 1824.

Batty & Co.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

F. P. SCUDDER
President

ADOLPHE E. SMYLLIE
Vice-Pres't and Sec'y

H. W. PETHERBRIDGE
Treasurer

National Licorice Co.

Successors to

YOUNG & SMYLLIE
BROOKLYN, N. Y.

S. V. & F. P. SCUDDER
BROOKLYN, N. Y.

MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

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

OFFICE—108 JOHN ST.

106-116 John St., } Brooklyn, N.Y.
227-237 Plymouth St., }

Illustrated Catalogue on request.

Where Excellence Counts:



RETURNED
JUL .8 1904

Particularly in Brushes and Brooms does good quality and good workmanship count—nothing so bad as cheap, ill-made Brushes and Brooms—they prove bad for the dealer and bad for the purchaser.



BOECKH'S HOUSEHOLD BRUSHES and BAMBOO-HANDLED BROOMS

are backed by a strong guarantee—extraordinary goods for ordinary needs.

Your name and address on a post card will bring you our interesting little brochures "Broomology" and "Washboard Information" (free).

UNITED FACTORIES, Limited,

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

OPERATING:

Boeckh's Toronto Factories.

Bryan's London Factories.

Cane's Newmarket Factories.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

Rome was not Built in a Day Grocers:

This particularly applies to the time you give yourself to secure your assortment of Xmas Fruits. It is advisable that you place your orders next week in order to get the best results. Do yourself a favor and buy while lines are complete.

The balance of several of our shipments have arrived this week, and we have, indeed, desirable material for the building of your

"Xmas Rome of Fruit."

Phone
Main
645
3394

McWILLIAM
25 Church
Street,
Toronto.

Mc. AND E.
EVERIST

POTATOES.

Our bids are good ones.
Write or wire for prices.

M. G. STAGG & CO.

Phone
Main 5219.

Standard Stock Ex. Bldg.,
Grain and Hay Merchants. TORONTO.

Dried Fruit

cleaned and renovated by the
latest improved machinery
and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,
MONTREAL.

Tel. Main 778.

CLEMES BROS.

TORONTO,

HAVE

NEW ELEME FIGS,

"Camel" Brand.

The finest on the market.

ALSO another car

JAMAICA ORANGES.

Write them for prices.

GREEN FRUITS

Fruit Growers Meet.

THE Ontario Fruit Growers' Association met at Leamington, Tuesday, Wednesday and Thursday of this week, in their 28th annual session. Mr. Geo. C. Creelman, secretary, in his annual report, advocated co-operative buying and selling on the part of members of the association.

Tuesday evening a public meeting was held in the Town Hall, where Mayor Lewis Wigle presided and extended a welcome to the association on behalf of the town. John Auld, M.P.P., welcomed the fruit men on behalf of the county, and C. W. Cady, president of the local association, and J. L. Hilborn, president of the Leamington Horticultural Association, added their words of welcome to those of the previous speeches.

W. H. Bunting, president of the association, replied, dwelling on the progress of the year, and indicated lines of further work.

M. K. Cowan, M.P., discussed the trouble Essex fruit growers had had with the express companies the past season.

Dr. Muldrew, of the O.A.C., Guelph, concluded the speaking for the evening with an address on Nature Study.

W. H. Owen, of Ohio, and Prof. L. R. Taft, of the Agricultural College, Michigan, are among the speakers scheduled for later sessions of the convention.

Ontario's Fruit Crop.

THE Ontario Bureau of Industries in its final estimate of the crops of that province for 1903 thus summarizes the past season:

Fruit growers will likely remember 1903 as the plum year. This fruit was so abundant that many growers found it difficult to handle the crop in time for market. The quality of the plums was also good. There was a fair yield of apples, but in various parts of the province complaints were made of the scarcity of barrels, and, on this account, buyers were more particular than ever in the selection of this fruit, and thousands of bushels of apples that in former years would have passed for shipment to Great Britain, were this season rejected by them. The tent caterpillar and codling moth were not so bad as in recent years. Pears yielded well in most places, but

some blight is reported. Peaches were plentiful, but serious complaints are made regarding the ravages of the San Jose scale among these and other fruit trees. Cherries bore bountifully, but some references are still made by correspondents to the danger threatening cherry and plum trees by black-knot. Grapes were fair in yield, but suffered somewhat from hail storms, and wind storms also helped to thin out apples and other orchard fruits. Small fruits of nearly every variety were abundant. Scarcity of labor was another great drawback to the proper handling of the fruit.

The apple crop of the province is estimated at 43,659,413 bushels, or 6.15 bushels per tree of bearing age.

What Fruit Contains.

Our ordinary fruit contains the following substances in greater or less proportions:

A large percentage of water.

Sugar, in the form of grape and fruit sugar.

Free organic acids, varying according to the kind of fruit. For example, the predominating acid is malic in the apple, tartaric in the grape, citric in the lemon.

Protein or albuminoids, substances containing nitrogen, which resembles the white of eggs, and are its equivalent in food value.

Pectose, the substance which gives firmness to fruit, and which, upon boiling, yields various fruit jellies.

Cellulose or vegetable fibre, the material that forms the cell walls, and which is found in all parts of plants.

A very small percentage of ash of mineral salts.

Britain's Fruit Supply.

If the apple crop in England this year has been a failure, the supply of apples from abroad has been unprecedented, says The Scottish Trader. Last week no fewer than 250,000 bushels arrived in our ports. Of this total, about 150,000 came from Canada, which, like the United States, has an extraordinarily fine crop. From California, from Cape Cod, from South Africa, from Italy, Jamaica, Canary, Florida, and Australia apples are pouring in, and the result is that, in spite of the scarcity in Kent and Hereford, fruit looks as though it would be cheap during the whole of the Winter.

Shipped Peaches to England.

MR. GEORGE W. CADY, president of the South Essex Horticultural Society, has received very satisfactory returns from a trial shipment of peaches to England. In a letter to The Leamington Post, he says that the peaches were shipped on August 26, by express to Montreal and thence to Bristol. The consignment numbered 640 peaches, and the net return was \$8. Owing to mistakes in shipping and to other unfavorable conditions, fully one-third of the shipment was spoiled by the time it was marketed in the old country, and in reality the return was about two cents for every peach. Mr. Cady believes that he has fully demonstrated the fact that peaches can be shipped to England successfully. He adds: "I wonder what our growers will do about it. Will they plant only large varieties, prune them well, thin them, manure the trees, in short, will any of our fruit growers develop sand enough to cater to this market? It is wide open. They can't fill it. Why not take advantage of this opportunity? It will prolong the shipping season six to ten days, as the peaches shipped to England would have to be picked just as soon as they were full grown, and picked dry."

Strawberries in November.

Mr. W. S. Gamsby, of Orono, 45 miles east of Toronto, has the distinction of plucking strawberries from his garden in the open air in November. The berries were of the Haverland and Clyde varieties, and the vines, which bore an extra heavy crop in the Spring (over 8,000 quarts to one and a quarter acres of ground), began to give another fair crop the latter part of September and all of October. Our "Lady of the Snows" has evidently forgotten herself.

Fruit for Pulp.

Nethard & Lowe, fruit importers, London, Eng., have suggested that Canada pay more attention to the cultivation of black currants and raspberries for pulp manufacturing. This year black currant pulp sold for £40 per ton, and raspberry pulp sold almost as well. They also suggest that British Government inspectors be instructed to notify Canadian inspectors of such falsely packed fruit as they may discover, with a view to locating dishonest packers, and that steamers carrying Canadian fruit be provided with thermographs for each hold, the same to be opened out in the presence of inspectors on the English side.

Apple Grades.

Mr. A. W. Grindley, agent of the Agricultural Department in Liverpool, has

Florida Oranges.

Jamaica Oranges (Boxes and Bbls.)

New Messina Lemons.

JUST A WORD—These goods are very fine, bright and ripe.

Our Xmas Price List will appear next week, full of bright, interesting things for Holiday Trade. **REMEMBER**—"A box of nice Holly free with each Xmas order."

WHITE & CO.,

Wholesale Fruits and Produce

TORONTO.

FANCY NEW ELEME FIGS.

FINEST GOODS PACKED; in all the different grades.

Fancy Malaga Grapes (heavy weights).

QUALITY AND PRICES RIGHT.

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

F. KESSELL & CO. 728 Railway Approach, London Bridge, **ENGLAND**

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

References—THE TRADE.

L.D. Phone 578.

GEORGE H. DUCK,

Importers' Agent and Fruit Broker.

Correspondence Solicited.

TORONTO, CANADA.

Christmas Fruits.

Get our quotations before placing your Christmas orders. It will pay you.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones - Main 64, Main 3428.

written the department saying that the Canadian shippers are sending too many varieties of apples. He recommends that they should ship large quantities of a standard apple of high grade. These, he says, would meet with ready sale, and would be sold to the higher class of consumers in Britain, whereas the poorer varieties are snapped up by small speculators.

NOTES.

It is rumored that a fruit cannery is to be erected at New Westminster, B.C.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, **TORONTO**

DRIED APPLES

WE ARE BUYERS LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., **HAMILTON**

TO NOMINATE OFFICERS.

The Commercial Travellers of Toronto will hold their nomination meeting on Saturday evening, in St. George's Hall, to nominate officers and committees for next year. The annual meeting is held towards the end of December.

The Warton Beet Sugar Mfg. Co. have issued a prospectus setting forth the possibilities of the beet sugar industry in Ontario.

Window and Interior Displays

Timely Hints
and Suggestions.

THERE are many merchants who prefer such an arrangement of the interior of their store as will display and keep convenient their stock. By this plan they save much storage room, impress customers with the size of stock carried, and have at hand much of their goods, avoiding the possibility of having to keep customers waiting while new

of articles, and the great number of stacks permissible present a very effective appearance when the opportunities are properly taken advantage of. In many stores, too, the placing of counters at both sides allows too confined a space for customers, and in such cases stacking is the best plan to adopt.

The illustration shows the interior of the store of Mr. J. F. Smith, Napanee,

seen on every table around the holiday season, and he must not be too timorous in stocking up with the more expensive lines that are sold only in small quantities at any other time of the year.

His best means of capturing this trade is by advertising in the local paper and making special displays in his windows. It is exceedingly difficult to arrange a display from such common and uninter-



Interior of Grocery Store of Mr. J. F. Smith, Napanee, Ont.

boxes are opened. These merchants find counters on one side sufficient, as the wrapping of groceries does not occupy much space, and in addition to the surface covered by the scales, a space of a couple of feet square for each clerk is all that is absolutely required.

Acting on this idea some very neat stacking of canned goods and bottles is being done on the opposite side of the store. The variety of colors and shapes

and is a very good example of the possibilities of this method of interior arrangement.

The Christmas Trade.

FROM now on the grocer must work industriously to capture the Christmas trade. The staple lines will be in great demand, of course, but there will also be a ready sale for the luxuries which are

esting lines as sugar, rice, etc., but a fresh shipment of a good quality of seedless raisins, or figs, Malaga grapes and other such lines provides great opportunities, and are always of interest to the housewife during December. The Christmas cake is being made now, and for this there will be required large quantities of good currants, raisins, and fruit peels, that will be bought from the store that can show them in the most interesting manner.

Newest Artistic Ideas

Are embodied in the decorations found in our

Metallic Ceilings and Walls

They make a most beautiful interior finish, and in addition, one so practically durable and sanitary that it is easy to understand their immense popularity.

Equally suited for use in old or new buildings.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG

To Butchers and Hide Buyers!

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



GOOD BIRD SEED

is just as important to the grocer's trade as good butter or anything else. Bird fanciers must have the best, and they recognize the best in **BROCK'S BIRD SEED** and ask for it.

Be ready for the demand.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

We Make Brooms

The kind that sell.

WRITE US. Our prices are right

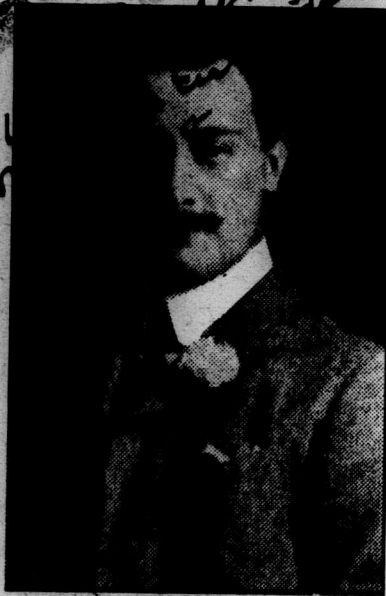
THE CANADIAN BROOM CO.,

LIMITED

Mfrs. of Brooms and Whisks
400 Wellington St., OTTAWA

A MONTREAL COMMISSION MAN.

THE Board of Trade building in Montreal is fast becoming a hive of commission merchants. As it is centrally located it is especially attractive to brokers and commission merchants having business relations with the grocery, provision and wine and spirit trades. A visit to room 204, where Mr. I. S. Wotherspoon's office is located, will bear witness to this fact, and a glance over the list of agencies below will show the extensive field covered by him. In addition to the firms represented, Mr. Wotherspoon has lately been appointed representative for The Amalgamated Distillers Co., London and Glasgow; The British and Bennington's Tea Trading Association, Limited, London; the "Gornera" package tea;



Mr. I. S. Wotherspoon, Montreal.

Brown & Park, brandies, and Findlater, Mackie & Todd, "Duc de Marne" champagne.

Mr. Wotherspoon is an expert in dairy matters, and for many years has been Canadian buyer and correspondent for some of the largest English provision and commission houses in Liverpool and London. The firms represented by him in Canada are: Brand & Co., London, sauces, beef preparatives, etc.; Grimble & Co., London, vinegars; Dunville & Co., Irish and Scotch whiskies; M. Risk & Son, Scotch whiskies; The Lombard Milk and Cream Co., sterilized milk, etc.; Canadian Packing Co., beef fluid, etc.

Mr. Wotherspoon annually visits the markets of Great Britain and keeps himself thoroughly in touch with the trade and its requirements, and is thus in a position to look after the interests of his principals in a most satisfactory manner.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion. Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

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

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

FOR SALE.

FOR SALE—one coffee mill and currant cleaner cheap; in first-class order; going out of business. R. H. BENSON & Co., Dundalk. (49)

THE best business stand in Oshawa, with stock of groceries for sale. P. O. Box 109, Oshawa, Ont. (48)

AGENTS WANTED.

AN old established firm of Mustard Manufacturers in England desire to appoint a thoroughly competent and experienced house with a large connection amongst grocers in Canada to represent them throughout the Dominion for the sale of their mustard and other manufactures. State full particulars to "Mustard," care CANADIAN GROCER, Montreal, Toronto, or 109 Fleet street, E. C., London, Eng. (49)

SITUATIONS VACANT.

AT once, first-class, all-round butcher; must be good shopman; yearly job to right man; no objection to married man. Apply, stating wages, to Box 139, CANADIAN GROCER, Toronto. (f)

BAKER—first-class on bread, cakes and pastry; must understand baker's, home made, and Vienna bread; sober and industrious; state wages. Address Box 133, CANADIAN GROCER. (f)

BAKER—first-class, immediately. Box 135, CANADIAN GROCER. (f)

FIRST-CLASS, all-round, both meat and pastry cook; club-house, restaurant or hotel. Box 140, CANADIAN GROCER, Toronto. (f)

WANTED—an experienced lady clerk, confectionery and grocery store; one who is not afraid of work, none other need apply; good wages; reference. Apply to Box No. 138, CANADIAN GROCER, Toronto. (f)

WANTED—at once, No. 1 grocery clerk, married man preferred; to take position not later than Dec. 1st. Apply Box 134, CANADIAN GROCER, Toronto. (f)

WANTED—Miller for Hungarian rollers; 50-barrel mill; give references. Box 136, CANADIAN GROCER, Toronto. (f)

WANTED—Miller for Hungarian rollers; 50-barrel mill; state references. Box 137, CANADIAN GROCER, Toronto. (f)

PARTNER WANTED.

TO open up branch in Winnipeg, Vancouver and Halifax for one of the best proprietary grocery articles in Canada. Established and advertised from ocean to ocean. For particulars, apply to Box 84, CANADIAN GROCER, Montreal. (50)

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (51)

FLOUR AND CEREAL FOODS

Ontario's Cereal Crops, 1903.

THE final estimate of the Ontario Bureau of Industries on the crops of Ontario for 1903, just handed out, are on the whole quite satisfactory. These estimates are founded on the returns of over 2,000 special correspondents, and show a yield per acre, especially in the case of Fall wheat, that is most gratifying. The acreage for some crops was small, but promises to be better next year.

FALL WHEAT.

The yield per acre is large, and the quality as a rule first class, despite some sprouted by wet weather in harvest. The grain is well up in weight, some going from 62 to 64 pounds per bushel. Altogether the crop of 1903 may be considered as one of the best in the history of the province. There is an increased area sown this year, and less trouble is reported from Hessian fly. The young wheat is reported in fine condition at present. The final returns for 1903 are reported as: acreage, 665,028 acres; yield, 17,242,763 bushels, or 25.9 bushels per acre. In 1902 the yield was 20,233,669 bushels.

SPRING WHEAT.

Spring wheat is diminishing in favor in Ontario, but is reported above the average. It is estimated that there were 248,518 acres under crop, yielding 4,949,233 bushels, or 19.9 bushels per acre. In 1902 the yield was 6,048,124 bushels.

BARLEY.

There has been an immense yield of barley, plump and of excellent feeding value, although a considerable amount was discolored by the rain. There was under crop 709,839 acres, yielding 24,378,814, or 34 bushels to the acre.

OATS.

The yield of oats is reported to be large and mostly of excellent quality, although a portion is said to be light in weight. Under crop, 2,645,965 acres; yield, 110,228,103, or 34.3 bushels per acre.

PEAS.

The acreage this year is but one-half of what it was five years ago owing to the ravages of the weevil. This year's crop appears to have been more of a success: Under crop, 407,133 acres; yield, 8,924,650

bushels, or 21.9 bushels per acre. In 1902 the yield was 7,664,679 bushels, or an average yield per acre of 14.4 bushels.

BUCKWHEAT.

This crop is not extensively grown, but has turned out good, both as to yield and quality: In crop, 95,487 acres; yield, 249,169 bushels, or 21.5 bushels per acre.

RYE.

This also is a comparatively little grown crop which this year did well: In crop, 179,277 acres; yield, 2,970,768 bushels, or 16.6 bushels per acre.

BEANS.

This crop is variously described. It suffered from rain while growing and when being pulled, and there was a tendency to run too much to straw. Not only was harvesting delayed by rain, but some of the crop was also discolored from this cause. Notwithstanding these complaints several correspondents speak well of the crop, which aggregates 50 per cent. more than last year: In crop, 55,039 acres; yield, 978,246 bushels, or 18.4 bushels per acre. In 1902 the yield was 670,633 bushels.

CORN FOR HUSKING.

This crop has been uneven, ranging from poor to good: In crop 378,924 acres; yield, 29,287,888 bushels (in the ear), or 77.3 bushels per acre. The crop in 1902 was 20,512,194 bushels.

Ship Grain All Winter.

A PORT ARTHUR despatch says: A busy Winter is promised for the trainmen on the eastern division of the C.P.R., as it is the intention of the Canadian Pacific to ship a large proportion of the grain now in the West to the east by all-rail. Superintendent Erickson has received word from Montreal to have his division in readiness by December 1 to handle 200 cars of east-bound freight daily during the close of navigation. A special rate is to be given any shipments of wheat to European markets.

The C.P.R. have inaugurated a Winter steamship service from St. John, N.B., and the grain will be carried to that port for transshipment to England by their own steamers. By this service the company is in a position to quote a rate which it is expected will be taken advan-

tage of by a large number of western shippers, and it is anticipated that by the opening of navigation there will be but little export grain for shipment by the lake route.

Previous to this Winter the large proportion of grain was stored in the C.P.R. elevators at Fort William and the Northwest to be transshipped east by boat via the lakes at the opening of navigation. With the grain going east by the all-rail route it will naturally affect the shipping trade at the head of the lakes next season. Large shipments of flour will also be made by the all-rail route.

Grain Blockade in the West.

COMPLAINTS of car shortage throughout the West, particularly at points west of Brandon, along the line of the Canadian Pacific Railway, says The Winnipeg Telegram, are daily growing in number and intensity, and reports received here by local grain men indicate that the situation is rapidly assuming a serious form. Elevators at dozens of points in Manitoba and the Territories are now packed to the roof with grain, and farmers have given up hope of shipping their grain at these places, owing to absolute inability to get the much-needed cars. As a result of the tie-up many local grain firms have notified their buyers in the country to cease buying, though this order applies only to towns on the C.P.R. On the C.N.R. no trouble has yet arisen, cars seemingly being plentiful and the movement up to date being all that could be desired. The members of the grain trade, when asked what they are going to do about it, simply shrug their shoulders and reply, "What's the use?" The C.P.R. officials, in spite of complaints, continue to maintain that the company have lots of cars in the West, in fact more cars than at any previous period in the company's history, but they fail to explain, if such is the case, why it is that many points along their lines are crying for transportation facilities which never seem to be furnished. The grain men, while they are reticent, imply that the C.P.R. have storage space for millions of bushels of grain at Fort William, and that it is the company's policy to delay shipments east until the close of navigation, when the grain will be stored in their

The Tillson Oats Standard.

It means more trouble and work in selecting our grain, but the result is large, meaty oats, full of nutrition.

Our pan-dried process and careful milling means more expense, but the result is a rich, nutty flavor no other oats possess.

It costs us more money to produce

Tillson's ^{pan-}dried Oats

but you make as much profit on them and they cost your customers no more than the poor mushy kind.

The Tillson Company, Limited
TILLSONBURG, ONTARIO.



Mezani.	Alphabets.
Mezanelli.	Stars.
Spaghetti.	Tubeti.
Vermicelli.	Tubetini.
Wedding Rings.	Ditalini.

These are our most popular goods, put up in handsome packages for

Xmas Trade.

If our representatives have not called upon you, send direct for free samples and prices.

Napoli Macaroni Co.,
Cor. Hayter and Teraulay Sts.,
Toronto.

terminal elevators and lie there practically all Winter at a storage charge, which means a huge profit for the road. In addition a large quantity of wheat will also be shipped all rail to St. John, where this year a fleet of C.P.R. ocean vessels will thus be sure of cargoes. Whether or not this is the exact state of affairs remains to be seen, but grain men maintain that if the company have all the transportation facilities at their dis-

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192 King Street East
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John MacKay

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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.

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.

THE CANADIAN GROCER

posal in the West that is claimed, it is surprising that they have done so little up to date to meet the demand for cars, which is hourly growing, and the effect is a heavy loss to the farmers and the elevator owners."

When this charge was brought to the attention of Mr. D. McNicoll, general manager of the C.P.R., he indignantly denied it. The amount of grain in the interior elevators to-day, said Mr. McNicoll, is very much less than it was at this time last year. Perhaps some shippers have been unable to get all the cars they require, but that at times is inevitable. The grain act requires that cars be supplied in rotation, so that if a man asks for half a dozen cars he may find that there are fifty others who have submitted orders before him. In consequence, it is a moral impossibility to supply all the cars that are required immediately upon the receipt of an order. I deny it is a part of our fixed policy to hold up grain at Fort William. The Canadian Pacific Railway will hold nothing back. I do not say that the grain men themselves are responsible for the grain all being delivered for shipment within the space of two weeks, but it is certain that the company are doing all they can possibly do to facilitate transportation.

Record Grain Cargoes.

The big American steamer Princeton, Captain M. A. Boyce, left Fort William last week with 248,000 bushels of wheat for Buffalo. This is a record cargo of 7,440 tons, and the boat was only drawing 17 feet 8 inches. Capt. Boyce said they could put on more grain, but, owing to Lime Kiln Crossing, below Detroit, they could not go through drawing any more water.

The steamer Tadousac, Captain Hall, with 118,000 bushels of grain, for Depot Harbor, also accompanied the Princeton down, the Lake Superior boats leaving the port together.

Western Buckwheat.

Eight million bushels of buckwheat have been shipped so far from the C.P. and C. N. terminal elevators, according to a Winnipeg despatch. This is over a million less than last year. There are still two million bushels in the terminal and six million bushels in the inland elevators.

Canada Atlantic Busy.

The grain trade on the Canada Atlantic Railway is keeping up exceedingly well this season. It is estimated that during this season the road will carry close to 30,000,000 bushels of wheat to Montreal. Of this amount about 20,000,000 bushels

will be from American lake ports, and the balance from Canadian lake ports. At present the trade into Depot Harbor is larger than it has been any season since the road opened. There are five or ten lake boats in and out of the harbor every week, loaded with grain and package freight.

A Good Threshing.

Mr. J. Agnew's machine, says The Canadian Thresherman, working on Mr. Thos. Jasper's farm, some three miles east of Hartney, Man., turned out in 16 hours' work 6,404 bushels of grain. In finishing up the oat sheaves, 700 bushels of oats were threshed in one hour's time.

Seed for High Latitudes.

SCANDINAVIA has been troubled with a scarcity of seed grain inured to the Arctic climate of the Norrland. In view of the fact that Canadian and other foreign grains sown there have not produced seed, Paul Hellstrom, chief of the Government Biological Institution, at Lulea, has projected a method of hardening oats, barley and other plants to frost. His plan is to grow the plants in a greenhouse, where the temperature can be regulated by means of a refrigerating machine. The lowest temperature the plants will stand without being frost-bitten will first be ascertained; the temperature will then be lowered below this point and the hardy plants that survive left to mature seed for next year.

Seed obtained in this manner will be sown and subjected to a temperature slightly lower than that which the plants survived. The seed produced by the survivors of the second year's freezing treatment will be subjected to the same treat-

ment and so on for five or six years, when, it is supposed, plants grown from these seeds will be able to withstand the night frosts which so frequently destroy the crops in the Norrland. The Government has decided to bear the expense of the experiments, which, if they succeed, may avert a recurrence of famine in the Northern province.

Grain Rates East of Buffalo.

New railroad freight rates east of Buffalo have become effective, which means an advance of one-half cent per bushel on wheat, corn, oats and barley. The railroads will not make their usual advance in rates at the close of navigation. The rates now current will remain in force until December 31, when they will be advanced to the figures current before September 16.

Breadstuffs in Trinidad.

Gordon Grant & Co., Port of Spain, Trinidad, writing November 4, say: "There is no change in American breadstuffs, for which there is a very restricted demand. All grades of flour are in over supply and values are gradually weakening. Recent light arrivals of No. 2 Canadian extras have sold readily and it seems a pity that millers in the Dominion are so indifferent about retaining a share of our trade. Cornmeal is gradually weakening, owing to the harvesting of the native corn crop. The frequent opportunities to import by steamers of late at low rates of freight have induced dealers to lay in supplies in excess of actual requirements and arrivals for some time to come are likely to be restricted."

L. O. Couture & Co., general merchants, St. Gedeon, have assigned to V. E. Paradis.

Another Sensation

In the Wholesale Grocer Business. We are offering Tap. Figs for prompt shipment at 2½ cts. per pound, 4 Taps. to the Ceron.

NEW ORLEANS MOLASSES — Another car just arriving which we are unable to take into stock owing to the addition to our warehouse not being completed, and we will ship same from the station here at a price that you cannot afford to miss. Let us have your enquiries if interested.

CEYLON HYSON and CEYLON BLACK TEAS — In Half Chests per s.s. "Hindustan" are now in stock and are the best value that we have seen for sometime, 16½ cts. per pound, hard to get at less than 18 or 19 cts. Good Style and Cup Quality. Sample submitted upon application.

If you want good value for your money send your order direct to

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Quelph, Ont.

There's nothing better in the Sauce line than

STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce.
For quotations address

Montreal Agents:

S. H. EWING & SONS,

96 King St., MONTREAL.

Telephone Bell Main 65.
" Merchants 522.

Smith & Gregory,
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MANUFACTURERS

- "WINDSOR CASTLE" Blue.
- "ELECTRIC" Black Lead (or Paste in Tins).
- "BEST OF ALL" Metal Polish.

Gold Medals and Highest Awards,
1882, 1885, 1887, 1888, etc.

Want Cash Buying Agents

Useful to pushing cash firms, who have a demand for these articles and want them on best terms.

HIGH-CLASS QUALITY. LOW PRICES.

No advertising except by show cards, but agents would be well supported by this old established firm.

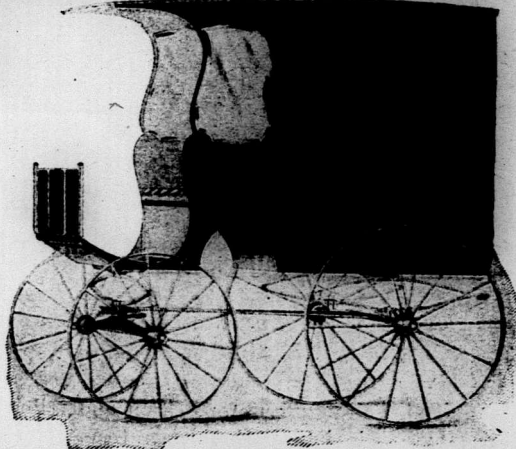
James Ewart

MANUFACTURER OF

High-Grade Delivery
WAGONS

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

257-9 QUEEN ST. EAST
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Write For Prices. Phone Main 118

If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:



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.

What's in a Name?

Well, that depends upon WHOSE name it is, and in what connection it is used. If the name is

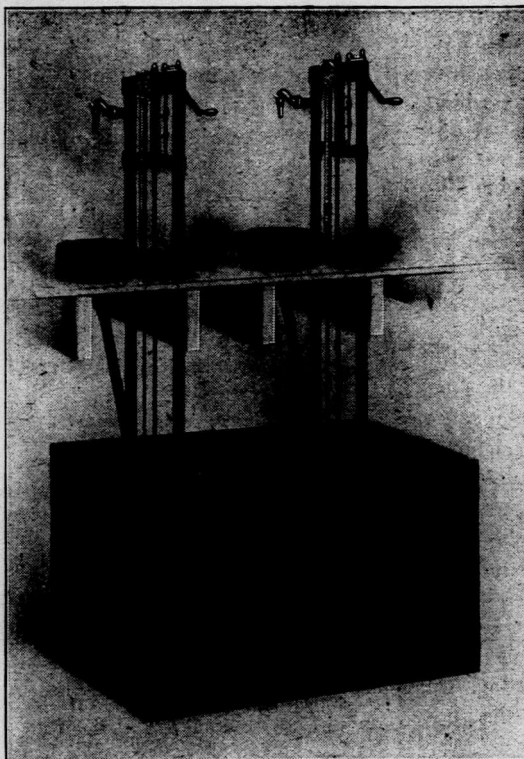
"Bowser"

and it is used in connection with
Self-Measuring Oil Tanks

it stands for EVERYTHING THAT IS BEST AND UP-TO-DATE in that line. Let your eyes rest upon the accompanying picture. It shows a triumph of inventive genius and mechanical art. It represents years of patient toil and laborious experiment.

IT IS THE BOWSER DOUBLE BASEMENT OIL TANK

Designed to handle two grades of oil. The pumps measure gallons, half-gallons and quarts. The Anti-Drip Nozzles prevent all drip and spatter. The Dial Discharge Registers register each quantity pumped. Tanks of galvanized steel, cased in strong substantial cabinets. **THE BEST THAT MONEY AND SKILL CAN PRODUCE. THESE ARE SOME THINGS THE NAME "BOWSER" STANDS FOR.** Catalogue "B" tells more. It is yours for the asking.



S. F. BOWSER & CO., Factory **FORT WAYNE, INDIANA.**

COFFEE AND SPICES

Review of Coffee Situation.

ALTHOUGH a fair amount of speculative interest has been shown in the market for coffee, says The New York Journal of Commerce, the trading has been less active than for some weeks and the net changes in price for the week are unimportant. The movement of the Brazil crop thus far in November has shown a steady falling off, the receipts at Rio and Santos since the first of November showing a decrease of over 100,000 bags, as compared with the corresponding period last year. It is quite generally contended by those favorably disposed towards the market that up to November 1, when 6,345,000 bags were received, at least 60 per cent. of the Rio and Santos crops was marketed, and that the total outturn of these crops will fall slightly below 11,000,000 bags; they call attention to the unusually small movement of the Brazil crop during the second half of the 1899-1900 crop season and state that their information leads them to believe that the same conditions will be experienced during the second half of the present crop year. The latest information from Brazil relative to the outlook for the growing Rio and Santos crops is unfavorable, and The Brazilian Review, in its issue of November 17, it was reported by cable, stated it was expected that the yield of the growing Rio and Santos crops will prove to be smaller than the outturn of the crops now being marketed. The reports from the western part of Sao Paulo were understood to be especially discouraging.

The principal factor that is at present operating against the market is the apathy of the trade demand. The advance in prices for actual coffee, as compared with those ruling at the close of last Summer, represent an increased cost of about \$2 per bag. In the face of the enormous world's stock of coffee and the fact that the total arrivals of coffee at Rio and Santos to date for the crop year are in excess of those for the same period last year, interior buyers as a general rule show a disposition to fight the advance and have been holding back. The rise in prices also has been sufficient to bring into evidence the contentions of many that a considerable invisible supply of coffee must have accumulated in the hands of the interior dealers during

the prolonged period of low prices and excessive supplies. The dullness of the distributing business the past few weeks certainly indicates that the consuming trade at present is working on reserve stocks, but the question yet to be determined is: To what extent do they exist?

A feature of the trading in the speculative market for the past ten days has been the switching by outside longs of their holdings in December to the more distant deliveries, in order to avoid taking up and carrying actual supplies of coffee. The leading bull interests, however, are supposed to be prepared to take care of all the coffee that will be tendered on December contracts, it being self-evident that with the present heavy world's stock of coffee it will be necessary to take care of a considerable quantity of actual coffee to carry through successfully a bull campaign in coffee, even though subsequent developments may prove, as predicted, that the production of coffee in Brazil has at last fallen to below consumptive requirements, and that inroads into the world's present surplus stock will have to be made during the next few years.

Zanzibar Chillies.

It was learned that New York bear operators in Zanzibar chillies have bought in contracts the past couple of days for over 1,000 bales, paying prices above ruling spot quotations. The spot stocks in London and Europe are reported as practically nil and local spot holdings are less than 500 bales, and controlled by a few hands. No new crop supplies will reach this market before May-June.

Exports from Singapore.

The following telegraphic advice of exports from Singapore and Penang during the first half of November, 1903, has been received by J. W. Phye & Co., New York:

	To U.S.	To Gt. Brit'n.	To Contin't.
Gambier, tons.....	225	304	350
Black pepper, tons.....	175		200
Tapioca.....	50	575	80

TOTAL EXPORTS SINCE JANUARY 1.

	~To United States~			~To Great Britain~		
	1903.	1902.	1901.	1903.	1902.	1901.
Gambier.....	12,440	13,370	10,410	8,295	8,295	10,900
Black pepper.....	4,525	4,600	4,900	1,615	2,040	1,610
Nutmegs.....	302	347	402			
Tapioca.....	6,195	9,405	8,450	10,430	13,040	9,940
				~To Continent~		
				1903.	1902.	1901.
Gambier, tons.....				5,295	4,730	5,710
Black pepper, tons.....				3,495	3,880	2,905
Tapioca.....				7,250	6,130	7,020

Trinidad Cocoa.

Mail advices from Trinidad say of cocoa: "But very restricted supplies are now available, and there is no livelihood of any increase until well on in December, when the next picking will commence. Future prospects are less favorable, the sudden change in the weather having resulted in a large proportion of the young fruit withering and dropping off. Keen competition exists for all offerings."

Speculation in Pepper.

London advices report bear operators buying in short contracts of Singapore black pepper for August, October, September, November and October-December shipment from the East, paying 6½d., which it was figured was the equivalent of 13½c. in New York.

Production of Cloves.

John Kissock & Co., New York, state that they have received the following figures regarding Zanzibar cloves:

	1903.	1902.	1901.	1900.	1899.
Visible supply in Europe and America on Nov. 1.....	49,700	69,900	89,600	108,000	123,600
Total crop.....	35-40,000	105,000	85,000	60,000	

"The crop for present year (as above stated) is estimated. Some good authorities claim that 35,000 will be nearer the mark than 40,000 bales. If we take the larger estimate—say 40,000 bales, and add the visible supply as above shown, we have a total of 89,700 bales. The actual consumption last year was 123-125,000 bales. Granted an equal consumption this year, we have a shortage of say at least 43,000 bales. There is an idea that the United States only consumes about 12-15,000 bales per annum, but this is altogether erroneous. After careful investigation we have no hesitation in stating that the consumption in the United States during the present year will amount to 25-30,000 bales, with the larger figure as the more likely result."

Cayennes Advancing.

John Clarke & Co., New York, say of spices: "The market has been quiet, with no remarkable changes in any grade and no special developments in foreign markets. Cayennes are slowly advancing for the lower grades, as the shortage in the better kind is now certain. As usual our market is the cheapest in the world for nearly every spice."

THE CANADIAN GROCER

Modern Methods.

Pure Material.

Skilled Workmen.

NOT

How cheap but how good can we make what the people eat is our aim.
Our large variety of Biscuits and Candy cost no less nor yet more than you have to pay
for less palatable goods.

The Mooney Biscuit & Candy Co., Limited, Stratford, Canada

Imperial Mixed.

A new biscuit—very small—to retail at a low price. Fills a long
felt want.

You can easily handle a barrel.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

THE GREIG MANUFACTURING CO.

MONTREAL.

LIMITED

MANUFACTURERS
OF

Crown Brand Flavoring Extracts

and Confectioners' Specialties



AND

Household
Specialties.

"KkOVAH" Jellies (all flavors).

"KkOVAH" Custard Powders.

"KkOVAH" Blanc Mange Powders,
Etc., Etc.

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

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

THE GREIG MANUFACTURING COMPANY, Limited, - MONTREAL.

THE CANADIAN GROCER

WINDSOR GROCERS AND WABASH.

Employees of the Wabash Railroad resident in Windsor are in the habit of bringing butter and eggs to Windsor from St. Thomas and way stations, free of charge, to the detriment of Windsor grocers. It is reported that the latter petitioned the head officers of the road in the latter city to order the practice stopped. It is said that the company replied by threatening to order a large number of their men to move to St. Thomas, where they can live cheaply. This order would mean that about 150 families would leave Windsor.

Butter and eggs can be obtained very much cheaper around St. Thomas than in Windsor, and the railroad men living in Windsor take advantage of their work on the road to purchase the produce.

The Windsor grocers individually deny sending any petition to the road making such a request, but one of the members of The Retail Dealers' Association remarked to a representative of a daily paper that such action had been taken at their last meeting.

WHOLESALE AND RETAIL.

The Editor "Canadian Grocer": I read with much interest the circular issued by The Wholesale Grocers' Guild Executive, complaining of a brokerage company being formed in Toronto and selling direct to the retail grocery trade. It was also pointed out what an injustice this was to the retail grocers who are not members of this joint stock company. Retail grocers may have some reason to complain of this, but at least they have the privilege of taking up stock in the company, and thereby buy their goods through this firm of brokers; but how about the injustice of wholesale grocers going into the retail trade in Toronto, and yet this is exactly what T. B. Escott has done, who acts as secretary in signing this circular, so that the secretary of The Wholesale Grocers' Guild is actually in the retail grocery business in Toronto.

"Merchant."

Toronto, November 20, 1903.

WHOLESALE GROCERY AT WOODSTOK.

A new wholesale grocery is soon to be opened in Woodstock, Ont., by Tudhope Bros., who for the past five years have been in the retail business in that city. A joint stock company has been formed with Messrs. Geo. H. Tudhope and Herbert M. Tudhope as the principal shareholders. The company is capitalized at \$30,000, divided into 300 shares of \$100 each. As soon as the wholesale business is in operation Tudhope Bros. will give up their retail establishment.

At the present time there is no wholesale grocery in Oxford County, and the new firm purpose going into the grocery and provision trade on an extensive scale, beginning first locally and extending over the province and the Northwest.

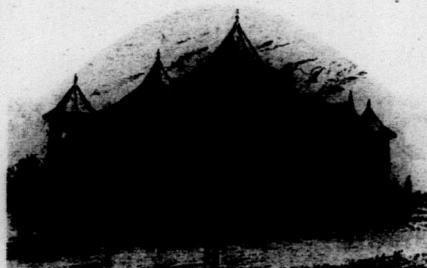
TEA STOCKS IN LONDON.

McMeehim & Co., in their report for the month of October, give the following statistics of tea stocks on hand in London October 31 for the last three years:

	1903.	1902.	1901.
Indian	50,132,000	50,251,000	55,315,000
Ceylon	19,226,000	22,234,000	21,152,000
Japan and Java	830,000	957,000	875,000
China, etc.	13,433,000	16,206,000	15,846,000
Total	83,621,000	89,648,000	93,188,000

CEYLON BUILDING AT THE FAIR.

The Ceylon building at the St. Louis Exhibition, a cut of which is given herewith, should prove no mean attraction. The bungalow effect architecturally reminding one immediately of the East, is



Ceylon Court, St. Louis Exhibition.

at once unique and interesting. The prospect of enjoying a fragrant cup of Ceylon under those wide verandahs will be looked forward to by Canadian grocers who contemplate taking in the St. Louis Exhibition next summer or fall.

REBUILDING PREMISES.

The Eclipse Mfg. Co., of Ottawa, Ltd., whose factory was destroyed by fire a few months ago, are rebuilding, and on a larger scale than before. Two extra storeys will be added to the building, and these will be devoted entirely to the broom business, this branch of their business having developed in a very satisfactory manner, and past all anticipations. They expect to have the factory in running order again in about six weeks or two months.

APPRECIATE THE GROCER.

The Ottawa grocers who recently visited New York, held a meeting on Monday evening, during which they expressed their thanks to THE CANADIAN GROCER for its excellent illustrated report of the recent excursion to the United States commercial capital.

THE

Burlington Canning Co.

Burlington, Ont. Limited

Manufacturers of

ALL KINDS OF CANNED GOODS

Fruits, Vegetables,
Meats, Poultry,
Pork and Beans,
Jams, Jellies, Catsups,
and Relishes.

All goods under "Burlington Brand" are strictly first-class, produced in the Burlington district, packed fresh from the field and unequalled in natural flavor.

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.

WINNIPEG



We are now in our
NEW WAREHOUSE

Ample Room

More Business

And
W A M L
E N O R
T E S

(Storage to let)

CAMERON, GORDON & CO.

WINNIPEG, MAN.

Seeded Raisins Table Raisins

Choice and Fancy Grades.
16-oz. and 12-oz. packages.

5½-lb., 22-lb. boxes. 1-lb. Clusters.
Many Varieties.

CLOSEST PRICES.

WARREN BROS. & CO., - TORONTO

CENTRAL Business College

STRATFORD, ONT.
BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue.
W. J. ELLIOTT, Principal.



For Sale Everywhere.

ASK FOR

MOTT'S.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of



Trade-mark.

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

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

FOR THE HOLIDAYS.

DON'T FAIL TO SECURE AN ASSORTMENT OF

English Fruit Drops and Slices

put up in attractive, screw-top glass jars
(standard ½-lb.). They sell themselves
and yield a handsome profit. 32 flavors,
many of them entirely new.

CROWN MFG. CO.

LIMITED

785 Yonge Street,

TORONTO

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Tobacco Licenses.

THE movement on the part of some interested persons to have the tobacco license fee in Toronto raised from \$5 to \$50 is a blow at the interests of the grocer that should be met by concentrated action through the association. Most grocers have a neat little tobacco department which nets them a very fair return for investment and expenses under a \$5 license, but a \$50 license would in many cases make the department unprofitable, and is altogether unjustifiable. The suggestion that minors secure their cigarettes from the grocery store is certainly a libel on the trade. A grocer has other things to do than sell cigarettes to children, and although there may be exceptional cases, it is well within the mark to say that the grocers would compare very favorably with those who are making the complaint. The grocers of late have been increasing their hold on the tobacco business, as is quite within their legitimate sphere, and the movement, to raise the license under pretext of preventing the selling of cigarettes to minors, is merely a subtle device to cut them off from this profitable line.

The contention that higher license would prevent the selling to minors is altogether specious. It might just as effectively be argued on the other hand that dealers would have to sell to all buyers in order to pay the heavy license. The matter depends altogether upon the character of the dealer and the rigidity with which the law is enforced.

Growth of Tobacco Department.

FROM reports received from those interested in our advertising columns as also from information gleaned from other sources THE CANADIAN GROCER congratulates itself on the interest it has aroused in the cigar and tobacco branch of the grocery trade. Many grocers tell us that, acting on the suggestions made in this paper, they have added a cigar department with the most satisfactory results, and that both from a pecuniary and every other point of view they are more than pleased with the experiment. This season quite a number of grocers have also added a small assortment of pipes, for

which they have found a ready and profitable sale.

Very little capital is locked up in a stock of this description. It is not only a remunerative line, but a perfectly legitimate addition to the stock of any well-regulated grocery store of the present day. The necessary fittings, showcase, etc., can now be purchased at a very small expense, and we are glad to learn that many of our retail firms contemplate giving the cigar and tobacco department a trial during the coming year.

Italian Tobacco Monopoly.

THE total value of manufactured tobacco sold in Italy in 1901 was 201,476,948 lire (lire, 20 cents). The customs receipts on imported cigars for private use were 150,535 lire, making the gross receipts for the year 201,627,483 lire. The gross expenses were 48,535,401, leaving a net profit of 153,094,079 lire, an increase of over 4,000,000 lire on the previous year. The sale of native-manufactured tobacco increased over 5,000,000 lire in the fiscal year 1901-2.

The sale of smoking tobacco, which had, up to last year, steadily decreased, shows a decided improvement, and the constant increase of cigar sales shows

that the cigar is rapidly pushing out the German cigarette.

The exports to South America show a decrease of 125,069 pounds, in value 333,334 lire on the year. (Considering that the trade consists solely of machine-made stogies from United States tobacco, it is a disgrace to American enterprise that this robber monopoly was ever allowed to build up such a trade in the new world. If there is anything in the world which would help us to uphold the Monroe doctrine and prevent that "acquisition of control which, in effect, is equal to territorial aggrandizement," it is by

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.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

Make Him a Present

Either a box of my "PHARAOH" ten cent or my "PEBBLE" five cent cigars makes a splendid Christmas gift. Why not give the husband a box and make the whole family talk about you and your store?

Give him a dozen or so if a box is too much for you—give him Cigars that he'll appreciate.

PAYNE'S
"PHARAOH"

J. BRUCE PAYNE, Limited
Granby, Que.

FROM the land of the Midnight Sun to the imaginary line to the South of us; from where the hawk-eyed prospector traverses the rocky wilds of the Yukon to where Canucks can say good-day to Brother Jonathan—each on his own territory—these brands are known, appreciated and demanded:

Harold H.
Kim
La Fama } Cigars

BRENER BROS.

Cigar Mfrs.,

LONDON, CAN.

T & B

The outstanding tobacco in Canada is **T & B**. Not because we assert it, but because of its own inherent excellence backed up by public favor. Of course we know it because the tobacco business is our one thought all the time. We built up the good name of **T & B** Smoking Tobacco by making it better than any other produced in this country. In the course of time smokers, and then grocers and tobacconists, found out that it *was* the best tobacco made.

T & B is made in **10-cent size**. If there is a grocer in Canada who does not carry **T & B 10-cent size**, that grocer is unjust to himself.

The GEO. E. TUCKETT & SON CO., Limited,
HAMILTON.

\$6.00
Invested

for assorted lot of 3-dozen Smoking Pipes, which retail at from 25c. to 75c. a piece, is one of the most profitable outlays any grocer can make. The season of the year is the best that can be. The pipes take up very little room, practically sell themselves, and strengthen the Tobacco Department.

These pipes are sent on approval, charges paid. Send for them. If not entirely satisfactory return at our expense. What could be fairer?

58 **W. B. REID & CO.,** TORONTO
Yonge Street. Wholesale Tobacconists, Canada.

Popular Brands: HORROCKS'

- "QUEEN'S NAVY,"
- "UNION JACK,"
- "CONQUEROR,"
- "WIG WAG,"
- (Great 5c. plug.)

MANUFACTURED BY

The Erie Tobacco Company
WINDSOR, ONTARIO.

RONTO

5c. Cigar

NOT MADE BY A TRUST.

T. J. Horrocks,
TORONTO

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

ANY GROCER SELLING TOBACCO

it is safe to say, prefers to sell McALPIN Brands. These brands pay a better profit, and they give absolute satisfaction to the user. Some tobaccos lie unsold, dry out, and become good for bargain days. They are not McALPIN TOBACCOS. Is not your strongest sale on these brands :

CHEWING

**BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.**

SMOKING

**TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE.**

The McAlpin Consumers Tobacco Co., LIMITED

TORONTO CANADA.

building up and holding the balance of trade in South America.)

In buying foreign leaf the Regie hold fast to their former system of buying direct through their own agents, and are at present trying to place themselves in such relations with the Brazilian planters as will extricate them from the grip of the combination of middlemen of that country.

The native culture remains a hard problem. Perhaps if the laws of supply and demand ruled prices, instead of the decision of a few Regie officers, the peasants would find more incentive to plant tobacco.

In 1899 permissions to plant 107,000,000 native plants were issued; in 1900, 31,000 less, to which, however, were added 50,000 permissions to raise plants from Kentucky, and 150,000 from Hungarian seed. In spite of the discouraging conditions of the native culture, the amount of Italian tobacco used by the Regie increased from 6,875,000 pounds in 1900 to over 12,000,000 pounds in 1901. The experiments with Kentucky which were inaugurated a few years since by Count Torlonia, have proved so successful that the Regie will plant several large tracts of land in the Roman Campagna during the present year.

To Increase License Fee.

THERE is a movement on-foot in Toronto to increase the Tobacco license fee in that city with the covert object it is said of driving the small dealers out of the business. The attempt is modelled, according to a daily paper, upon the lines of the agitation last Fall for an increase in the laundry license fee, by which the larger laundrymen expected, but failed, to drive out Chinese competition.

A tobacco and cigarette license now costs \$25, while a license granting the privilege of selling cigars and tobacco alone may be secured for \$5. The high license fee for cigarettes was imposed with the hope that it would in a measure restrain the consumption of cigarettes by minors. It has not accomplished this, but on the contrary tends to increase the evil. Many of the small candy and grocery stores which hold only a cigar and tobacco license, the larger dealers say, keep cigarettes secretly and sell them to small boys, who would not be served in a regular tobacco shop. No suspicion is attached to a minor visiting one of the little combination shops, while a boy's appearance at a regular tobacco store would rouse all the Mrs. Grundys of the neighborhood and bring the plain clothes policeman down upon the offender.

If the license fee is raised to \$50 it will drive many small dealers out of business. That is the object entirely of those who are agitating the advance, though they try to cloak their scheme with the cry that they want to aid in depriving the small boy of his cigarette and to prevent those who hold only \$5 licenses from breaking the law.

Gone West!

MR. THOMAS W. WYNDHAM, for some years past one of the representatives of The Empire Tobacco Company in the Province of Ontario, has been appointed agent of The American Tobacco Co. in British Columbia, making his head-



THOS. W. WYNDHAM.
Representing The American Tobacco Co. in British Columbia.

quarters at Vancouver. The many friends of Mr. Wyndham, while regretting his departure to the west, will be glad to learn of his well-merited promotion.

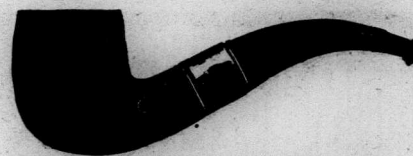
Big Project for Texas.

A press report from New Orleans states that the details of a tobacco growing corporation to be established at Nacogdoches, Texas, are being arranged. About \$3,000,000 will be invested, and Mr. Gilbert Shaw, retired president of the American Trust and Savings Bank, will be the president of the syndicate.

Nacogdoches is the point at which the Agricultural Department last year carried on such successful experiments. Tobacco identical with the best Havana was grown, and experts declared that the opportunities for growing fine tobacco were most excellent.

Ontario's Tobacco Crop.

Final returns from the Ontario Department of Agriculture show a yield of 2,423,031 lbs. of tobacco this year, as against 3,070,717 lbs. in 1902, a shortage of 547,686 lbs.



PIPE STOCK.

Our pipe stock is now in the best possible shape. Everything known to pipedom is in stock and at prices that ridicule opposition.

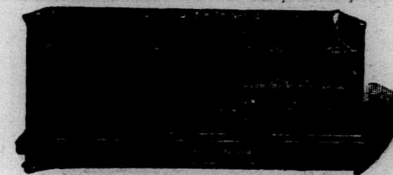
Write for Catalogue Containing Cuts and Quotations.

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.



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.

Tobacco Notes.

T. J. Harrocks reports the sale of the "Ronto" cigar as being very large, and a present he is unable to cope with the demand.

The business of the Erie Tobacco Company has seen large development during the past year. Their goods have steadily grown in popularity, and their advertisement in our columns will give a suggestion as to the lines of their manufacture.

Canadian leaf tobacco sales are on the increase with Mr. E. Moyer, who represents J. W. Fortier & Co., Montreal, in the eastern part of Quebec. His orders for his firm's cigars are also most satisfactory.

Mr. R. Durocher, representing Ed. Youngheart & Co., Montreal, is in Ottawa doing the jobbing trade for his firm, and placing the merits of "John Bull" and "Olympia" cigars before the trade. Mr. Durocher also represents J. U. Gervais & Co., of Joliette, P.Q., manufacturers of Canadian leaf tobaccos. Mr. Durocher's headquarters are in Ottawa, where he is well known to the trade.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur Lydlatt,

TORONTO.

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

The Confidence of the Public is Never Won by Talking Down the Goods of a Competitor.

ADVERTISING and publicity are the same—yet different. Advertising consists of telling the public all the facts about certain commodities, while publicity may consist merely of keeping one's name and business before the public.

Both have their value. But advertising always gives the publicity and at the same time makes a strong bid for actual, tangible results.

The retailer needs advertising as distinguished from bare publicity, yet most retailers seem satisfied with the publicity alone. Many a retailer has made a dismal failure of advertising because he failed to

the moment he thinks he could increase his business in this way.

The conditions under which most of my readers do business make publicity absolutely unnecessary to them. The storekeeper in the average size town in Canada does not need to spend money for space in the local newspaper to tell people he is in business and to mention the general lines of goods he carries. Everybody knows this.

What he needs is the kind of advertising that will tell people why they ought to deal with him in preference to his competitors—without, of course, casting any slurs at the competitors—and the advertising that will create needs by suggesting them.

Most people will go on buying their goods at the same store they have been in the habit of patronizing, until some more enterprising storekeeper makes a bid for their trade, and if any good reasons are advanced why the patronage should be transferred, they are likely to prove effectual in securing those people's trade.

People are also thoughtless about their own needs as a general rule. It never occurs to most of us that we need certain things until their desirability is brought forcibly to our attention.

Telling them that your store is the place to buy so-and-so, without giving any reasons, is not going to get their trade.

But if at this time of year, for instance, you keep reminding them of the many different things which would add to their comfort—if you would talk about your goods in a way that would create a desire for them—it is more than likely a great many of your townsmen—even those who are your regular customers—will come to a realization of the need of some of the things you have advertised, and ten to one you will make a sale.

Bare publicity gives no reasons.

Bare publicity seldom brings results to the retailer.

The ad. which week in and week out conveys no information except that Smith

& Jones are in the grocery business, and that they have the best stock of this or that in town—or that they have a full line of so-and-so—is publicity pure and simple, and even though it may in the long run show some results, it certainly does not bring sufficient results to make it profitable to Smith & Jones.

Advertising can and will certainly pay a profit if the investments are judiciously

The Annual

JUNE MEETING

of the DISCIPLES will begin here

NEXT THURSDAY.

This is expected to be the largest Convention ever here, and all will have their share of providing to do.

The Cook will be the mainstay of the house—must work early and late—and always wear the smile that won't come off. It WON'T if she uses

FOR BREAKFAST

Ogilvie's Manitoba Rolled Oats or Flaked Wheat—served hot.
Grape Nuts or Force—served cold.
Kipperd Herrings, Finnan Haddie or Sardines, and our celebrated 25c Coffee.

FOR DINNER

Tomato Soup
Salmon, cold boiled Ham.
Canned Tomatoes, Peas or Corn.
Lobsters, for salad with lettuce.
Worcester Sauce, Catsup, Fr. Mustard.
Gelatine—for cold meat jelly.
Corn Starch with cream.

FOR SUPPER

Fruit
Shredded Wheat with whipped cream.
Bologna
Pastry, Tea or Coffee.

Make your bread out of "Glenora"—the best flour in the world—and give your visitors a treat.

Will you require any SHOES to add to your comfort this week? We have a nice assortment of low shoes.

J. H. LACEY.

made and proper attention is given to them.

Advertising Deeds.

Mr. G. C. Lacy, of Hillsburg, Ont., sends me a couple of ads. and a small order card which, while a little crude as regards both reading matter and display,

Do You Know
Mr. JOHN MATHIESON
of Coningsby?
He tested Glenora Flour
and found that
14 LBS. OF FLOUR
will make
22 LBS. OF BREAD
and that equals
154 OF BREAD
TO THE BAG
77 2-lb. loaves cost you \$3.85. 77 2-lb. loaves
made with Glenora cost you \$2.15 and leaves
\$1.70 profit.

J. H. LACEY.

understand the difference between publicity and advertising, and has bought publicity when advertising was what was needed.

And a great many of them are doing this same thing every day, wasting nobody knows how many hundreds of dollars.

Laziness, incompetence or thoughtlessness usually accounts for this misconception of the true purpose of advertising. Thoughtlessness or neglect is most generally to blame.

The merchant contracts to use a certain amount of space in the local paper because he thinks he ought to. His competitors advertise regularly and he thinks he must follow suit if he is to stand an even chance, or he buys the space because for

Goodwillie's Sun- Kissed Fruits.



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

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

The Season is on
for
all the good things

TO EAT

in which Peel is used.

Batger's Machine-Cut Mixed

Peel in 1/2-lb. and 1-lb drums is
sure to be required. Are you
ready for the demand?

ROSE & LAFLAMME,
Agents,
MONTREAL.



To prove
that
Brand's
A1
Sauce
is
always

A1 is to try it—

- Once tried always asked for
- Pleases your trade
- Shows you a splendid profit

CANADIAN AGENT—

I. S. WOTHERSPOON,
204 Board of Trade Bldg, Montreal.

SOLE MANUFACTURERS

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

Grimble's



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.



Fall and Winter Trade— What are you doing about it?

—just letting it take care of itself, or are you getting busy and telling grocers where to find what they want, and showing them that they want what you have?

Others are doing this in all sorts of ways—principally through advertising in THE CANADIAN GROCER. This is certainly the best and quickest—also the surest—way to reach all of the grocers and general storekeepers throughout the Dominion.

Here you have a large audience made up entirely of all the grocers worth while in Canada, who are constantly on the lookout for opportunities to buy to better advantage. They look through THE GROCER every week for the opportunities, and GROCER advertisers benefit.

Our Department of Advertising Service helps advertisers in THE GROCER to get the greatest possible results out of their expenditure by rendering expert assistance in the preparation of effective advertising copy. This service is rendered free of charge to those who desire it.

Communicate with us about rates, etc.

The Canadian Grocer,

232 McGill St., MONTREAL. 10 Front St. East, TORONTO.



are still better than a good many grocers' ads. I see.

The reference to Mr. John Mathieson in the Glenora flour ad. is a good idea, if I am right in presuming that Mr. Mathieson is well known locally. This ad. might be worked to a better advantage however.

Sticking to the idea of this ad. as far as possible, I think it would be an improvement to say:

I am in doubt as to whether the making of the comparison is good policy or not.

Don't you sell to the bakers?

Wouldn't it be better to make a similar comparison between the results obtained by using Glenora flour and "common" flour?

About the best expression I've ever heard in advertising flour or bread is one which has been used considerably.

**Mr. Jno. Mathieson,
of Coningsby,
Made 22 lbs. of Bread
With 14 lbs. of Glenora Flour.**

11 loaves of baker's bread cost you.....	55c.
11 " made from Glenora flour cost you..	31c.
	24c.

By making your own bread with Glenora flour you save 24c.—or nearly 50 per cent.
Isn't it worth while?

think it originated in the Western States, "For goodness sake eat Atlas bread."

The suggested menus in the convention ad. would hardly tickle the palate of an epicure. I think these might have been arranged with more care to the betterment of the bill of fare for the day.

One would hardly care to follow rolled oats served hot with grape nuts or force. It is usually one or the other—preferably the hot dish in the cold weather.

Prices on some of the articles might as well have been mentioned.

The little order card is a good idea. It is of a size to go in the vest pocket, and gives a list of articles carried in stock, with a space for a customer to check off her wants, and also a blank space for memos. appears on the top of the card.

I wonder if these cards are ever used.

This card is from Lacy's grocery, Hillsburg. It contains lists which will help you in your selection. Put your order in space below, and we will send another with your parcels.

CURRENT SHIPMENTS.

N. G. Anagnostopulo, currant exporter, Patras and Calamata, in his shipping list of Oct. 31st, estimates the exportation of currants up to that date as 82,641 gross tons as against 91,422 gross tons same date last year. Of these 2,125 tons were destined for Canada, as against 500 tons same date 1902.

"ACME" TABLE SALT

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

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

OUR WRAPPING PAPER IS OF A
THOROUGHLY BUSINESS QUALITY.

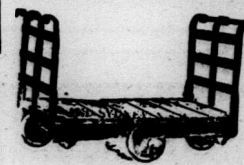
It is dependable, durable,
tough and good weight. The
brown and manilla paper
made by us is just the kind
you like to use.

Canada Paper Co., Limited

Toronto, Montreal and Windsor Mills, Que.

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, Ontario Street, Temple Building, MONTREAL.

BUY

Star Brand

COTTON
CLOTHES
LINEN

— AND —

COTTON TWINE

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

For sale by all Wholesale Dealer
See that you get them.

THE CANADIAN GROCER

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 Gato St., MONTREAL, P.Q.

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:

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

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

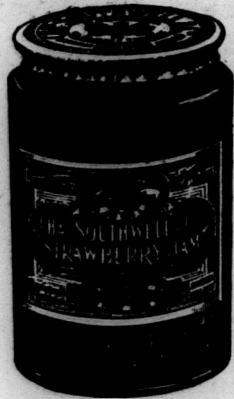
WHITE LABEL ALE

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.





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

SOUTHWELL'S JAMS.

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

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS,

403 St. Paul St., MONTREAL.

We Challenge

the grocery trade to show a better selling article or one more generally satisfactory than



COW BRAND

There is nothing "just as good," and nothing to take its place. We're doing more business to-day than ever before.

JOHN DWIGHT & CO., MANUFACTURERS.

Current Market Quotations for Proprietary Articles

November 26, 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
" 12, in 6 "	0 80
" 2, 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.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2 1/2 lb.	10 40
1 doz.	5 lb.	19 50

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
6 doz.	4-oz.	\$0 40
4 " "	5c.	0 80
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 1/2 lb.	4 10
1 " "	5 "	7 30
1 " "	6 oz.	Per case \$4 55
1 " "	16 "	

JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS. Per doz.

Ocean Baking Powder, 1/2 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 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

ROYAL BAKING POWDER CO.

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

Cleveland's

Dime	Per Doz.
1 lb.	\$1 00
6 oz.	1 50
1 lb.	2 20
12 oz.	2 80
1 lb.	4 25
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

Blackening.

Jonas	Per gross
Froments	\$9 00
Military dressing	7 50
	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 bags, per gross	0 18
" " in pepper boxes,	
according to size	0 02 0 10

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size;	
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 to the King, per 9-	
lb. box of 12 doz. bl. sk.	1 50
Nixey's Silver Moonlight Stove Polish,	
in blocks 12-3 and 6 oz. size.	
Full price list on application.	

BORAX.

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

Brooms.

UNITED FACTORIES, LIMITED.	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	\$4 70
" " " " B, 4 "	4 40
" " " " C, 3 strings	4 10
" " " " D, 3 "	3 85
" " " " E, 3 "	3 55
" " " " F, 3 "	3 20
" " " " G, 3 "	3 20
" " " " I, 3 "	2 85

CANADIAN BROOM CO.

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

Canned Goods.

Mushrooms, Rionel.	Per case, 100 tins.
HENRI JONAS & CO.	\$15 50
1st choice Duthell	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 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines-	
1 Rolland	9 50 10 00
1 Delory	10 50
1 Club Alps	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 Coco's.

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	per doz. 0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins,	per doz.

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

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 39
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

Cocoa-	Per doz.
Concentrated, 1/2's, 1 doz. in box	2 40
" " " " " "	4 50
" " " " " "	8 25
Homeopathic, 1/2's, 14-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.

Mott's Broma	Per o
Mott's Prepared Cocoa, 1/2 and 1/4 boxes	\$0 30
Mott's Breakfast Cocoa, 1/2 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 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 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	Per lb.
Vanilla chocolate, 6-lb. boxes	\$0 38
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 66

