

**PAGES
MISSING**

This Kind Of A Man



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

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

COX'S Powdered Gelatine.

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

The “Griffin” Brand California Fruits.

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

P. Codou's Macaroni and Vermicelli.

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

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20 1/2 Front Street,
Toronto.

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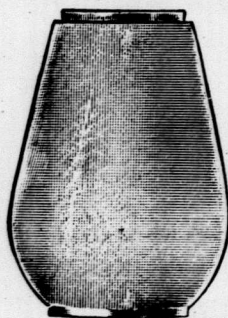
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ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.,
WALLACFROND LIMITED



For Sale Everywhere.

ASK FOR
MOTT'S.



The Scale With Brains.

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

MADE IN CANADA.

Drop a postal asking for Catalogue to

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

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



THE
MOP
THAT
THE
SUN
NEVER
SETS
ON.

Self-wringing Mops and Mop Cloths

Much, very much, depends upon the cloth with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is, of any value. One of our regular standard Cloths would redeem, in a large measure, a very poor imitation of our Mop; but 'twould be better business acumen to insist upon getting the regular, true

"Tarbox" Self-wringing Mop

with its full value and completeness and thereby give your customers value received in the start.

It means better results in the line and greater confidence between buyer and seller. A very large percentage of the better class of jobbers of kindred articles handle our goods.

TARBOX BROS., Toronto, Canada.

THE GREIG MANUFACTURING CO. MONTREAL. LIMITED

MANUFACTURERS
OF

Crown Brand Flavoring Extracts

and Confectioners' Specialties.

SOLE AGENTS FOR
CANADA FOR ...

"Kkovah" Household Specialties.

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

"K KOVAH" Jellies (all flavors).

"K KOVAH" Custard Powders.

"K KOVAH" Blanc Mange Powders.

Etc. Etc.

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

THE GREIG MANUFACTURING CO., LIMITED, MONTREAL.



Saving Pennies

This is one of the first things a careful parent teaches a child.

Why not give your clerks a post-graduate course in this same lesson?

KEEP IT EVER BEFORE THEM.

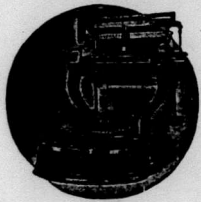
They can make your business blossom like a rose.

A DAYTON MONEYWEIGHT SCALE

does all this more effectually than anything else.

Ask Dept. M. for catalogue.

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



"Sterling" Brand Pickles

are pleasant
and profitable.

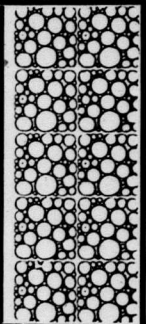
On every occasion where the finest pickles are wanted, give your most exacting customer "Sterling" Brand pickles. The grocer, who makes these pickles and a fastidious customer acquainted, can depend on a future demand. A twentieth century maxim is: "Sell good goods," and these pickles are distinctly good.

Put up in an attractive form.

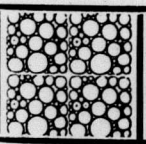
The **T. A. LYTLE COMPANY, Limited**

124-128 Richmond St. West, TORONTO.

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.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

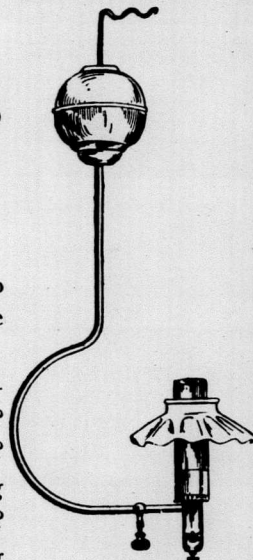
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.


EVERY LAMP GUARANTEED.

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

WHY IS IT ? ?

That the whole crop of _____

JAPAN TEA

is always too small for the Demand, although the price for the past two years has been **extraordinary high**, and going higher each season?  Because it is the best Tea! and wanted anyhow by real Tea drinkers!

CANADA and the **UNITED STATES**
can use the whole crop of

...JAPAN TEA...

THE CANADIAN GROCER

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

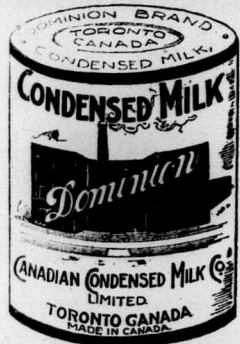
is Cold
Water

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



“IMPERIAL BRAND”
MAPLE SYRUP

is sold by grocers
who are wise in
knowing a good
thing.—Do you?

ROSE & LAFLAMME,
Agents,
TORONTO.



MACHINE CUT
MIXED PEEL

In ½-lb. and 1-lb. Drums.

Handy,
Clean,
Convenient,
Always Fresh.

The 3 varieties:

Lemon, Orange and Citron, Blended,
READY FOR USE.

ROSE & LAFLAMME,
Agents,
MONTREAL.

The **QUEEN**
of Teas
For
The **KING**
of Lands.

Ceylon Tea
FOR CANADA.

Ceylon Green Tea is incomparable.

Ceylon Black Tea is second to none.

Ceylon Tea will satisfy your most fastidious customer, and gives you a fine margin of profit.

ONLY LIVE FISH

and the very best of them
are used in packing

British Columbia Salmon

Order from the following brands:

RED SOCKEYES,

"Nimpkish"
"Griffin"
"Sunset"

COHOES,

"Golden Net"
"Empress"
"Harlock"

The British Columbia Packers' Association,
VANCOUVER, B. C.

All Storekeepers

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

Without Cost to You.

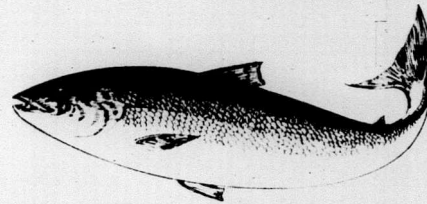
WRITE US FOR PARTICULARS.

THE DOMINION CANISTER CO.

LIMITED

DUNDAS, CANADA.

SOCKEYE SALMON



"Sovereign" and "Lynx"
Brands

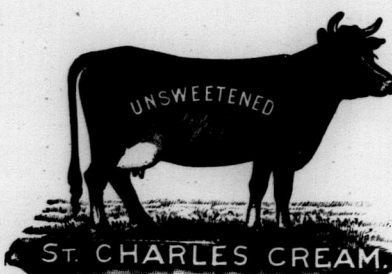
ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

THE CANADIAN GROCER

Has stood
the test
of every
climate.



Purest
and best
for all
purposes.

The **ST. CHARLES CONDENSING CO.**, producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Home Office and Address:

Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A.

FACTORIES: Ingersoll, Ontario, Canada, and St. Charles, Ill.

We have a very attractive one-pound tin of

Social Tea Biscuit

on the market now. It is a nice package for special occasions. Try a dozen.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S (PRIZE MEDAL) Worcestershire SAUCE

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited,

**WORCESTER,
ENGLAND.**

Increase of Business

is a fair guage of Public appreciation of the quality of any article of consumption.

The sales of

ST. LAWRENCE

Granulated and Yellows

are continually on the increase. And why? You will no doubt decide on the reason for this yourself.

The St. Lawrence Sugar Refining Co.,
Limited,

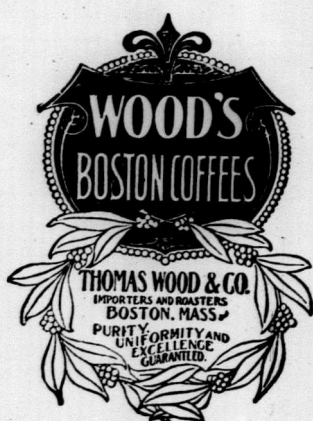
MONTREAL.

GREEN CEYLON TEAS

That strongly appeal to good judges of value who have an eye to profit. We have them to retail at 25 cents and up—just the kind of value that will enable the retailer to make a handsome profit and delight consumers. Ask our travellers for quotations, or write for samples.

Our range of all grades of Tea is large and contains many splendid bargains.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**
BRANCH CANADA GROCERS, LIMITED.



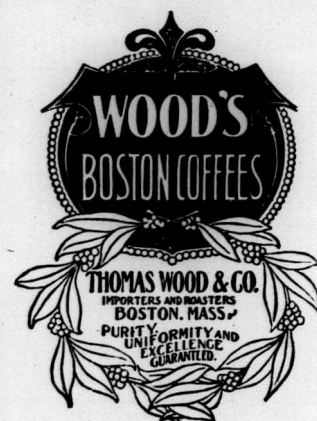
WOOD'S COFFEES

Values you can ill afford to be without.
We adapt them to your particular needs.
They swell your trade.

THOMAS WOOD & CO.

Canadian Factory and Salesroom,

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



ANXIETY

With reference to us is being exhibited in some quarters, and every effort made to prevent our purchase of certain lines of combination goods.

The parties referred to are worrying themselves more than they are annoying us. They will recognize their position when we meet them in **Open Competition.**

Prices Talk.

If you are in the market let us hear from you. We are known specialists in **TEAS.** Send for samples.

Canada Brokerage Co.,
LIMITED,

48 Wellington St. East,
TORONTO.

THE CONSUMER WANTS THE BEST

AND THAT IS WHY

"TARTAN" Brand

sells so well. We have cheaper lines but prefer selling the best.

IN STORE:

New Valencias—Arguimbau
Trenor's
Rogers'
Whiting
" Currants—5-Crown
6 "
7 "
" Peels—Tartan
Colonial
Crosse & Blackwell
Drained, in kegs

IN STORE:

New Malaga Choice Clusters
Black Baskets
" " D.hesa Clusters.
" " Buckingham "
" " Non-Plus-Ultra
" Figs—10-lb., 24-lb., 48-lb. boxes
" " 1-lb. Magnum Extra-Dessert
" " Valencia Shelled Almonds
" " Jordan Shelled Almonds
" " Sultanas, very cheap

IN STORE:

New Labrador Salmon, half bbls. New Loch Fyne Herring, in kitts
" Mackerel, kitts and half bbls. " Holland "
" No. 1 Split Herring, half bbls. " Cod of all kinds
" Boxed and Skinned Cod " Sealed Herrings
" Quintal Cod, dry and bright

Write or 'phone for quotations at our expense.

Special attention given Bakers' and Confectionery and Manufacturing Trade.

Balfour & Company,
Wholesale Grocers, Hamilton, Canada.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

ON three occasions during this long session now drawing to a close has the Angel of Death brought his summons to members of the House of Commons, calling them to leave consideration of the affairs of that country which they loved so well and to cross forever the Great Divide, beyond which lies infinity. The Hon. Donald Farquharson passed away at his home in Prince Edward Island, Pierre Raymond Leonard Martineau at a hospital in the City of Ottawa, whither he had been removed for the purpose of an operation, and Henry Cargill within the very Parliament Buildings themselves, distant but a few yards from the Commons Chamber in which he had just been participating in debate.

* * *

However strenuous may be the attack in political warfare at Ottawa, the fact remains that but few animosities are carried past the Commons' doors, and that the best of good feeling obtains among the members, regardless of politics. An Englishman once described the Home Parliament as "the best club in the United Kingdom," and, so far as esprit de corps is concerned, the greatest of the Canadian legislatures would, we fancy, take no second place in a similar comparison. Hence it is that when some member is stricken down, the sorrow is not confined to his political colleagues, but is felt by all, irrespective of party.

* * *

Of Mr. Farquharson the Federal members of Parliament had but little opportunity to judge. Elected at a bye election in 1901, he came to Ottawa with a certain amount of glamor attaching to his title of ex-premier. What's in a name? asks Shakespeare. Much, we venture to assert. A man comes up from a small province where he has held a position to which attaches some high sounding title, and most certainly performances are expected from him in proportion to the name of the office he has borne. This was exactly the case with Mr. Farquharson. Members did not stop to consider that the whole province of Prince Edward Island has a population not much more than half that of Toronto. The Mayor of Toronto may come to Ottawa, and his presence does not create a ripple, but the Premier of Prince Edward Island—why, that's a different thing. And so it was

that perhaps a little too much was expected of Mr. Farquharson. In his own province he had enjoyed a long and honorable career. Elected to the legislature in 1876 he had sat without a single defeat until 1901, when, as we have seen, he entered the Federal arena. Arriving here when that session was well under way, he showed his good sense by silently observing the new surroundings in which he found himself. As what proved to be his last illness detained him at his home during the present session, it is evident that he only participated actively in Dominion affairs for the session of 1902. During that time, owing to ill health, he was unable to take a prominent part, though his work in committees, and where anything pertaining to his own province came up, demonstrated his sound sense, and was a pledge of future usefulness, had he been spared longer to serve his country.

* * *

Mr. Martineau, like Mr. Farquharson, made his debut at a bye election, entering the House in 1898, and being re-elected thereto by a substantial majority in 1900. Mr. Martineau was a man of fine education, having studied at the Quebec Seminary and Laval University, obtaining from the latter the degree of LL.D. While he was well versed in English, he had not acquired that intimate acquaintance with it which makes speaking in that tongue easy, and, as a consequence, he did not often take part in the debates. He was, however, a very constant attendant, and was possessed of a common sense on which his Quebec colleagues were often glad to draw. As a man Mr. Martineau was an example to all. For years he was a constant sufferer from a disease of the foot (it was the amputation of a part of that member which resulted in his death), and yet he was never heard to complain. He stuck to his post with a fortitude which was little less than heroic, and when other men would have remained in more comfortable surroundings, he limped to his desk and sat there through his pain, doing the duty for which his electors had singled him out. The reward of such men is not in medals and military decorations, it is in the respect and sympathy of their fellows, to whom their self-sacrifice is known, and both sympathy and respect Mr. Martineau had in overflowing measure.

And lastly we come to Mr. Cargill, whose taking off was so sudden as to lend an air of tragedy to the occurrence. With 16 years service in the Commons to his credit, he sustained but one defeat, that of the general election of 1891. Though a Conservative in politics, he was one of those men whose personality won for him many Liberal votes, and he was a living example of the fact that given a thoroughly good candidate the previous political complexion of the riding in which he stands is not of so much importance after all, for he won his seat from the enemy, and, having won it, held it, as we have seen. Mr. Cargill was a typical Canadian. His parents were both of County Antrim, but he himself was born and educated in Canada, and there he lived and died. A man of business shrewdness he scored a financial success in life, and Bruce will miss him in this as in many other ways. Unlike so many successful money makers, Mr. Cargill's character never seemed to harden, and on both sides of the House he was looked upon as one of the most genial of its members. In debate he was ever practical and sound; not eloquent, but always listened to, and never anxious to speak unless he had something to say that was really worthy of attention. In all the times he addressed the House he was never known to utter an unkind or cutting word. His politics were entirely dissociated from personalities. In "Les Miserables," Victor Hugo describes the interchange of remarks between the dear old country priest and the Emperor Napoleon. In Paris on a visit, the former very naturally regarded the Emperor keenly, in passing him on the street. Napoleon, ever observant, turned upon the cure and said: "Sir, you behold a great man," to which the priest replied, "And you, Sire, a good one." There is indeed a difference. Mr. Cargill could not be called one of the world's great ones, but he was something better, he belonged to that choice minority, the good.

* * *

The sixth annual meeting of Charities and Correction, which has been held in Ottawa during three days of last week, has not excited so much interest in members of Parliament as could be wished. The object of this society—the care, particularly for children, fallen women, drunkards, and generally for all not in-

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

STOVE POLISH and

SUN PASTE
STOVE POLISH
IN TINS
GUARANTEED TO THE TRADE

DORABLE
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

corrigible criminals—is such as should enlist the best efforts of all, and, inasmuch as its members will sooner or later apply to Parliament for legislation to put their views in force, some study even at this stage would not be thrown away. While all the members of both Houses were cordially invited to be present, less than a score availed themselves of the opportunity, but, perhaps the fact that public business has been rushed at last, with a view to ending the session before the next one begins, is a reason for the slim attendance of our public men.

In every large city particularly—and the cities of Canada are fast becoming thickly peopled—we have a number of children born into the world under conditions so fearful that from the moment of their birth their future prosperity is almost an impossibility. Illegitimates, disowned by parents who seek to avoid the shame of their immorality, and the children of drunken parents, constitute the large majority of this class. What shall be done with these? The question is not easily answered. To establish homes commodious enough for all the unfortunate children would tax the resources of any government, and might be an encouragement to illegitimacy, as the old Bastard Laws of England were found to be. A better course would seem to be the working of some such society as this, with branches everywhere, through the agency of which children might be found homes, where amid healthy and moral surroundings they would have a chance to grow up to something better than the lives to which their parents had fallen.

* * *

A yet more difficult question, and one quite as pressing, concerns the treatment which should be accorded to habitual drunkards. England is seeking to grapple with this question, and no doubt Canada will profit by her experience, but, in the meantime, there seems no way of restraining these unfortunates, except by imprisonment in the common gaol, and even

this cannot be resorted to unless the drunkard is so violent as to break the laws of order. We have asylums for the deaf, the blind, the insane, and we have hospitals for the sick, but there is, as yet, no place for the dysomaniac. True, there are private asylums, operated for gain, to which those who are in the dread clutches of alcoholism may be sent, but to these a man must go of his own free will. The law allows no forcing. As a matter of fact drunkenness begets stubbornness even in the weakest natures, and it is next to impossible to get one of these afflicted ones to submit to what might prove to be a cure.

* * *

In this regard the Criminal Code certainly needs amendment. Personal liberty is the great heritage of our people, but even personal liberty must be curtailed for the good of the many. Machinery should be provided by which relatives could force unwilling drunkards to go to some place of confinement. In many cases there are those who would willingly put up the necessary money, but the refusal of the delinquent to allow his freedom for self-indulgence to be interfered with, frustrates all plans made for his betterment. The gaol is no place for a man who is disorderly through drink; that is when his disorder is no more than a minor offence. Fancy a man under a fit of temporary insanity who breaks property or who comports himself in a disorderly manner, subjected to the disgrace, disgrace not to himself alone, but disgrace to all his respectable kinsfolk, of being confined in the common gaol. We would cry out against such harshness. And yet scientists have pretty well demonstrated to us that intemperance is an inherited tendency, and that the victim of it is not so culpable as we once believed him. Such cases should and must be controlled. Let us have, we repeat, a law which will enable those of sound mind to control the freedom of one who through drink is no longer compos men-

tis, and we will not only save from a drunkard's grave a large percentage of those who go down to it, but we will lessen the suffering of the innocent by one-half. In these days of strong materialism we think too much of those projects which produce mere wealth, which, as we are so fond of putting it, develops the latent resources of our country, and too little by far of the regeneration of those who have fallen by the way.

* * *

During the last two or three weeks a number of petitions have been presented to Parliament from many different parts of Canada praying for delay in the matter of the National Transcontinental Railway. The Liberals have openly avowed that these petitions were not spontaneous, but were inspired from Ottawa by the Opposition, who furnished petition blanks to trusted partisans in the constituencies for the purpose of political effect. A very unpleasant incident to all good Canadians, who have the credit of Canada at heart, was the point of order raised by Mr. Marcell, of Bagot, with regard to these same petitions. It seems that a number of petitions from his county had been presented to the House by Mr. Morin, member for Dorchester. Mr. Marcell took occasion to examine the signatures, and was much surprised to find the names of a number of electors whom he had thought favorable to the project. He noticed, however, that these signatures were in the same handwriting, and thinking that the matter required further investigation, he wrote to a friend in that part of Quebec, who thereupon interviewed a few of those whose signatures were suspected of being unreal. Mr. Marcell asserted that his friend had had time to see but a small number, but from these he obtained a statutory declaration that they had not signed the petition, or authorized the signing of it, and that far from opposing the immediate action of the Government in connection with this matter, they heartily endorsed the same.

A Few Seasonables Just To Hand:

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

LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.

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

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

Jersey Cream Yeast Cakes.

Always Reliable.
Best in Canada.

**Social Teas
Social Coffees
Social Cocoas**

Always give the best satisfaction.

Jersey Cream Baking Powder

Absolutely pure.
Best in Canada.

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

LUMSDEN BROS., Hamilton and Toronto.

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

Lovely Spanish AND Smyrna Fruits

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

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

JAMES TURNER & CO.

Wholesale Grocers, - - = = HAMILTON.

IN STOCK
NEW CROP
SELECT VALENCIA RAISINS
CANDIED PEEL
LEMON, ORANGE and CITRON PEEL.

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

**CANADA
CREAM
CHEESE**

YOUR CUSTOMERS SEE
THIS HANDY AND ECON-
OMICAL PACKAGE
CHEESE ON YOUR COUN-
TER AND PURCHASE IT.
SEEKS ARE PURCHASERS.

**LET THEM KNOW THAT
YOU HAVE IT.**

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



In other words the names were proved to have been forgeries, and quite naturally suspicion is now cast upon the other petitions and signatures, many of which are undoubtedly genuine.

The incident created a most unpleasant sensation. Mr. Morin honorably acquitted himself of all complicity by asserting that he had handed in the petitions because asked to do so, and that he had absolutely no personal knowledge of their contents, except, of course, of their tenor. Other members of Parliament have since examined petitions from their ridings, and several claim to have discovered similar irregularities. The incident is probably not yet closed. It will be a lesson, if a severe one, to members not to lend the credit of their names to any document which they present to Parliament, unless first convinced of its bona fides. If the House is not to be protected against such dastardly deeds, what faith will it put in future in widely-signed petitions? This matter should be taken up, and the perpetrators of the outrage should receive the punishment awarded to forgers under our criminal law.

INQUIRIES ABOUT CANADIAN TRADE.

Among the recent inquiries at the Canadian Section of the Imperial Institute, London, S.W., were the following :

1. A Manchester firm asks to be placed in touch with Canadian producers of graphite of good quality.
2. A house in Newcastle-on-Tyne wishes to hear from Canadian manufacturers of closet seats.
3. A firm of linen manufacturers is prepared to appoint as resident Canadian agents a firm possessing both experience and connection. References required.

The names of the firms making the above inquiries can be obtained on application to the Editor of THE CANADIAN GROCER.

The Australian Grocer announces the introduction into the southern commonwealth of "The smile that won't come off," in conjunction, of course, with Quaker Oats.

THE CANADIAN GROCER

Business Changes

ONTARIO.

G. A. Holbrook, grocer, Ottawa, has retired from business.

Andrew McCormick, of A. McCormick & Son, grocers, London, is deceased.

Failing & Lawrence, general merchants, Pinewood, have dissolved partnership.

F. A. Scott & Sons, grocers, Ottawa, have started a branch store on Rideau street.



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

**ARE KNOWN
BY AND SELL
ON THEIR
MERITS.**



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

Daniel Martin, grocer, flour and feed, Ottawa, has disposed of his grocery business.

A meeting of the creditors of Cameron & Co., general merchants, Finch, was held on October 5.

Robinson & Co., grocers, crockery and glassware, Ingersoll, have assigned to D. G. Cuthbertson.

J. A. Wright & Co., general merchants, Kingsville, have sold their stock to H. Rotz at 53c. on the \$.

The hotel and general store business conducted at Haileybury by Wm. O'Brien & Co. will be continued by A. Yerland.

QUEBEC.

Beaudry & Langlois, grocers, Montreal, have registered.

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

Michaud & Fils, general merchants, Plessisville, have registered.

R. B. Hall & Son, grocers' specialties, etc., Montreal, have registered.

Bradford Bros., general merchants, Granby, have dissolved partnership.

D. Gagne & Cie., groceries and liquors, St. Henri de Montreal, have registered.

Ludger Lacombe, general merchant, St. Victor de Tring, offers 50c. on the \$.

J. E. Laramee & Cie., general merchants, Shawenegan Falls, have registered.

J. O. Massicotte, general merchant, Chicoutimi, is offering 40c. on the \$ cash.

The assets of the general store business of J. A. Lacerte, St. Severe, have been sold.

Ostell & Hurtubise, wholesale provisions, Montreal, have dissolved partnership.

Baker & Co., grocers, Montreal, have dissolved and a new registration will be made.

Ferdinand Pepin, groceries and liquors, Montreal, has sold his business to J. H. Lefebvre.

The assets of the grocery and liquor business of Ernest Chaput, Montreal, have been sold.

The assets of the grocery and liquor business of Henri Dessaint, Montreal, have been sold.

Chartrand & Turgeon have been appointed curators to Chas. Fortier & Co., grocers, Montreal.

NOVA SCOTIA.

Lewis W. McGillivray, general merchant, Gabarous, has assigned.

Petrie Bros., wholesale and retail grocers, etc., Glace Bay, had their stock damaged to the extent of \$2,000 by fire: fully insured.

MANITOBA AND NORTHWEST TERRITORIES

Levi Beck, general merchant, Yorkton, is opening a branch store at Saltcoats.

J. R. Hogg, general merchant, Manor, has sold his business to J. R. Dalgleish.

David Stewart, general merchant, Yellow Grass, has sold his business to Frank Stewart.

The Lasalle, Carey Co., Limited, general merchants, St. Pierre, have been incorporated.

H. M. Shaw, general merchant, Nanton, is admitting J. M. Glendinning to his business on the 1st prox.

**It will pay you to get
our quotations on**

**FIGS
PEELS
VALENCIAS
CURRANTS
PRUNES
NUTS
ETC.**

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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Ripening of Cheddar Cheese.

To ascertain the extent to which carbon dioxide is formed in American cheddar cheese during the process of ripening, and also to learn the nature of the chemical changes that give rise to the production of this gas, experiments were made with two cheeses. One was quite normal, while the other was made from milk containing chloroform and kept under aseptic conditions. In the normal cheese, carbon dioxide was given off continually, decreasing in quantity after twenty weeks, but still being formed after thirty two weeks. The total amount produced was 15,999 grms., equal to 0.5 per cent. of the fresh cheese. Only 0.205 grms. was given off by the chloroformed cheese, practically none being found after three weeks. In the case of the latter cheese the carbon dioxide evidently came from that present in the milk; but the carbon dioxide yielded by the normal cheese was due to the decomposition of lactose by lactic acid organisms and to the respiration of living organism in the cheese. The only active agents present in the chloroformed cheese were lactic acid, lactase and rennet pepsin. These, under the conditions of the experiments, were unable to form ammonia or secondary amino compounds with production of carbon dioxide, as the presence of the chloroform could not account for this inaction, the results suggested that in the normal cheese some agent must have been present which was not present in the chloroformed cheese, and that this extra factor was of a biological character.

Jour. Soc. Chem. Industry.

To Keep Shippers out of Hams.

In answer to a request for a formula and method of painting covered hams so that skippers will not get in, The Butchers' Advocate recommends the following method:

To yellow wash from 1,200 to 1,300 hams, use the following quantity: 500 pounds powdered barytes, 25 pounds rye flour, 10 pounds finely powdered chrome yellow, 20 pounds glue. To mix this yellow wash, it is necessary to have a vat 5 feet long, 20 inches wide and 16 to 18 inches deep. The glue should be soaked in water over night, and then it should be heated until it is all dissolved. The chrome yellow, if finely powdered,

will dissolve readily in cold water. The 25 pounds of rye flour should also be dissolved in cold water. The glue, the chrome yellow, and the rye flour should all be dissolved in separate receptacles. The 500 pounds of barytes should be put into the vat and sufficient cold water put on to it to make a thick batter. The rye flour should also be dissolved to a thick batter, and cold water should be used. After the barytes has been dissolved, the flour should be added and then the chrome yellow, and then the glue. The glue should be hot when it is added to the mixture. A hoe should be used, and the entire batch should be mixed well. Then a steam hose should be turned into the mixture and heated to the boiling point. All this time the mixture should be worked with the hoe. The water, or condensation from the steam, will, to an extent, thin the mixture. When it is finished it should be about the

hands the superfluous quantity of yellow wash should be scraped off. Then an ordinary whitewash brush should be used so that the yellow wash is on the canvas evenly and smoothly; then the hams should be hung on sticks and left to dry over night, when they will be ready for shipment. If the hams are to be labeled, then the label should be put on the yellow wash right after the hams have been brushed with the white wash brush.

Visible Stocks of Lard.

The N. K. Fairbank Co., of Chicago, Ill., under date of October 2, write "The Canadian Grocer" as follows:

Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on October 1 to which we add estimates of former years, and stocks in cities named.

	1903. Oct. 1.	1903. Sept. 1.	1902. Oct. 1.	1901. Oct. 1.	1900. Oct. 1.	1899. Oct. 1.
Liverpool and Manchester	11,000	13,500	12,500	12,500	11,000	50,000
Other British ports	2,000	2,000	1,000	5,000	6,000	9,000
Hamburg	30,000	8,000	5,000	6,000	5,000	7,000
Bremen	5,000	1,000	500	1,000	1,500	3,000
Berlin	2,000	1,500	1,500	500	2,000	2,000
Baltic ports	11,500	11,500	4,000	8,000	8,000	8,000
Amsterdam)						
Rotterdam)	100	700	2,500	1,000	2,000	3,000
Mannheim)						
Antwerp	1,000	1,000	1,500	4,000	3,000	5,000
French ports	2,000	2,300	950	2,000	4,500	4,000
Italian and Spanish ports	500	500	500	1,000	1,000	1,000
Total in Europe	60,600	42,500	30,150	41,000	44,000	92,000
Afloat for Europe	45,000	30,000	35,000	57,000	75,000	68,000
Total in Europe and afloat	105,600	72,500	65,150	98,000	119,000	160,000
Chicago prime steam	110,938	96,024	34,900	27,759	49,896	178,000
Chicago other kinds	8,081	10,472	7,885	4,487	10,832	10,000
East St. Louis .....	.....	3,000	100	3,531	4,952	12,000
Kansas City	4,315	8,538	2,791	5,110	5,706	14,000
Omaha	1,072	5,747	1,231	2,600	1,344	2,000
New York	5,488	6,973	5,911	4,915	6,577	16,000
Milwaukee	1,694	3,033	457	808	3,035	4,000
Cedar Rapids .....	.....	.....	573	318	892	4,000
South St. Joseph	5,939	4,785	1,047	2,235	340	1,000
Total tierces	243,327	211,072	120,045	149,763	202,574	400,000

consistency of thick cream, then it is ready for use. The hams should be canvassed with either burlap or muslin, and a loop should be sewn on at the butt end, so that the hams can be hung up. A rack with about 7 or 8 hooks should be arranged over the vat which contains the yellow wash. About a dozen hams should be thrown into the vat, and they should be immersed in the yellow wash, then they should be hung up, and with

Cheese Markets.

Belleville, Oct. 3.—To day there were offered 1,995 cheese, 1,895 white and 100 colored; sales: Watkin, 320; Sprague, 185; Magrath, 90, at 11½c.; Hodgson, 50 at 11 3/16c.; 11½ to 11¼c. bid for balance.

Cowansville, Oct. 3.—To day 43 factories offered 1,947 boxes cheese, 21 creameries offered 1,256 boxes butter. Hodgson

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.

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.

**WRITE OR WIRE FOR
PRICE LISTS.**

NOTHING FINER CAN BE PRODUCED
THAN OUR

Guaranteed equal to the best imported at lower prices.

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

Beech-Nut Hams and Bacon

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

**LONG CLEARS and
BBL. PORK**

are now in great demand for Lumber Camp Supplies. Stocks are not large and we would advise early buying ; we shall be glad to quote you prices also for

**WHITE BEANS, CHEESE,
BUTTER, ONIONS,
HONEY, MINCE MEAT,
SMOKED HAMS and
BACON, LARD and
LARD COMPOUND.**

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

**Mess Pork,
Short Cut Pork,
Plate Beef.**

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.
Write or wire for special quotations on car lots

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

son bought 538 boxes cheese for 11c.; Ayer, 343 boxes for 11c.; McPherson, 356 boxes for 11c.; Allen, 382 boxes for 11 3/16; 323 boxes unsold. Allen bought 267 boxes of butter for 21c.; Grant 99 boxes for 21c.; Alexander 200 boxes for 21c., and 65 boxes for 21c.; Ayer 28 boxes for 21c.; 15 boxes for 21c., and 26 boxes for 21c.; 175 boxes unsold.

Cornwall, Oct. 3. 2,100 cheese were boarded here today. All sold at 11c. except 130 boxes. The sales were: Lovell Wesgar got 22 white and 135 colored, McRae 188 white and 191 colored, Fraser 235 white and 33 colored, and McGregor 131 white and 61 colored. Balance unsold.

London, Ont., Oct. 3. At to day's cheese market 1,208 white and 1,837 colored cheese were offered. Sales: 215 colored at 11c., 400 colored at 11c.

THE PROVISION MARKETS.
Toronto.

HERE is a very good demand for all cured and smoked meats, especially for hams. The lumber camps are also making heavy calls on provision supplies, and stocks have been pretty well cleaned up. This applies particularly to hams. Prices are firm, with a slight advance marked in long clear and roll bacon. We quote:

Long clear bacon, per lb.	8 10 1/2	89 10 1/2
Smoked breakfast bacon, per lb.	9 14 1/2	0 15
Roll bacon, per lb.	0 11	0 12
Medium hams, per lb.	0 14	0 14 1/2

REFRIGERATORS.



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

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

Eureka Refrigerator Co.,

Wilbert Hooley, Manager,
54 Noble St., TORONTO.

This cut represents No. 13. Phone Park 513.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

DAIRY PRODUCE AND PROVISIONS

Large hams, per lb.	0 13	0 13 1/2
Shoulder hams, per lb.	0 10	0 10 1/2
Backs, per lb.	0 15	0 15 1/2
Heavy mess pork, per bbl.	19 00	20 00
Short cut, per bbl.	21 50	22 00
Shoulder mess pork, per bbl.	16 00	17 00
Lard, tierces, per lb.	0 05 1/2	0 05 3/4
" tubs "	0 05 1/2	0 10
" pails "	0 05 1/2	0 10 1/2
" compounds, per lb.	0 08 1/2	0 09 1/2
Dressed hogs, light weights, per 100 lb.	8 00	8 25
" heavy "	7 50	7 75
Plate beef, per 200-lb. bbl.	12 50	12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcasses	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 50
Mutton	5 00	7 00
Lamb	7 50	8 50
Veal	7 50	9 00

Montreal.

The situation is much the same as at the time of our last report. For hog products of all kinds there is still a good active demand. There is beginning to be some inquiry for barreled pork for winter shanty supplies. In the City of Montreal itself provision men and packers report a good demand for all lines, and inquiries from country points are coming in more freely. There is a slight decline in hams and bacon, which is partly caused by the weakness on the English market where the heavy Danish and home supplies are depressing prices. We quote:

Heavy Canadian short cut mess pork	\$19 00	\$20 50
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb.	0 13	0 14
Hams, per lb.	0 12 1/2	0 13

In lard there is a somewhat easier feeling, but prices show little change as yet. Another slight decline in pure lard will be noted. We quote:

"Boar's Head" brand	0 08 1/2
Carloads, less	0 00 1/2
50-lb. tubs, over tierce	0 00 1/2
20-lb. tin pails	0 00 1/2
20-lb. wood "	0 00 1/2
10-lb. tins	0 00 1/2
5-lb. tins	0 00 1/2
3-lb. tins	0 01
Pure lard, in pails, 20 lb.	1 85
" in tubs, 50 lb., per lb.	0 09 1/2
" in tins, per lb.	0 10 1/2

St. John, N.B.

There is practically no change in quotations. In fresh meats mutton and pork are easier. Barreled pork and plate beef are firm. The F. B. Dunn Packing Co. will erect a factory here and begin packing pork probably before the end of November. We quote:

Mess pork, per bbl.	\$18 00	\$20 00
Clear pork "	18 50	21 00
Plate beef "	13 50	14 50
Mess beef "	12 00	13 00
Domestic beef, per lb.	0 05	0 07
Western beef "	0 07	0 09
Mutton "	0 05	0 07
Veal "	0 06	0 08
Lamb "	0 07	0 08
Pork "	0 14	0 15
Hams "	0 12	0 13
Short rolls "	0 10 1/2	0 11 1/2
Lard, pure, tubs "	0 11 1/2	0 12 1/2
" pails "	0 09	0 09 1/2
" compound, tubs, per lb.	0 09	0 09 1/2
" pails "	0 09 1/2	0 09 1/2
" Fairbank's refined, tubs, per lb.	0 09 1/2	0 10 1/2
" pails "	0 09 1/2	0 10

DAIRY PRODUCE.

Toronto.

BUTTER.

There is a considerably better demand for strictly first class butter, both creamery and dairy, and supplies have only been about equal to demand. The export demand has also improved, so prices are firm at advance of about 1 cent for top qualities. We quote:

Creamery prints, per lb.	0 21	0 22
" solids, fresh "	0 20	0 21
Dairy rolls, large	0 17	0 19
" prints "	0 15	0 16
" in tubs, best "	0 15	0 16
Under qualities	0 12 1/2	0 13

CHEESE.

The market has eased off from the quotations of a week ago in face of reports from the cheese boards. On Tues-

day 11 7-16 was asked, and none sold at Ingersoll, and at Woodstock, same day, 11 1/2 was asked, with sales at 11 1/2. The week previous 12 to 12 1/2 was paid. We also learn of a lot of 500 boxes western selling on Tuesday to be delivered at Montreal, at 11c. We quote:

Cheese, large	Per lb.	0 11 1/2	0 12
" twins		0 12	0 12 1/2

Montreal.

EGGS.

Since our last report there have been some sharp advances, which are due to small supplies and an exceedingly active demand. For strictly new-laid eggs we are told that as high as 21 to 22c. has been obtained. Selected stock is quoted at 20c., while for the ordinary common stock the price is 18c. Such a sharp advance was not anticipated last week, and it has created no little stir among the trade. The demand still continues exceedingly active, but it is scarcely probable that any further advances will be made just at present.

BUTTER.

The butter market continues strong and prices have an upward tendency. The stocks held are at least one-half less than for the corresponding season of 1903, consequently, the demand is good and offerings are being quickly snatched up. Select Eastern Townships creamery is quoted at 22c., and the supply being insufficient to meet the demand, the market is strong. Holders expect to make a good profit out of July and August butters, which they have quietly picked up. August butters are quoted at 20 to 21c.; held, 19 to 19 1/2c.

CHEESE.

The cheese market seems somewhat demoralized, and buyers are uncertain just what will be the outcome. The general opinion seems to be that prices will drop, but there are as yet no changes to report since our last issue. On the country boards, last Saturday, prices were weaker, but in some places, notably in Ottawa, salesmen appear to think that prices will advance and that it will pay them to hold for the expected rise. Pasture conditions continue good in most parts of the country, owing to the frequent rains, and in many sections more cheese is being made to day than in June, which was a dry month with pastures correspondingly lean. If the present weather conditions continue, there will therefore be a much longer season this year than usual with a correspondingly increased make. Meanwhile prices locally in a jobbing way are 12 to 12 1/2c.

St. John, N.B.

BUTTER.

Choice tubs are higher, but other grades are unchanged.

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

EGGS.

The market is firmer, both for case stock and strictly fresh, with prices a little higher.

Eggs, new laid, per doz.	0 20
" case stock, per doz.	0 17

CHEESE.

The demand for export has further advanced prices, and available stocks are light. Quotations are:

Cheese, per lb.	0 12 1/2	0 12 1/2
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Some tea packers blend certain cheap teas until they taste peculiarly—this they call good tea.

Blue Ribbon Ceylon Tea

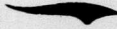
has no odd taste. It is delicious because it is the best tea grown in Ceylon. The only tea you can safely recommend your customers as being the very best.

Push the Red Label.

Every Grocer our agent.

PURE FOOD INSURES
GOOD HEALTH
MAGIC BAKING POWDER
INSURES
PURE FOOD.

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.

MONTREAL RETAIL GROCERS' ASSOCIATION.

THE annual meeting of the Montreal Retail Grocers' Association, was held Thursday night, October 1, at Monument National. As the election of officers of the association is always held at the October meeting, a large number of members were present. The occasion was, however, a more than usually interesting one, as there was evidently something in the air to bring out such a goodly number of members. What the occasion was, was manifested immediately after Secretary J. P. Dixon had finished reading the minutes of the previous meeting, and when President Ald. Turner had put the question of the adoption of the minutes before the meeting. It seems that exception had been taken by some of the members to the nominations for office at the September meeting, it being claimed that some were irregular and illegal on account of several absent members having been nominated at that meeting, and that according to the constitution of the association this was ultra vires. It was also intimated by one of the members (Mr. O'Brien) that it was clearly manifest to him and other members of the association that it was evidently the intention to have only French Canadians on the Board of Management, as, with exception of himself, nominated as first vice-president, there was not another English-speaking member elected. Mr. O'Brien felt that it was the desire of the members not to have any "Irish apply for office," and he withdrew his name as a candidate, and at the same time handed in his resignation as a member of the association.

Ald. Lapointe, a member of over 25 years standing, protested against the action of those members who desired to overthrow the proceedings of the September meeting, and claimed that as that meeting was a regular and properly conducted one, the proceedings could not be overthrown. Mr. J. A. Menard declared that the minutes should be adopted, as same were a faithful record of the last assembly. Mr. A. O. Galarneau was under the impression that the minutes should pass and that the older members of the association, who had failed to be present at the September meeting when the nominations were made, had not done their duty and could not blame the younger and newer members for being placed in office.

Mr. Meloche said that enough time had been lost in this discussion, and suggested that the minutes be adopted if found to be correct.

Ald. Lapointe again moved, seconded by Mr. Menard, that the minutes be adopted.

Mr. Galarneau moved in amendment, seconded by Mr. Dionne, that the minutes be adopted with the exception of the nomination of the officers.

Mr. Limoges criticized the manner of doing business in this sort of way, trying to upset the proceedings of a legally called and properly conducted meeting as that of September 3, in which the officers had been nominated and elected. He said it seemed to him that the whole difficulty lay in the fact that Mr. J. A. Beaudry had been placed in nomination for secretary against Mr. J. P. Dixon, the present secretary, who was not even an active member of the association, not being a grocer.

Mr. J. A. Beaudry, on rising, said that the society would be placed in a very unenviable position if it adopted the amendment, which was entirely out of place and had no reason for existence. He said the question of nationality was a very delicate one, and should be avoided at all times, especially in an assembly or association like the Montreal Retail Grocers' Association, where it was necessary that the members should all work for the best interests of their calling. He stated that at the last meeting Mr. Manning was nominated for 1st vice-president, but as that gentleman was not present and it was against the constitution to nominate absent members, his name was withdrawn, and Mr. O'Brien, the only English-speaking member present, was nominated in Mr. Manning's stead. Mr. J. P. Dixon, the secretary, being opposed by the nomination of Mr. Beaudry for the secretaryship, Mr. O'Brien withdrew his name. No one was to blame in the matter. Moreover the older members did not seem to take an active interest in the affairs of the society. Mr. Chartrand, who was nominated for president, had been a member for a long time, and had always taken an active interest in all that pertained to the society's affairs. Mr. Beaudry insisted that the president could not accept any amendment to the motion to pass the minutes of the last meeting, as such action on his part would be illegal. Mr. Beaudry's explanations were so clearly and logically placed before the meeting, that at the conclusion of his speech, he was loudly applauded.

The president, Mr. Turner, however, put the amendment to a vote, and it was carried by 30 to 20, many members declining to be recorded.

Mr. Beaudry again protested that this action was illegal, that the previous meeting was regularly called and properly conducted, and he could not see why members who had not taken enough interest to attend the September meeting should now endeavor to upset what was correctly and legally done. He stated that it was the association that should

rule by its voice and not the president, and he asked for a reconsideration of the amendment. This was granted, voted on and the amendment killed, upon which the original motion of Ald. Lapointe was put and carried.

The new officers were then duly declared elected and same called to the dais by Ald. Turner, the retiring president. The officers for 1903-4 are as follows:

President—N. Chartrand.
 First Vice-President—E. Limoges.
 Second Vice-President—J. A. Menard.
 Secretary—J. A. Beaudry.
 Treasurer—Arthur Bastien.
 Directors—E. Guilmette, J. A. Labonte, J. H. Paquette, F. Bergeron, J. B. Beaudoin, A. Landry.

Congratulatory speeches were made by retiring President Turner with best wishes to his successor and his officers. The thanks of the association were tendered to Ald. Turner and Secretary Dixon for the very efficient manner in which the work of the association had been looked after by these officers, also by the retiring treasurer.

Mr. Chartrand, president elect, on rising, was received with applause. He modestly claimed very little ability but said that having been elected he would see that what powers and abilities he possesses would be directed to the interests of the association. There were many features in connection with their trade that deserved the attention of the Retail Grocers' Association—he instanced among others the peddling nuisance as one. Mr. Limoges, 1st vice-president, who followed, made a most enthusiastic speech on similar lines, and his remarks were repeatedly interrupted by loud applause. One evil he touched upon was the selling of goods by the wholesale grocers to consumers, to "sisters, cousins and aunts, etc." and taking business from the retail trade that legitimately belonged to them. The peddling question was handled without gloves, and the aldermen present, Mr. Lapointe and Mr. Turner, were greatly stirred up to look more closely to the interests of the trade that paid the taxes. There were over 1,400 retail grocers in Montreal whose vested interests were extensive and who paid in to the city treasury something like \$125,000 in taxes, besides an amount fully as large into the Provincial Treasury for license fees. It was the duty of the retail grocers of Montreal to bestir themselves and make their influence felt, and he for one would see that something was done.

Speeches by the other officers elect were made and acceptably received. From the spirit of activity manifested by the newly elected officials the association should develop very strongly during the year, and "The Canadian Grocer," as the official grocery journal of the Dominion, wishes them every success, and will be at all times ready to assist the association and its members in any work taken up in the interests of the trade.

**Madam Huot's Coffee
THE GEM**

Pay Attention

"Condor"
Japan and Black Tea, Baking
Powder, Mustard, Vinegar.

"Nectar"
Black Tea, in lead packets and
fancy tins only.

To the liquoring qualities of your teas! Don't buy them for appearance or you may have them on hand to contemplate while your neighbor is making inroads into your trade. **Good liquor is what you want** and that is what I give you always.

Just in—Ex Steamer "Ockenfels," from Colombo, Ceylon.

175 Half-chests Ceylon Green, fine, bright, flavory, liquoring Teas, natural leaf,
at 15½c., 16½c., 18½c., fancy finished leaf, at 16½c., 18c., 20c.

Ex Steamer "Aki Maru," from Yokohama, Japan.

36	Half-chests (4th lot) "Condor" XX Japan Tea, at	-	-	-	20c.
25	Bundles, each 8 x 5-lb. boxes "Blue Jay" XX Japan Tea, at	-	-	-	25c.
5	" " 4 x 10-lb. " " " " " "	-	-	-	24c.
5	" " 2 x 10-lb. " " " " " "	-	-	-	23c.
10	x 30-lb. boxes "Blue Jay" XX Japan Tea, at	-	-	-	22½c.

All the small boxes are matted separately like half-chests, making them very attractive and good sellers.

JUST IN STORE—

100	Catties Pea Leaf Gunpowder Tea, well made leaf and choice liquor, at	-	24c.
60	" Large Pea Leaf Gunpowder Tea, very fine liquor, at	-	22c.
18	Half-chests medium Pin Head Gunpowder, a snap, at	-	20c.
16	Chests extra fine liquoring, handsome leaf, Ceylon Black, Broken Orange Pekoe, celebrated garden "Gangawatte," at	-	25c.
36	Half-chests Ceylon Black Pekoe, rich, flavory liquor, celebrated garden "Bandara," at	-	22c.

Ask for Samples. It Pays.

Specialty of High-Class Goods in Teas, Coffees, Spices and Vinegars.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"Old Crow"
Baking Powder, Mustard,
Vinegar, Black Tea.

"ONE"
Baking Powder, Vinegar,
Spices, Coffee.

P. P. P.

SIZES	Individuals	4 doz. in case, per doz.,	\$0.95
	1s . . .	2 " " "	2.40
	2s . . .	2 " " "	4.50

We also manufacture, prepare and pack ninety other specialties under Premier label. (Send for special list.)

Our King street plant is one of the sights you want to see when you visit the metropolis. It will furnish you with some excellent business pointers and prove conclusively why your big competitors come to New York so often. Write for complete price list quoting over 10,000 prices for food specialties.

HERE is never a dish prepared at home over which there is more worry and anxiety than the popular and intricate Plum Pudding. It is all right to claim that you know of what it is composed, when you make it yourself; but supposing a responsible house, with a reputation for honorable dealing, guarantees that the **PREMIER PLUM PUDDING** they make is clean, wholesome and made of the best materials, and, furthermore, agrees that if it is not satisfactory, or not as represented, they will take it back and refund your money, is it not cheaper to buy their Plum Pudding than to spend your time and patience in making some yourself? We think you will readily admit this after trying a can of our **PREMIER PLUM PUDDING**. It is put together by an expert who has made it a special study, and we do not believe it can be made any better by anybody.

The above argument should enable dealers to sell the first can of **PREMIER PLUM PUDDING**—after that it will speak for itself. To prove these claims they should try a can on their own table and they will be convinced that our claims are just. The fact that our sales of this article are ten times larger than one year ago, is conclusive proof of the appreciation which marks our efforts to give good value by turning out first-class goods.

We follow the same idea in all our departments, and dealers everywhere will find it to their interest to carry an assortment of our food products—PREMIER Specialties.

N.B.—We will mail a sample tin to any dealer who is interested, to make comparisons.

Francis H. Leggett & Company

New York

Office and Salesroom: Franklin Street and West Broadway.
 Factory: 132-136 King Street.
 Foreign Office: Bordeaux, France.
 Telephone: 2230 Franklin.

We issue an Olive Booklet worth reading.
 Copy for the Asking.

California Seeded Muscatel RAISINS

FANCY 4 CROWN	BOXES	36 1-lb. pkgs.
CHOICE 3	"	36 1-lb. pkgs.
CHOICE 3	"	45 12-oz. pkgs.
FANCY SEEDED BULK	"	25 lbs. net.

Our First Car is Now in Transit—One of the first cars shipped this season. Due here about October 20th.

QUALITY—Guaranteed the finest packed. Put up by one of the best firms in California. Indications are for higher prices so you should get our—

SPECIAL QUOTATIONS FOR SHIPMENT UPON ARRIVAL.

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS,

TORONTO.

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.

Special values are offered by Hudon, Hebert & Cie., Montreal, in all kinds of dried fruits and nuts for Fall delivery.

Balfour & Co. are in receipt of several mail orders for carloads of Tartan goods for the Northwest and British Columbia.

Mr. Duck, fruit broker and importers' agent, 25 Church street, Toronto, has a sample consignment of Porto Rico oranges on the way.

H. P. Eckardt & Co. report a good business doing in "Phonograph" brand of canned pineapple. It is packed in the Bahamas.

Balfour & Co., Hamilton, report large booking of the celebrated five crown, six crown and seven crown cleaned currants.

The attention of the Fall trade is called to the ad. of E. D. Marceau in another section of this issue. Specially attractive values are offered in a range of teas hard to excel.

A shipment of Arguimbau & Whiting's selected valencias, received by W. H. Gillard & Co. are of exceptional merit. That firm also advises arrival of peels and choice table raisins.

A. F. MacLaren Imperial Cheese Co. are expecting a large shipment of Tournaie's Kitchen Bouquet to arrive at an early date.

Hickmott's "Monogram" brand asparagus may be had from H. P. Eckardt & Co.

Although pineapples have advanced Balfour & Co. still have some at the old price and report large sales.

A. F. MacLaren Imperial Cheese Co. have a car of Aunt Jemima Pancake Flour arriving next week.

Hudon, Hebert & Cie., Montreal, report arrival into store of large shipment of Gruyere cheese, which they are offering at low prices.

Buyers of shelled walnuts should communicate with H. P. Eckardt & Co.

Fledged codfish in 100-lb. cases is in store at low quotations with The Eby-Blain Co., Ltd.

W. H. Gillard & Co. report that their first shipment of 10-lb. boxes Eleme figs now in store shows a quality and appearance above anything they have ever handled, and price low.

The Eby-Blain Co., Ltd., have received advice of shipment of their first car of new California seeded muscatels in packages. This was one of the first cars shipped from the coast this season and is expected here about two weeks ahead of regular shipments. Buyers would do well to get their quotations for shipment upon arrival.

PERSONAL MENTION.

Mr. Rose, of the firm of Rose & Laflamme, Montreal, visited Toronto this week.

Mr. J. H. McColl, of the house of C. R. Somerville, London, was a visitor in Montreal trade circles this last week.

"The Grocer" is informed that The Cow Brand Soda Co. have serious intentions of locating a Canadian branch of their works at Toronto.

Mr. Reginald G. Beedington, formerly with W. H. Gillard & Co., Hamilton, has accepted a position as traveller with The W. H. Malkin Company, wholesale grocers, Vancouver.

Mr. P. C. Larkin left Toronto on Monday for a visit to the branches of The "Salada" Ceylon Tea Co., in Detroit, Chicago and Pittsburg. He will likely visit St. Louis before returning home.

Mr. Shaw T. Nishimura, representative of The Central Japan Tea Trading Association, is at present making a tour of the Eastern States in the interest of his company, taking in Boston, New York, Philadelphia, Baltimore, etc.

Mr. R. N. Sterling, formerly well-known in the wholesale grocery trade of Hamil-

ton through his connection with the firms of Alex. Harvey & Co., and Balfour & Co., was run down by a butcher cart in Toronto on Saturday last and seriously injured.

AMERICAN SALT COMING IN.

American table salt, of very fine quality, has been freely placed with Montreal jobbing houses this week. It appears that Montreal jobbers are not in such distress as regards being able to procure salt as their western friends, and while at times shipments are a little delayed, on the whole they have been able to supply their customers fairly well.

A RECORD SHIPMENT OF PICKLES.

It is claimed that the largest individual shipment of pickles ever made in the history of Canada from the British Isles was made by Rowat & Co., Glasgow, recently through their Canadian agents, Snowdon, Forbes & Co., Montreal. The number of cases was exactly 1,916, and it goes without saying that this record shipment will long stand as a monument not only to the energetic work of the agents, but as an argument of popularity and excellence of the goods. From the Atlantic to the Pacific Rowat's pickles point a moral. What is it?

DEMAND FOR COD.

Advices from Newfoundland report an unexampled demand for cod. It appears that, owing to the shortage in the Canadian and American catches on the Grand Banks, agents of the large dealers in codfish in Nova Scotia and Massachusetts are now there seeking to purchase 100,000 quintals of codfish for disposal in their markets. The local supply is also short, so that the outlook for speedy and profitable sales is assured. In the same manner cod liver oil, which last year sold for 70c. a gallon, now brings \$3, the medicinal dealers fearing an oil famine.

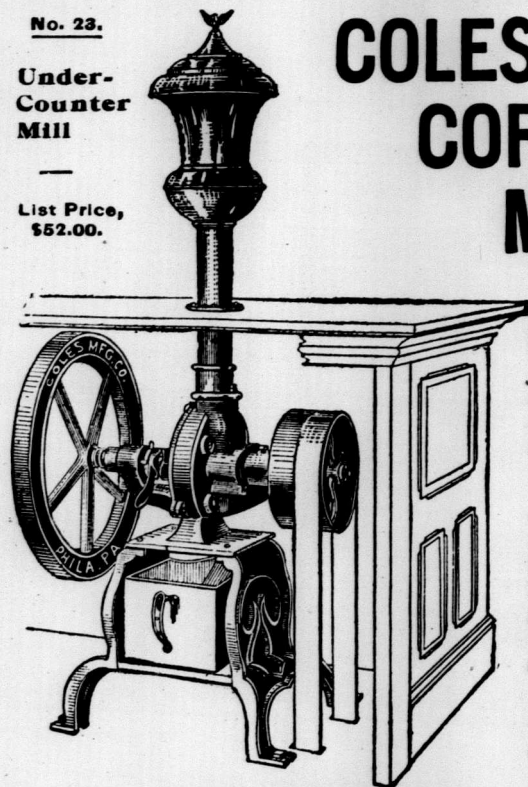
Windsor Salt.

You buy the best butter, why not the best Salt? Do you forget that it is the little things that count? A woman doesn't tell all she knows. Perhaps she has been trading at some other store just because she can't buy Windsor Salt of you. She doesn't say this to you, **but there are a good many chances that she tells her friends.**

Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

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

No. 23.
Under-Counter Mill
List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

The Issue of
OCTOBER 23
will be our
SPECIAL FALL
AND
EXPORT NUMBER

Advertising forms are rapidly filling up and after October 16 we will be unable to accept advertisements. Better act promptly.

The MacLean Publishing Company
Montreal and Toronto

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co. Limited

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

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

Published every Friday,

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THE PRIZE WINDOWS.

AFTER careful consideration of the comparative merits of the many excellent pictures submitted in our window dressing competition, decision was at last arrived at and the prizes awarded to the successful contestants, whose names are herewith announced:

1st prize—Whitehead & Huether, Walkerton, Ont.—Canned fish display.

2nd prize—John Robertson & Son, 2257 St. Catherine street, Montreal—Summer camp and tourists' supplies display.

3rd prize—Entered by Wm. H. Seyler for J. B. Berthiaume, corner St. Lawrence and Prince Arthur streets, Montreal—Red Heart tonic wine display.

Three others crowded close for fourth position, and received equal awards from the judges.

The class of window dressing exhibited was of unusual merit, and the ingenuity and artistic taste shown in nearly every window submitted was of such a calibre as to be a revelation to the judges.

In the judging of the contests various points had to be considered, and it is possible the attention to a few of these may have lowered the position of many displays which may have had such good

EDITORIAL

selling points as to merit a higher stand. First of all, reproduction was a necessary qualification, as any photograph or drawing submitted had to be such as could be reproduced to enable it to enter the contest. Some half-dozen pictures had to be rejected on this account, either because of small size, indistinctness or careless drawing. After this the judges considered the powers of the window to attract the eye, to hold it and to advertise the goods displayed. A few special windows dropped in value on account of the little advertisement they gave to any class of goods, acting more as an attraction than as a selling agent. Artistic qualifications, of course, entered as a requirement, while ingenuity and care in arrangement were also rewarded.

As soon as possible the awards and payments for accepted pictures will be forwarded to the winners.

MADE IN CANADA.

THE vogue which has been attained by the phrase "Made in Canada" is matter for pride and satisfaction to every Canadian who has a proper regard for his native land. It should do much to bring to the notice, not alone of the foreigner, but of our own citizens the goods which are being produced by our own manufacturers, and should soon make a thing of the past that lingering prejudice in favor of imported goods which prevails in some quarters.

But in undertaking this "Made in Canada" campaign the manufacturers are assuming a responsibility which is no light one, and which is exactly equivalent to the advantage accruing from the use of that now popular motto. "Made in Canada" is a trade mark, a tacit guarantee of quality, or it is a piece of arrant hypocrisy. It must be a finger mark directing attention to merit—not a plaster to hide deficiency.

A self-respecting manufacturer has every right to ask his fellow-citizens to buy his goods in preference to those of foreign manufacture when the qualities are equal, and he will find a generous response to his appeal; but he has no right to attempt to palm off inferior stuff under cover of the

The
Canadian Grocer

"Made in Canada" cry. No such attempt will prove successful, nor is it in the interest of our manufactures that it should prove successful.

Our permanent success as a factor in the industrial world depends upon the inherent merit of our products. In that and in nothing else.

It is well that this thought should be kept well in the foreground. "Made in Canada" should be our boast, and he deserves ill of his country who through negligence or design brings that boast into reproach. We have the natural resources; we have intelligent labor; we have clear-headed resourceful manufacturers. We should yield to no country under the sun in the quality of our products.

WE CAN SUPPLY THE FOOD.

MR. T. CARLAW MARTIN, LL.D., of Dundee, Scotland, editor of The Dundee Advertiser, in an interview with The Toronto News has damned the project of a preferential tariff with a pronouncement declaring that Britain is dependent upon the United States for her foodstuffs, and that it is impossible to believe that before many years the colonies will be able to supplant the latter. Such a deliverance, coming from a gentleman of such prominence and one who had crossed the ocean for the express purpose of investigating the matter at first hand, might have shattered our hopes for an imperial zollverein this side the millennium had not the eminent doctor innocently revealed to us the source of the information on which he had based his conclusions.

In his efforts to find out what the colonies could produce in the way of foodstuffs, he goes, forsooth, to Chicago, Minneapolis and Texas, where he learns from a number of very amiable grain speculators and meat packers that the only original and reliable firm in the foodstuffs business, first, last and for all time, is "your Uncle Samuel," and that Canada's dream of becoming the granary of the Empire is a figment of youthful imagination, amusing in its way, but scarcely worthy the attention of a hard-headed Briton in search of facts—solid facts.

MR. CHAMBERLAIN'S GLASGOW SPEECH.

The subtlety of intellect which prompted the learned editor to set about the investigation of Canada's possibilities in the production of food by visiting the packers of Chicago, the millers of Minneapolis, and the ranchers of Texas is, we confess, beyond us, and is on a par, we submit, with an attempt to discover the merits of British manufactures by consulting the unbiassed opinion of captains of industry of Hamburg, Berlin, or Chemnitz.

In our simplicity we would have supposed that a trip through Canada to Winnipeg and the western grain fields would have been the proper mode of arriving at a just estimate of our possibilities in raising food for the Empire, and so thought the Hon. Thos. Brassey, who, on his return from this trip, declared in Liverpool that he was convinced the territory was capable of producing all the wheat the Empire needed for generations.

We have had sufficient cause for complaint from that class of British tourists who want to see Canada in three days from a parlor car, but if the Chicago-Minneapolis-Texas route becomes popular we may as well shut up shop.

THE FALL OUTLOOK.

THE outlook for the Fall trade seems to be particularly promising. In conversation with the wholesale trade a buoyant feeling is everywhere apparent. Orders of goodly proportions are being received every day. The retail trade seem to be stocking up liberally in all lines in anticipation of a good Fall trade.

The bountiful harvest and handsome prices realized on cheese this season have placed the farmer in easy circumstances, and the good effect is felt up through the retailer, wholesaler, broker and manufacturer. After all, in this Canada of ours the farmer is a factor of the very greatest importance to all.

The bright outlook is a matter of congratulation to the trade all round.

Success is born of the union of Right Buying and Right Selling.

System in the store aids in building up a surplus cash account in the bank.

THE word has been spoken. Since Mr. Chamberlain unreservedly declared himself for a radical revision of the fiscal policy of the United Kingdom the public have snatched with avidity at every item of news which has purported to throw light on the vexed question of ways and means. The situation has been one of tremendous dramatic interest. The proposal to subvert a policy which has been an unquestioned article of political faith for over half a century is a momentous thing, and doubly so in a country such as the United Kingdom, where men neither adopt nor abandon their political views lightly, where politics is a pursuit, a career, an end in itself, and where it is gratifyingly common to see men retire

NOTICE TO ADVERTISERS

Thursday next being Thanksgiving Day the forms of THE CANADIAN GROCER will go to press one day earlier than usual for the issue of October 16.

Will advertisers please note that all new copy and changes must be in our hands on Monday morning, 12th inst. We cannot guarantee to change advertisements after that date.

THE PUBLISHERS.

from offices of the highest position and emolument in deference to principle.

The task undertaken by Mr. Chamberlain is Herculean in its magnitude, as no one knew better than did the late Colonial Secretary when he launched his policy on the stormy waters of practical politics. This is indeed "the parting of the ways." The retirement from the Cabinet, rather than countenance even Mr. Balfour's modest endorsement of fiscal change, of such men as Mr. Ritchie, Lord George Hamilton, Lord Balfour of Burleigh, and, lastly, of the Duke of Devonshire, together with the unbroken front opposed by the for once united Liberal party, is eloquent of the deep-rooted hold the doctrines of free trade have upon the British people, Liberal and Conservative alike.

A less dauntless statesman than Mr.

Chamberlain would have quailed before the storm he had raised, but not so the redoubtable man from Birmingham. He revels in a contest, and his indomitable courage will sustain him in what promises to be one of the most notable campaigns in the annals of British politics.

Heretofore Mr. Chamberlain's proposals have been of that general nature which admit equally of acceptance or rejection according as sympathy or aversion biases the mind to which they are addressed. At Glasgow Tuesday night he unmasked his batteries, and henceforth the fight will be in the open. Details are what his opponents have been demanding. To outline a definite policy they have been challenging him. He has outlined his policy, he has furnished his details.

And how have they been received?

Says The St. James Gazette: "It is impossible to imagine anything better conceived than the whole speech, which was sober and restrained, yet instinct with fire, fervor and faith."

Says The Liverpool Daily Post: "Mr. Chamberlain's programme is positively fantastic in its impracticability. There is not a self-governing colony that will listen to his proposals."

A remarkable speech indeed, of which two such contradictory statements can be made!

But what is his policy?

Shortly, he proposes to put a low tax, not exceeding two shillings per quarter (six cents per bushel), on foreign corn, but none on corn from British possessions. Maize is to be free. A corresponding tax is to be placed on flour. A small tax of 5 per cent. is to be imposed on foreign meat and dairy products with the exception of bacon, the food of the poor, which is to be free. Lastly, a substantial preference is to be given to the colonies on fruits and wines. Against these increases he proposes to remit three quarters of the duty on tea, half the duty on sugar, with corresponding remissions upon cocoa and coffee. The net result of these re-arrangements he estimates will be to reduce the cost of living of the laborer from four to

five cents per week. The loss to the exchequer he estimates at £2,600,000. A moderate duty of 10 per cent. on manufactured goods, on the other hand, will yield £9,000,000, which should be used in further remission of taxes. This is the ingenious arrangement by which the great imperialist statesman hopes to be able to tax food and at the same time lessen the cost of living to the workman, bind the colonies closer to the Empire, protect the United Kingdom from the unfair competition of the high protectionist countries of Europe and America, and place the United Kingdom in a position to treat for reciprocal treatment in the matter of tariffs with her great rivals for the trade of the world.

The speech, judging from the incomplete reports at hand, was a remarkably powerful one. Whether his proposals as to the taxation of food will meet with the approval of the British workman, time alone will tell. His data and logic will be relentlessly scrutinized, and upon this point will turn the tide in the battle now on.

The practical stagnation of the British export trade during the last thirty years in the face of 30 per cent. increase in population, its gradual falling off with the protected countries of Europe and America, the great increase in exports of the latter to Britain, were effectively presented as proof of the necessity for a reconsideration of fiscal arrangements.

To anticipate a similar evolution in the trade of the United Kingdom with the colonies, which, says Mr. Chamberlain, is now "more valuable than our trade with the whole of Europe and the United States together," he is bending his energies. But here arises the great difficulty from the colonial and, more particularly at the present, the Canadian point of view. What Mr. Chamberlain wants to prevent is the growth of colonial industries which will compete with those of the Motherland. What we as Canadians want to encourage is the development of our industries to the greatest possible extent, to supply our own markets and to take our place in supplying

the markets of the world at large. Mr. Chamberlain says :

"We can say to our colonies : 'We understand your views and aspirations, and do not desire to dictate or think ourselves superior to you; we recognize your right to develop your industries so as not to be dependent on foreign supplies; but there are many things you do not know how to make, for which we have a great capacity of production; leave them to us; do not increase the tariff walls against us; let us exchange with you for your productions; do it because we are kinsmen, because it is good for the Empire as a whole, and because we have taken the first step and set you the example; we offer you a preference; we rely upon your patriotism and your affection that we shall not be losers thereby.'"

And with this we can very largely agree. We have every wish to buy from the Motherland, in preference to a stranger, those things which we cannot ourselves produce, and in earnest of this witness our preferential tariff.

But Mr. Chamberlain is out of harmony with Canadian sentiment, at least, when he says he believes that the colonies "would reserve to us the trade we already enjoy; also arrange their tariffs in the future in order not to start industries in competition with those already in existence in the Mother Country; and not only would they enable us to retain our trade with them, but they would give us preference on all trade done with them by our foreign competitors."

With every regard for the Motherland our first duty is to Canada. We are a young country, with, we know, magnificent natural resources, which it is our duty and will be our privilege to develop. We cannot barter away our birthright and pledge ourselves to leave undeveloped industries simply because they might compete with those of the United Kingdom, nor would such a compact tend toward strengthening that bond of empire Mr. Chamberlain holds so dear. Canada and the United Kingdom must regulate their fiscal arrangements with a view to their several necessities. Any other basis must prove disastrous both to industry and sentiment.

Such a view, we hold with the Hon. Thomas A. Brassey, is not irreconcilable with the principle of imperial preferential trade, a satisfactory plan for which we hope to see yet evolved from the present discussion.

THE PICKLE TRADE.

A NEWS item in another column announces a record consignment of pickles from a British firm to Canada. When we consider the advantages possessed by Canada for developing this industry and the fact of a 35 per cent. import duty (less, of course, the preference), the situation seems rather anomalous. Why should we not be exporting pickles to Britain instead of importing them?

Turning to our trade returns we find that for the year ending June 30 last we imported 208,056 gallons of bottled pickles, valued at \$183,420, of which 149,507 gallons came from Great Britain and 46,505 from the United States, and at the same time 103,733 gallons of bulk pickles, valued at \$32,296, of which 2,398 gallons came from Britain and 94,670 from the United States. So, in all, our bill for imported pickles for the last fiscal year was 311,789 gallons, valued at \$215,716.

This is a very respectable trade, and one which our Canadian pickle manufacturers should make every effort to secure to themselves.

It is noticeable that bottled goods are by far the largest part of our imports, and by far the largest part of these come from Great Britain, which, by the way, sends very few bulk pickles.

Is this not suggestive that perhaps our British friends win out in the greater care they give to putting up the finest quality of goods and in putting them up in the very best style possible?

THE CANADIAN GROCER has for many years worked hard to stimulate Canadian manufacturers to put up better goods, to put them up in better style, to label them more tastily and to advertise them more vigorously.

There has been a great advance in the Canadian pickle business within recent years, but the figures above quoted would indicate that we have not yet reached the point where we can afford to stop. The pickle men of Canada must, along with our other manufacturers, determine that "Made in Canada" shall be synonymous with the very highest degree of excellence.

A Cash Value Asset At All Times and Under All Conditions



“Just think what this means to you.”

The cash value of “Salada” Ceylon Tea is the invoice cost redeemable by the packers at “PAR.”

These are the sale conditions of “Salada”—No risk—no worry—good as bank notes—A man must be dense indeed that will not readily admit the plausibility and dead seriousness of our faith in the matchless quality and value of the Teas we offer.

“Look at our record”—10 years established—11 million packets sold annually throughout the length and breadth of Canada and the United States—and still expanding.

BLACK, MIXED, OR
NATURAL GREEN.

SEALD PACKETS ONLY
Retailing—60c., 50c., 40c., 30c., 25c.

Correspondence Invited. Samples Cheerfully Furnished.
Address “SALADA,” Toronto — Montreal.

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



WHOLESALEERS ARE NOW OFFERING
FOR FORWARD DELIVERY

New Pack “Horse Shoe” Salmon.

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

All leading grocers throughout the
Dominion sell it.



Of course some people still use other than CELLULOID STARCH. Probably there are some who always will. But our advertising is teaching more people every day that

Celluloid Starch

Never Sticks Requires no Cooking.

is the best starch for particular laundry work. And, what is better, the starch is proving it.

What do your customers think about it?

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

Fruit For Thanksgiving Trade.

Cranberries, Sweet Potatoes, Table Raisins, New Layer Figs, Oranges, Lemons, Bananas, Oysters, Finnan Haddie, etc.

Our price list is very complete—Write for it.

WHITE & CO.
Wholesale Fruits and Produce.
64 Front East, = = TORONTO.

NOTHING KILLS LIKE

WILSONS FLY PADS

ALL DRUGGISTS

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.

FRUIT.

Our prices are **right.**
Our goods are **right.**

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

HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones - Main 54, Main 3428.

THE FRUIT WE SHIP

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

Ask and receive our weekly price list.

McWILLIAM & EVERIST
FRUIT and VEGETABLES.
Telephone Main 645, Office 3394 Warehouse ...TORONTO

Molasses—		
New Orleans, medium	0 20	0 30
" open kettle	0 45	0 50
Barbados	0 45	0 45
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts.	0 27½	
1-gal. cans	0 95	1 00
5-gal. cans, per gal.		1 00
Barrels, per gal.		0 75
5-gal. Imp. brand, per can.		4 50
1-gal. " per case		5 10
1-gal. " " "		5 60
Qts. " " "		6 00

RICE AND TAPIOCA.

A good trade is being done in these lines with quotations firm, especially rice. The southern markets are reported as well maintained for rice in face of full receipts. New York also reports a favorable jobbing trade in tapioca. We quote:

	Per lb.		Per lb.
Rice, stand. B.	0 03½	Sago	0 03½ 0 04
Patna	0 05	Tapioca	0 03 0 03½
Japan	0 05½		0 06

TEAS.

A very good movement is reported for tea just at present. The demand on spot for good common Indian and Ceylons is quite active, but supplies barely exist. Pan-fired Ceylon greens are also good sellers. China greens are selling rather freely notwithstanding that prices are very high, values having recently advanced in Shanghai, owing to the scarcity of fine teas and the very unfavorable rate of exchange for export. There is not much change in local prices but it is worthy of note that the stocks in this country are lighter than for years.

London advices indicate a slightly easier feeling in common and medium grades, but teas of desirable quality fully maintain quotations. Buyers have been a little timid owing to reports of increased crop, but latest indications are that the increase will not be maintained and that position of growers will be strong. 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 16	0 23
	" " thirds	0 15	0 18
	" " common	0 15	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	0 20
	Common	0 19	0 19

FOREIGN DRIED FRUITS.

Brokers report that the increased price of Valencia raisins abroad has lessened the buying for importation during the past week and it is not thought that half the quantity required for season has been contracted for. Just at going to press a cable to P. L. Mason & Co., from Mr. J. D. Arguimbau advises that present estimate of the Valencia raisin crop is 200,000 boxes less than originally estimated. This leaves the crop at 1,600,000, the smallest since 1890, as will be seen by reference to our report of September 18. In view of this estimate the market has again advanced 1s. Currants are quiet, but steady. Fluctuations in price are more governed by fluctuations in exchange and freight than price of currants in Greece, which has been on the same level for some time.

G. Gardiner Johnson & Co.,
VANCOUVER, B. C.

Importers of...
Skinner's Queensland Turtle Soup
Dealers in...
Fraser River Canned Salmon
British Columbia Herrings

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

FISH AND OYSTERS
WHOLESALE.

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

BUTTER

We are Buyers. Get our Prices. **EGGS**

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

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS

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

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

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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

SPECIAL VALUES

In **Lemons, Oranges, Berries and Vegetables.**

GET OUR QUOTATIONS.
CLEMES BROS.
37 to 41 Church St. **TORONTO.**
ASK FOR OUR WEEKLY PRICE LISTS.

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

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

DRIED, GREEN EVAPORATED APPLES.

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

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

H. J. ASH

**WHOLESALE FRUIT and PRODUCE
COMMISSION MERCHANT.**

**BANANAS, ORANGES, LEMONS,
MALAGA GRAPES, NUTS, ETC.**

66 Colborne Street, - 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

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.

THE MARKETS

The quality is good and a large business is being done. The first direct boat brings 1,000 tons to Montreal, of which one-half was shipped by one house in Patras and the rest by a half dozen other shippers. Advices from Malaga by cable report that large orders have forced up the market for raisins and prices are likely to rule considerably higher than those of 1901 or 1902. Almonds are now on the way. The market is steady and unchanged. There is nothing new in California fruit. We quote:

CURRANTS.		Per lb.	Per lb.
Fine Filiatras.....	0 05	up	Vostizzas..... 0 07 0 08
Patras.....	0 06½	0 06½	

RAISINS.		Per lb.	Per lb.
Valencia, fine off-stalk.....		0 07 0 08	
selected.....		0 08½ 0 09	
selected layers.....		0 09 0 10	
Sultana.....		0 09 0 13	
California seeded, 12-oz.....		0 08½ 0 09	
1-lb. boxes.....		0 10½ 0 11	
unseeded, 2-crown.....		0 08 0 08½	
" 3-crown.....		0 09 0 10	
" 4-crown.....		0 09 0 10	

DATES.		Per lb.	Per lb.
Hallowees.....	0 04 0 05	Fards.....	0 07½ 0 08
Sairs.....	0 03½ 0 04½		

PRUNES.		Per lb.	Per lb.
100-110s.....	0 04½ 0 04½	60-70s.....	0 07 0 07½
90-100s.....	0 04½ 0 05½	50-60s.....	0 08 0 08½
80-90s.....	0 06 0 06½	40-50s.....	0 08½ 0 10
70-80s.....	0 06½ 0 07		

CANDIED PEELS.		Per lb.	Per lb.
Lemon.....	0 10 0 12½	Citron.....	0 15 0 18
Orange.....	0 11 0 13		

FIGS.		Per lb.	Per lb.
Tapnets.....	0 04	Elmes.....	0 10 0 15
Naturals.....	0 06½ 0 06½		

APRICOTS.		Per lb.	Per lb.
California evaporated.....		0 08 0 12	

PEACHES.		Per lb.	Per lb.
California evaporated.....		0 08 0 12	
Old stock, on track, Toronto, per bag.....		1 25 1 35	
New American, on track, Toronto, per bin.....		5 00	
Old stock, on track, Toronto, per bag.....		1 25 1 35	
New California, per bush.....		0 90 1 25	

COUNTRY PRODUCE.

EGGS.
Receipts are reported light for the week with demand fully up to supplies. Export demand is good for fresh stock and dealers have also begun forwarding pickled to fill orders taken during the Summer. For first quality prices have advanced. We quote:

Strictly new laid, per doz.....	0 21 0 22
Candled eggs, per doz.....	0 18 0 19
Pickled eggs, per doz.....	0 17

HONEY.
No movement has been noticed nor is expected while the fresh fruit lasts. We quote:

Extracted clover, per lb.....	0 06½ 0 07½
Sections, per doz.....	1 00 1 50

WHITE BEANS.
Prices remain unchanged from last week. No new crop has appeared and all advices are discouraging as to outlook for quality. We quote:

DRIED APPLES.		Per bush.	Per bush.
Mixed.....	1 50	Prime.....	1 90
Handpicked.....	2 00 2 25		

POULTRY.
No dried apples are on hand nor is there any demand. Normally prices are unchanged. We quote:

Apples, dried, per lb.....	0 03 0 03½
----------------------------	------------

The demand for good poultry is very fair but supplies are scarce. As a consequence, prices are high and firm. In

The Canadian Grocer

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

**TOBLER'S
SWISS MILK CHOCOLATE**

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

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.

CHEAPER AMMONIA

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

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

Winnipeg Brokers.

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

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

P.O. Box 731. - - WINNIPEG, CANADA.

EASTERN MANUFACTURERS

—AND—
SHIPPERS.

All **EYES** are
turned on

MANITOBA AND THE WEST.

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.

THE MARKETS

CORNMEAL.

The market is quiet and prices are unchanged. We quote:

Table of cornmeal prices including Gold dust, Ordinary, and Rolled Oats.

ROLLED OATS.

There is some improvement in the demand this week but prices are unchanged. We quote:

Table of rolled oats prices including Rolled oats in bbls and bags.

GRAIN.

The following table shows the stocks of grain in store in Montreal on the dates mentioned:

Table showing stocks of grain in Montreal for Wheat, Corn, Peas, Oats, Barley, Rye, Buckwheat, Flour, and Meal across three dates: Oct. 3, Sept. 26, and Oct. 4, 1902.

The stock of wheat in store in Montreal shows a decrease of 49,712 bushels compared with a week ago, and a decrease of 41,931 with a year ago.

Corn shows a decrease of 5,757 bushels compared with a week ago, and an increase of 33,752 with a year ago.

Peas show an increase of 706 bushels compared with a week ago, and a decrease of 13,009 with a year ago.

Oats show an increase of 291 bushels compared with a week ago, and a decrease of 11,400 with a year ago.

Flour shows a decrease of 1,730 barrels compared with a week ago, and an increase of 2,306 with a year ago.

Prices locally are somewhat easier this week and some reductions will be noted. We quote:

Table of grain prices including No. 1 Hard Manitoba, No. 1 Northern, Rye, Peas, Corn, Buckwheat, Barley, Oats, and Malt.

BALED HAY.

The market is quiet and No. 1 timothy is slightly reduced this week. There is plenty of hay offering but owing to the wet season much of it is of poor quality. We quote:

Table of baled hay prices including No. 1 timothy, No. 2 timothy, and Clover.

LOOSE HAY.

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

ASHES.

No change to report. We quote: First pots, Seconds, Pearls, per 100 lb.

HIDES.

The hide market continues quiet. The hide association has established the price for lambskins at 65c. for this month, but it is reported that opposition buyers are paying more than this figure. We quote:

Table of hide prices including No. 1 beef hides, No. 2, No. 3, No. 1 buff sheepskins, Lambskins, and No. 1 cullskins.

RAW FURS.

Still no change to report. We quote:

that he never saw so little demand for beans at this season in any previous year. We quote:

Table of bean prices including Choice prime, Choice small lots, Ordinary, and No. 1 hand-picked.

HOPS.

The local market remains firm and unchanged, there being no special features to note this issue. We quote:

Table of hop prices including Old hops, Choice No. 1, Fair to good, Yearlings, and Choice Eastern Townships.

HONEY.

The situation, as described at some length in our last issue, remains unchanged. Offerings are still very considerable, but buyers continue to be conservative in view of their unfortunate experience last year. Prices quoted below are jobbers' prices to retailers, but as was stated in our last issue, producers are, in many cases, holding out for prices as high as those we quote. The local market is influenced to some extent by the expectation of West Indian honey being imported in considerable quantities. We quote:

Table of honey prices including Strained white and Clover and basswood.

MAPLE PRODUCTS.

There is nothing of special interest to note this week. We quote:

Table of maple product prices including New syrup in wood, Old in wood, Pure sugar, and Pure Beauce sugar.

EVAPORATED APPLES.

Market continues steady at prices quoted last issue. We quote the following jobbers' prices:

Table of evaporated apple prices including New in carlots and New in jobbing lots.

POTATOES.

The market continues steady and prices are much the same as last week. Dealers, grocers and butchers are beginning to lay in winter supplies and one contract with a grower is reported to supply 1,000 bags at 55c. per bag of 90 lb., but other lots have sold at 60c. Merchants are paying 55 and 60c. per bag and are selling in jobbing lots at 65c., and in smaller quantities at 70c.

FLOUR AND GRAIN.

FLOUR.

The local market is weaker and although prices are nominally unchanged there is no doubt that reductions have been made. The smaller Manitoba millers are offering at a decline of from 25 to 30c. per bbl. We quote the following nominal prices:

Table of flour prices including Manitoba patent, Winter wheat patents, Straight rollers, Extra, 90 per cent. bags, and Straight rollers.

FEED.

The offerings are still limited and the demand is good, hence some advances will be noted below. We quote:

Table of feed prices including Ontario bran, Manitoba bran, and Mouillie.

Table of fruit and vegetable prices including Hilli lemons, Peanuts, Canadian apples, Bartlett pears, Peaches, Plums, Snap apples, Peaches, Plums, Pears, Canadian blue pears, Delaware, California Tokay grapes, Jamaica oranges, Sweet potatoes, and Spanish onions.

FISH.

The fish trade during the past week was very quiet. The warm weather militated against good trade. Shell oysters showed most activity, receipts being more plentiful and the price easing off from \$10 to \$6.50 to \$9, according to quality. Lake fish are commencing to come in more freely. What is wanted for this trade, however, is cooler weather. Reports so far this season indicate a shortage in supplies of herrings and prices to-day are above those of last year, half-barrels being \$2.75 and barrels \$5.50 for bright, new shore herrings. We quote:

Table of fish prices including Haddies, Smoked herring, Fresh haddock, Dore, Pike, Halibut, Gaspé salmon, Salmon trout, Stalk cod, White fish, No. 1 Herring, No. 1 Holland herring, No. 1 Scotch herring, Holland herring, No. 1 green codfish, No. 2 green cod, No. 1 green haddock, Green pollock, No. 1 large green codfish, Boneless cod, Steamless cod, Dried codfish, B.C. salmon, Standard bulk oysters, Marshall's kippered herring, Canadian kippered, Canadian sardines, Canned coe oysters, Canned coe oysters, and Shell oysters.

VEGÉTABLES.

Business is fairly good, supplies coming in more freely. Prices are practically unchanged. We quote:

Table of vegetable prices including Cabbage, Carrots, Cauliflower, Corn, Beans, Peas, Onions, and Potatoes.

COUNTRY PRODUCE.

BEANS.

The bean situation at present is hard to summarize. Upon the whole the market may be said to continue firm, although it is stated that some brokers are quoting lower prices. In the absence of transactions on the spot it is hard to quote with any degree of exactitude. While some brokers are quoting lower prices than are at time of writing making no denials and the western producers who are quoting high prices are making no denial. Evidently the producers anticipate no drop, but buyers do not care to make heavy purchases at present high prices. A prominent broker informs us

ALWAYS FIRST

THE FIRST carload of NEW CROP OREGON PRUNES, which moved out of Oregon this season, left Salem on October 1, in car U-P 66689, via Union Pacific and Grand Trunk Railway in destination of Montreal and consigned to HUDON, HEBERT & CIE.

This is also **THE FIRST** instalment carload on our purchase of TEN CARLOADS of the well-known "PHEASANT" PRUNES from the Willamette Valley Prune Association.

The **FIRST SHIPMENT** consists of:

708 25-lb. boxes Italian Prunes	40/50
222 50-lb. boxes French Prunes	60/70
155 50-lb. boxes French Prunes	80/90

Some Lines of Canned Goods at Prices Particularly Interesting:

SIMCOE "LYNN VALLEY" BRAND

2-lb. Sliced Sugar Beets	\$0.65 per dozen.
3-lb. Whole Sugar Beets	75 per dozen.
2-lb. Select Table Parsnips	70 per dozen.
2-lb. Select Table Spinach	1.25 per dozen.
2-lb. Select Table Turnips	80 per dozen.
3-lb. Yellow Peaches	2.40 per dozen.
2½-lb. Bartlett Pears	1.75 per dozen.
3-lb. Bartlett Pears	1.90 per dozen.
Gallon Standard Pears	2.75 per dozen.
2-lb. Sliced Pineapples	2.00 per dozen.
2-lb. Grated Pineapples	2.20 per dozen.
3-lb. Whole Pineapples	2.35 per dozen.
2-lb. Lombard Plums, Heavy Syrup	1.15 per dozen.
3-lb. Preserved Rhubarb	1.60 per dozen.
2-lb. Strawberries, Heavy Syrup	1.25 per dozen.
2-lb. Preserved Strawberries	1.35 per dozen.
2-lb. Succotash, LOG CABIN	90 per dozen.

HUDON, HEBERT & CIE.

MONTREAL

The Most Liberally Managed Firm in Canada.

NOTES.

Dearborn & Co. are Maritime Province agents for Tartarine.

John McGrory, retail grocer, Main street, has retired from business.

A schooner will be here this week to take general cargo to Bermuda.

The Imperial Packing Co., of Woodstock, will begin killing cattle this week.

The Bank of New Brunswick now provides all its clerks with a mid-day hot lunch.

O. H. Warwick, wholesale crockery merchant, has gone to the Old Country on a business trip.

Schooner Kipling arrived last week with a cargo of molasses from Porto Rico for L. G. Crosby.

W. F. Campbell has bought out the retail grocery business of Wm. Rankine, 16 Germain street.

Hamm Bros., the Main street bakers, have built a large brick block, and will add the manufacture of confectionery to their other lines.

A Nova Scotia schooner captain who sold inferior apples as No. 1 Gravensteins, was fined last week for violating the Fruit Marks Act.

NOVA SCOTIA MARKETS.

Halifax, Oct. 5, 1903.

THE firm condition of the flour market continues a main topic of interest to the grocery trade. In this city the response to the demands of millers for higher prices has been delayed as long as possible, and even now retailers are not paying as much for some brands as present mill prices would seem to warrant. It is considered that flour at the figures jobbers here ask to day is a very safe purchase, and no doubt when stocks now controlled by distributing houses are exhausted, still higher prices will rule. Millfeed has advanced considerably in the last two weeks. All coarse grains are very firm for the time of year. The C.P.R. has given notice of an advance in freight rates ranging from $\frac{1}{2}$ to 2c. per bushel on all grains carried from Ontario to the Maritime Provinces. There is a considerable trade done here during the Winter and Spring in Ontario oats, and this article is now quoted higher. There is a very good supply of P. E. Island oats now coming on this market.

In provisions, American are quoted somewhat higher in the last fortnight, but this is probably only temporary. The Fall packing season for P. E. Island and domestic mess pork has now opened and packers are anticipating an easier market for these lines. Lard is quoted lower as a result of the opening of the local packing season, and the decline on outside markets. Beef remains steady and unchanged. A good business has already been done in provisions, etc., for lumbermen's supplies, as preparations for the woods have been made somewhat earlier than usual.

Sugar remains unchanged, but the refinery is occupied chiefly in filling old contracts. Molasses holds its strength and the leading distributors have very firm ideas regarding the future of this commodity, even though for the moment fairly good sized lots are being disposed of at provincial points by outside traders.

The direct fruit steamer from the Mediterranean is expected at Halifax about the end of the month with a supply of raisins and currants for the city wholesale houses. We hear of one firm that is cutting prices on old stock to clear it out before the arrival of the new season's crop. The dried fruit market is in a somewhat unsettled condition, California raisins are higher in the primary market than at this time last year, and if this condition continues, it is unlikely that valencias will long be offered to the trade at to-day's quotations.

There is a very good demand for canned tomatoes at the prices set by the C. C. Co. Jobbers, however, have been advised that the canners cannot guarantee to fill more than 60 per cent. of the orders now in hand. Canned salmon are also said to be in short supply, although most Halifax houses are satisfied that they have secured enough for their requirements.

Buyers have been compelled to accept the views of makers regarding cheese, and last week a very large quantity changed hands on the P. E. Island Cheese Board at 12c. This established the price for Nova Scotia and New Brunswick factories also, but dealers who have to take the risk of carrying the stocks into the non-productive season, are afraid they are being compelled to pay too high a price. In the last day or two there has been less disposition shown to pay the extreme figure. Butter is in very good supply, the pasturage continuing good and the make of the provincial creameries above the average.

Apple shipments at this port are heavy. Some 37,000 barrels were exported last week, and at the present time two steamers—one for London and the other for Liverpool—are loading at this port, while a third is being loaded at Annapolis. The rolling stock of the D. A. Railway is taxed to its utmost to move the immense crop of apples and potatoes out of the Annapolis Valley. All expected a big apple crop, but results have far outstripped the highest predictions. The Gravensteins are now all gathered and the yield is fully 50 per cent. larger than was estimated while the fruit remained upon the trees. So far excellent prices have been obtained on the English market. One fruit grower sent 50 barrels of Gravensteins to London and realized \$200 clear, or \$4 a barrel. Buyers have been paying \$2 per barrel in the orchards, but very many refused to sell at that figure, and the experience of the man alluded to would seem to justify their action.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Oct. 1, 1903.

RECENT arrivals from the north say that the amount of freight lying at White Horse for transshipment down the river to Dawson is very considerable. It is feared that there is little chance to get it all down before navigation closes. The river has never been known to be so low and the steamers as a consequence have no chance to get their full cargoes aboard. This makes the reducing of the big pile of freight a difficult matter.

Dawson advices received this week predict rise in prices of some lines of supplies before long, owing to the approach of Winter. In the markets, it is noted that hay is reported strong at $1\frac{1}{2}$ c. per pound and eggs are stiff at \$11 per case. The supply of eggs is said to be limited and this is notwithstanding the heavy shipments which have left this port for the north. Possibly there are some yet to arrive in Dawson, but it will not be long until it will cost more to ship them than the eggs cost here. Fresh fruits were also reported as scarce in Dawson, delay in receipt of expected shipments having been the cause. It is curious to note the prices mentioned. The remark is made that watermelons have fallen in price from 12 $\frac{1}{2}$ to 10c. per lb.

Conditions in Vancouver markets have shown but little change for the past few weeks. There is a good trade being done. The cessation of through or guaranteed shipments to the north, followed by the refusal to receive further shipments, had some effect on the trade of course, but there is good business being done with the interior, and local trade is very satisfactory.

The visit of the eastern manufacturers, though it has been necessarily a brief and hurried one, will be productive of immense good, both to the east and the west. There is bound to follow an understanding of conditions, which would have been impossible without the personal visit and contact which the manufacturers have experienced. The people here have been most hearty in their reception, and the drawing closer of the bonds between the east and the west is promoted under very happy auspices.

The produce market shows but little change. Orders for butter have been sent out liberally, and the stocks will be fairly good when the Winter season begins. Still, there have been no great surplus shipments over actual needs so far. The cheese market is firm and advancing steadily. The supply of eggs from Eastern Canada has been better of late. There have been no shipments to the north to any extent for a week or more, so that the local supply is improved thereby. Prices are about at last quotations.

The fruit receipts from California are almost entirely confined to grapes, which are received fairly liberally and in good quality, the price being in keeping with the stock. A few shipments of peaches of the Salway variety are being received from California, but the Washington stock is done. The local plums are out of the market, and the local Italian prunes are also nearly over. The supply was great while it lasted, but it was so late in coming in that it did not last long.

Local apples are beginning to show up in very large quantities, and the quality this year is very much higher on the average. There have been two or three cars of apples received from the Coldstream ranch, the property of Lord Aberdeen, in the Okanagan district. They are choice in quality and good sellers. From the same ranch there are to be heavy receipts of Winter apples later on in the season.

MANITOBA MARKETS.

Winnipeg, Oct. 5, 1903.

GENERAL trade is very active in all lines, prices are steady, and there is little change of any kind to report since last week. Up to Friday the weather was very fine and warm and threshing operations were rushed in all parts of the province, but with Friday came a heavy downpour of rain that was general throughout the entire province and territories and this will again make a serious delay. The amount of wheat coming forward has been very much behind that of last year. The delay of threshing is not the only cause for this. The increased rate for storage and the failure of the C.P.R. to reduce freight rates, as was expected, are factors in the slow movement of the grain.

Among the grocers, the news of the week is the decline of 10c. per cwt. on all lines of sugar. There seems to be no special reason why it should have occurred. The prices now are \$1.65 to \$1.75 for granulated and \$1.05 to \$1.10 for bright yellows. The trade is now down to normal demand for domestic purposes, as fruit canning and preserving is over for the season. The new Valencia raisins spoken of last week are now in stock and are proving of excellent quality.

GREEN FRUIT.

There is considerable anxiety in the West as to whether the heavy exports of apples will advance prices to buyers here. So far the offerings have been plentiful, and prices though fairly high and firm, are not exorbitant. The dealers state, however, that although offerings are large, the offerings of real No. 1 apples are comparatively small, while the demand for them is great. Prices are \$3.75 to \$4.25 Winnipeg, according to quality. Snow apples are on the market this week at \$5, but are small and uneven in size. Ontario grapes are coming forward in good shape, but the supply is not equal to the demand and prices are firm at 35c. for blue and 50c. for red Rogers. A few Ontario basket pears arrived and are selling at 60c. Peaches have become very scarce; the demand for them is increasing and the price has advanced to \$1.35 per case. Tokay grapes are in. The crates are perfect pictures, the fruit is so fine and so exquisitely colored. They sell at \$3; muscat, \$2.25. Washington plums are drawing to a close, and are quoted at \$1.25. Pears are \$2.75 per crate. Cape Cod cranberries have arrived and are quoted at \$10 per barrel, sweet potatoes are also in and are quoted at \$5.50 for Virginia and \$6 for Jersey.

BEANS.

The crop is reported short and beans are a little higher, being quoted this week at \$2.05.

CANNED GOODS.

The first of the new pack of tomatoes arrived and the price is firm at \$2.50 for the 2 dozen case. No change in the canned vegetable situation can be recorded. In canned meats there has been a decline of about 5c. per dozen on corned beef, pork and beans and roast beef. This is to meet the American prices.

The Finest Preparation of Beans Ever Offered to the Trade.

Clark's Pork and Beans in Chili Sauce.

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



Delicious, Healthful
The Ideal Fruit

—FOR—
SPRING and SUMMER USE

ONCE TRIED, ALWAYS USED. ASK FOR IT
CORONA FRUIT CO., W. B. Bayley, Agent, Toronto



Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high-grade and flavor.

Ask your wholesale grocer for it or see our travellers.

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

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

FINEST ORANGES GROWN

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

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

COFFEE.

Although the New York market continues to advance no advance in local prices has been declared, but the market is very firm.

CURED MEATS.

The packers are getting out a new list

on Monday, and it is expected that hauls will be higher, but this statement is not yet confirmed.

NOTES.

E. B. Eddy, the great woodenware and paper manufacturer, has been spending a few days in Winnipeg looking into his Western interests and visiting his repre-

New Season's Teas in Store

Gunpowder, 40-lb boxes	- - -	16 cents
Y. Hyson Points, half-chests	- - -	18½ cents
Moyune Y. Hyson, 3rds	- - -	16½ cents
Pan-Fired Ceylon Green	- - -	17½ cents

All remarkably good cup quality. Prices speak for themselves.

WARREN BROS. & CO., - TORONTO



The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription \$2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
Sydney, - - Post Office Chambers


BRITISH OFFICES:
London, - - 42 Cannon St., E.C.


CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

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

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this  if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded **A** are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade. 

—We are the sole manufacturers of **A** mantles.
—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., 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.

NO OTHER SHINGLES

will do as well
for you as

EASTLAKE

**STEEL
SHINGLES**

They prevent fire—are never struck by lightning—can't possible leak, because of their patent sidé lock—and are the very quickest and easiest to apply of any shingle made.

Their popularity is unparalleled all through Canada.

**THE
Metallic Roofing Co., Limited**

TORONTO, MONTREAL, WINNIPEG.

DRIED APPLES

**WE ARE BUYERS
LARGEST DEALERS IN CANADA**

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

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.**

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

"SELL'S COMMERCIAL INTELLIGENCE,"

Temple House, Tallis St., Temple Avenue,
London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

sentatives in this city, Messrs. Tees and Persse. Mr. Eddy is accompanied by Mrs. Eddy and will visit the coast and Edmonton before returning to the east. When interviewed Mr. Eddy commented on the signs of progress in the West, particularly as indicated by the increased consumption of paper by the newspapers. In some cases this increase had gone from 60 tons to 200 per month.

Mr. Fife, chief inspector of scales for the Weights and Measures Department of the Dominion Government, has been in the city giving a demonstration of a device for weighing grain in the field just as it comes from the thresher. Any machine of this kind, the accuracy of which would be accepted by the Department, would be a mutual advantage to the farmers and the threshers of the West. The men who principally attended the demonstration were manufacturers of and agents for threshing machines.

PORTO RICO ORANGES.

The Porto Rico orange has been seen on the New York market for a short time each year for some little time back, but until the present has not been able to make much the place for itself it should have done. The reason for this is to be found in the undeveloped state of the country. The fruit has been brought down to the coasts on rafts and mule packs, and as there is only one wharf on the island the greater part of the fruit has had to be lightered out to the steamers. Little attention has been paid to cultivation, and as a result the market has not been getting the best fruit which the island is capable of producing. Nor has the stock been received in good merchantable condition.

Recently, however, some New York merchants have interested themselves in the island orange, and are packing it in California style with most gratifying results.

The Porto Rico orange, it is expected, will prove a competitor of the Jamaica orange, but not of the California fruit, as the latter does not ripen at the same time. The natural flavor is good, and the orange very sweet and juicy, although, like all seed oranges, it has a certain amount of tissue which puts it in the same class with the Spanish and Florida. The noticeable light color is due to being ripened by artificial heat. These oranges are worth to-day \$2.75 to \$3, New York, for sounds. The first consignment to Canada is expected by a Toronto fruit man at any time in the immediate future.

It is seldom that one sees a boiled fish alive, yet there are such in the boiling lake of Amatitlan, Guatemala. These fish, it is asserted, often pass days in the boiling water, which comes from numberless hot springs.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

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

SITUATIONS VACANT.

CIGARMAKERS—Good jobs, from ten to eighteen dollars. Box 100, CANADIAN GROCER, Toronto. f

FIRST-CLASS miller; with good references; steady employment to right man; steady habits. Apply, stating age, experience, wages expected. Box 102, CANADIAN GROCER, Toronto. f

GOOD clerk for general store; must be well posted in dry goods. Box 107, CANADIAN GROCER, Toronto. f

MILLER—For general work; must be capable of taking shift if required; state wages expected. Box 106, CANADIAN GROCER, Toronto. f

SALESMAN—Dry goods or general experience; state age; experience, salary and expenses; Box 104, CANADIAN GROCER, Toronto. f

SECOND miller for one hundred barrel mill; steady job for the right man. Apply, stating experience, wages expected. Box 101, CANADIAN GROCER, Toronto. f

YOUNG man—Either to learn flour milling or to pack flour and to handle grain in mill; state age, experience and wages wanted, with stamp for reply. Box 103, CANADIAN GROCER, Toronto. f

SITUATION WANTED.

ASmiller—To take charge; twenty years' experience; temperate; would like steady position; can come at once. Box 105, CANADIAN GROCER, Toronto. f

AGENTS WANTED.

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

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (14)

I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send description, state price, and learn how. **W. M. OSTRANDER, 172 North American Bldg., Philadelphia.**

FLOUR AND CEREAL FOODS

We Can Supply the Empire.

THE Hon. Thomas Brassey, M.P., who has just returned to England from a trip through Canada to gain by personal investigation an adequate conception of our possibilities in the matter of supplying the food needs of the Mother Land and who, it will be remembered, delivered a remarkable address on the trade relations between the United Kingdom and the colonies at the reception to the manufacturers in Toronto a few weeks ago, has delivered his opinion in the following words:

"I am convinced that the territory is capable of producing all the wheat the Empire needs for generations to come. Mr. Chamberlain has taken the right course by resigning."

This endorsement of Canada's claim to be the future granary of the Empire, by a man of such prominence, and one who is so little given to rash predictions as Mr. Brassey showed himself to be in his public deliverances in Canada, should have no inconsiderable weight in raising Canada in the estimation of the Mother Land.

Ogilvie Extensions in the West.

MR. F. W. THOMPSON, vice-president and managing director of The Ogilvie Flour Mills Co., who has been in the West on a tour of inspection of the company's interests there, in speaking to the representative of a Winnipeg paper recently, said:

"I may state emphatically that we will proceed immediately with the erection of the proposed mill and elevator at Fort William. I will, before returning east, complete all necessary arrangements so that the work can be advanced as far as possible this Fall, and orders will be at once placed for all necessary supplies. It is my intention, if possible, to have the mill in operation by October 1 of next year.

4,000 BARRELS PER DAY.

"The capacity of this mill will be four thousand barrels per day, and it will be the largest flour mill in the British Empire. The elevator to be built in connection with the mill will have a capacity of three quarters of a million bushels."

Speaking of the improvements to their Winnipeg mill Mr. Thompson said that

they were at present making a large addition to the mill on Higgins street, which would increase its capacity by 500 barrels per day. They also intend to increase their elevator facilities at this point. In the country, he said, they had built eighteen new elevators this season, and would build a number more next year.

Speaking of the crop conditions in the west Mr. Thompson expressed the hope that the results of the recent unfavorable weather would not be as serious as some seemed to anticipate, but at any rate the high prices prevailing for wheat would more than compensate the farmers for any depreciation in the quality of grain that might be caused by the rain.

Breadstuffs in Trinidad.

Gordon, Grant & Co., of Port-of-Spain, Trinidad, writing September 10, say of breadstuffs:

"There have been no arrivals between mails but stocks which are working down are still ample to meet present light requirements until the arrival of the steamer Maracas, now due. There is a steady, although light, demand for flour and we quote bakers' quality at \$6 to \$6.25; extras, \$5.70 to \$5.90, and superfine at \$4.40 to \$4.65, according to brands. Some small parcels of Canadian flour have lately come to hand, but this description having been out of the market for some time is not now enquired for, and the trade which at one time looked promising will have to be practically built up again. We quote for cornmeal \$1.25, but stocks although small are moving slowly owing to the absence of any Venezuelan demand."

Reduction in United States Grain Rates.

A reduction of one cent per bushel was announced on grain shipped from Buffalo to New York this last month, says The Flour Trade News. The reduction in rates is the result of protests by New York grain merchants against the high rates current to that port which were, it is claimed, forcing the bulk of the grain exports through the Gulf ports and Montreal. The new rates apply to Boston and Philadelphia, as well as New York. Baltimore has a differential of 4 mills. The grain trade of Boston, Philadelphia and Baltimore have been quite as strong in their complaints as that of New York.

The reductions were not granted by the railroad people until after a most thorough discussion, and the reduction was made in the face of active opposition from some of the lines. Although the reduction that shippers are now hopeful of receiving is not all that the eastern seaports should have in order to meet the Montreal competition, yet export and steamship men feel that it is a move in the right direction on the part of the railroads and they hope that the railroad managers may be prevailed upon to make a larger reduction.

Fine Canadian Flour.

Canadian Government Agent Ball, at Birmingham, England, quotes one of the largest flour dealers in England who has lately had a trial order of 500 bags of flour from a Chatham, Ont., miller, as saying: "We beg to say this is the finest Canadian patent we ever saw. It makes a splendid loaf, in both bloom and texture. We are trying to buy a line for shipment, and we feel bound to say if your Canadian millers can ship us flour of this kind, and keep shipping up to this quality, they will have very little trouble in displacing the fine Winter patents on our market that we are now getting from the United States."

Grain Standards Fixed.

STANDARDS for grain grown east of Port Arthur were on Monday last fixed by the board appointed by the Dominion Government, consisting of W. D. Matthews, chairman; Thomas Flynn, H. N. Baird, J. L. Spink, John Carrick and C. B. Watts, of Toronto; John I. A. Hunt, of London; James Dunlop, of Hamilton; William Brodie, of Quebec; F. F. Craig, chief Dominion grain inspector, Montreal; E. Adamson, chief grain inspector at Toronto, and J. Hurley, grain inspector at Peterborough.

Generally speaking, the standards for most grains grade higher this year than last, although there was not a little inferior grain submitted that had to be rejected altogether. Mr. W. D. Matthews, chairman, however, expressed his pleasure at the unusually high quality of the grain. For some lines standards were not made, owing to the lack of samples, these including No. 1 Spring wheat, No. 1 goose wheat, extra white Winter wheat,

The 10^{c.} Package

Put up by TILLSON'S is value given. 50 per cent. more, or 15c., the price for a package of fad cereals of equal weight, enriches—whom? Certainly not the grocer. 50 per cent. more is worth having, but who gets it?

The Tillson Cereals

are good for the grocer. They sell to-day, will sell to-morrow. They are made right, priced right, sold right.

THE TILLSON COMPANY, Limited,
Tillsonburg, Ontario.

TELEPHONE { MAIN 1257
4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

No. 3 and No. 4 barley, and No. 1 and No. 3 peas. In other varieties of wheat the standards were higher than the act calls for, and standards were made for No. 2 Spring, No. 2 goose, No. 1 white Winter, No. 2 white, No. 1 and No. 2 red Winter.

In respect to peas it is pointed out by the board that the quality is not yet what it should be. Last year the examiners directed attention to the spread over the province of the pea bug, and said that unless something was done to check this pest the industry would be seriously injured. This year some little improvement was shown, due, it was believed, to some extent to the action of the Government in placing proper information before the farmers.

The examiners considered that for oats the weights should be the same for white, black and mixed, and the Department of Trade and Commerce will be recommended

John MacKay

Limited

Successors to John MacKay, deceased
ESTABLISHED 1854.

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

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

FLOUR FEED CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

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

"Matchless" Feed.

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

THE CANADIAN GROCER

to instruct the inspectors to issue certificates in accordance with this decision.

The standards for corn were left as in the past to the Montreal Board, and the standards for buckwheat were left for the Toronto examiners to deal with. Both will be fixed later.

The weights per bushel in the other standards were arranged as follows:—
Oats, No. 1 white, 34 pounds; No. 2 white, 32 pounds; No. 3 white, not less than 30 pounds; rye, No. 1, 57 pounds; No. 2, 56 pounds; barley, No. 1, 49 pounds; No. 2, 48 pounds; No. 3, extra, 47 pounds.

The Army of Corn.

All Summer long the army stands

In ranks erect and clean,
The garrison of level lands
And of the hills between.
The armies of the wind and rain
Come shouting to the fight;
Alert upon the spreading plain
The corn waits in its might.

It flaunts its tasseled banners high,
And beats each swaying shield,
Until the Summer's battle cry
Is chorused from the field.
Victorious and sturdy still
It rises from the fray,
And rustling chants of gladness fill
The long hours of the day.

The dawn's first tender, rosy blush—
The hailing of the morn—
Finds, shrouded in a peaceful hush,
The Army of the Corn.
But friendly breezes come and go
Till dying afternoon
Hears, faintly sighing, soft and low,
The echo of a croon.

And so, serene and bold and brave,
All through the Summer long
The gleaming banners proudly wave
In cadence with the song.
Until the golden Autumn morn
When there will come to spoil
The standing Army of the Corn
The hopeful Troop of Toil.

—Chicago Tribune.

Flour Mills in Manchuria.

The number of flour mills at Harbin has increased to six, with a daily production of 8,000 poods (288,896 lb.)—a little over 1,474 bbls., writes Henry B. Miller, United States Consul at Niuchwang. This flour is pronounced entirely satisfactory in quality wherever it is used, and is gradually controlling the market of Manchuria. It has reached Port Arthur in small quantities, but has not yet interfered to any appreciable extent with the importation of American flour, although doubtless it will have its effect in time.

Oregon Wheat Crop Short.

The Portland Oregonian estimates the wheat crop of the Pacific Northwest as follows:

	Bush.
Oregon	11,400,000
Washington	19,100,000
Idaho	1,250,000
Total	34,750,000

These figures show a shortage of 7,000,000 bushels, compared with those of last year, and are 12,000,000 bushels under those of the record year of 1901.

This shortage should supplement the Osaka Exhibition in developing the demand for Canadian breadstuffs in the Orient.

Cereal Notes.

The Toronto agency of The Natural Food Co. has been demonstrating of late for the benefit of the representatives and staff of several of the local wholesale houses.

The "Force" Co. are inaugurating another advertising campaign in which our old friend Sunny Jim again figures, but this time in an up-to-date and recent photograph.

The large factory of The Swiss Food Co., Toronto, is being worked to its fullest capacity and is unable to cope with the largely increased demand of the present season. Outside of the local distribution the export trade is very satisfactory, and heavy shipments have recently been made to European countries.

The French are the largest bread eaters in the world. The consumption of wheat in France is sufficient to give every man, woman and child in the republic 480 pounds of bread a year, or about one and one-third pounds per day. This is considerably larger than the per capita consumption in England and that, in turn, is at least a bushel per capita more than our own.

A few years since wheat bread was consumed by the generality of people in Germany only in such forms as rolls, rye bread being the staff of life, "Weissbrodt," as wheat bread is usually called, was distinctively a breakfast bread. Now, however, we are told that wheat bread is commonly found on the supper table, as well as at breakfast, and is supplanting rye bread to a great extent.

The nutmeg supply of England and her colonies is almost entirely in the hands of Dutchmen. The bulk comes from the Island of Banda, and over 80 per cent. of the world's crop from the Dutch West Indies. The fruiting powers of the trees are remarkable. They start fruiting when about 12 years old, and yield regularly for 60 or 80 years. They carry blossoms and fruit without intermission through every month of the year.

TEA REPORTS.

IN their tea circular, dated London, September 24, William James and Henry Thompson, say: The market this week presents no new features. Common tea has been rather easier and medium grades devoid of character have also participated in a slight reaction, but those invoices with desirable cup quality have sold freely at fully previous quotations. Home consumption this month to date shows an expansion of over three-quarter million pounds, but export has fallen off some 600,000 pounds, the total clearances, however, showing a slight increase.

INDIAN.—Total offerings of this season's tea to date, 259,000 packages, against 304,000 packages a year ago. The tone has been firm for price teas and at decline quoted on 17th inst. buyers have come in freely. Fine and finest are getting scarcer but continue to command good prices.

CEYLON.—A steady demand for good teas which have again been strengthened by competition on behalf of exporters. Common tea has been competed for on rather lower basis than previously ruling.

CHINA.—Chief demand continues for common to good low grades of black and red, both old and new seasons, from 1½d. to 5¼d. per lb. Medium to good have sold in some quantity from 6½d. to 10d., but there is hardly anything doing above that price in the absence of export enquiry. Green teas in auction have passed with better spirit.

Gow, Wilson & Stanton, under date of September 25, report that buyers are showing timidity owing to increased crop reported, but private cables show increase is not continuing in same proportion, and should official wire confirm these, growers will be in a strong position.

INDIAN.—Some indifferent teas have been offered and quotations for same have been marked down quite ¼d. per pound. A few mediums have sold at slightly cheaper rates, but a good demand at satisfactory quotations has been recorded for best liquoring kinds.

CEYLON.—Market has been fairly steady, and quotations, except for lowest grades, have been maintained. Only small quantities are expected to be brought out for the present.

JAVA.—Javas were mostly of useful character and met with a steady demand at prices showing little or no alteration on previous quotations.

The Dairy Commission of Minnesota has made a ruling to the effect that coal tar colors shall not be used by creamery managers after January 1.

JUST A WORD.

Don't buy condensed milk in big lots. Buy in small quantities and often. Not that the quality of the goods depreciates to any extent, but the labels get soiled and appearance spoiled by standing exposed on the shelves.

"Reindeer" Brand

condensed milk is tastefully put up.

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

Wee McGreegor's Breakfast Food
Graun' for the Morn's Mornin'.

The F. J. Castle Co., Limited
OTTAWA, CANADA.

Swiss Food.

This is no 1903 Mushroom. Has been sold for years. Has grown in favor year by year. To-day every first-class grocer carries a stock of **SWISS FOOD**.

Why push American fads whose life is short and swift? It is in every way wiser to build up a trade on a food that began naturally and by force of its own worth has established a demand that is constant.

SWISS FOOD is scientifically prepared in a mill than which there is none better and by men who are proud of what they make.

Grocers: Talk **SWISS FOOD**—for your own sake.

P. McINTOSH & SON, Millers,
TORONTO.

TRAVELLERS ENTERTAINED.

On Friday last Francis H. Leggett & Co. entertained their travellers to a luncheon at their factory, on King street, in New York. This luncheon was unique, because of the fact that nearly every article served was of their Special Premier Brand. Fruits, fish, meats, olives, butter, cheese, vegetables, coffee, in fact everything was of Premier standard, and the guests thoroughly enjoyed the luncheon, over two hundred people partaking of this delicious repast.

Mr. F. H. Leggett, president, and Mr. John C. Juhring, vice president and secretary, were present and did the honors for the firm. After the luncheon the party were shown through the factory, equipped with all the latest automatic machinery for the preparation of the food stuffs made by this firm. Over six hundred hands are employed in this factory; everything is kept clean, and the goods packed in handsome packages. In the shipping room were noticed boxes and cases labeled in a number of different languages. While there a very large shipment was being prepared for South American points.

Among the novelties noticed was the telautograph, an instrument for electrically reproducing, at a distance, handwriting, drawings and similar matter, and may properly be called the writing telegraph. This machine is in operation between the office in the warehouse on Hudson street and the factory on King street. The operator writes on the machine, which somewhat resembles a telephone, except that it has a large glass case in front on which is recorded the exact handwriting of the operator on the other instrument. There is no chance for mistake, the reproduction is exact, and a copy is kept of each day's messages. The telautograph has been adopted by the United States army, and is a machine of very great merit, and reduces the danger of mistakes which so frequently occur by telephone.

After the enjoyable inspection of the factory and the sampling of the goods at the luncheon, over a hundred jolly travellers and their friends, making a party of over two hundred people, went aboard a neat little steamer, chartered for the occasion by the firm, and were given an enjoyable trip around the Island of Manhattan, where an excellent opportunity was afforded of inspecting the magnificent harbor of New York. Mr. Juhring, of the firm, was active in looking after the interests of his guests, who joined in a very hearty vote of thanks to the firm for the very enjoyable day. Almost every State in the Union was represented by the travellers, one of whom, who represents the house in West Virginia, was F. J. Fortier, formerly of Prescott, Ont.

On board the steamer was a first class lecturer who pointed out and explained to the visitors points of interest in a bright and entertaining manner.

Last year this firm gave their salesmen and friends a coaching party, which was also very enjoyable. It is needless to say that the relationships between employer and employe in this firm are of the most harmonious nature.

ITALIAN FICS

THE fig forms an important article of the diet of the poorer classes in Italy; in fact, the total failure of the crop would be a grave national disaster, says The Scottish Trader. Figs are susceptible of various kinds of treatment. They are, perhaps, the most nourishing of all fruits. They can be canned, stewed, preserved, candied, made into puddings, and used in a variety of ways which seem at present unknown. Their introduction as a popular food would be a great boon to the carrying trade, to the importer, and to the general public. Of the fig-growing districts of the world, South Italy is one of the most important, for, although the tree grows all over the country, it is only south of the Tiber that the fruit can be dried for export, the most northern district being Pozzuoli, which includes the island of Ischia, where the cultivation of the plant is very extensive. Going further south we find centres of cultivation at Reggio, Bari, and Cantanzaro, not to mention Sicily and the Lipari Islands, where a large business is done. As a fresh fruit it forms an important article of food, as the different varieties last through the months of June to September. Soon after this the dried figs come in, and these are sent all over Northern Italy, and are also a large item of Italian export to France. The Italian fig is smaller and less sweet than the Smyrna variety, hence the latter has the command of the British market, and the export of Italian dried figs to the United Kingdom is a negligible quantity. That the best Italian fruit might find a profitable market there seems likely, especially as those grown on the volcanic alluvium of Ischia and Pozzuoli are well flavored, have a fine white skin, and are particularly sweet. They are, besides, grown quite near the coast, and this is always a beneficial condition, probably owing to the climate being damper than it is inland. The trees require very little water; in fact, the growers never resort to irrigation, the natural rainfall in Italy being quite sufficient for them. Dry weather is essential at the time of the fig harvest, as the fruit should be sun-dried, and when the weather is wet the fruit is either spoiled or else artificially dried in primitive ovens, and in order to do this it is often split up.

The Italian fig is preferable to that of Spain, Portugal, or France, but in size and quality is inferior to that of Smyrna. In the important question of albuminoids, upon the presence of which the nutriment contained in the fruit depends, Italy again takes the second place and Smyrna the first, but in fatty qualities there is no appreciable difference.

The packing and curing in Italy are also behind the age. As the fruit is grown so largely for home consumption the packing is done as cheaply as possible. Moreover, those which are exported are not very largely used as human food, but for distillation and for the adulteration of coffee and similar substances, and consequently neatness of packing and general appearance are not studied as they deserve to be. There are three principal ways of curing in Italy, adopted promiscuously throughout the country. The usual way is to pick the fruit at day-break and split it up as far as the stalk. The fig thus split is laid in the sun. This plan has many advantages, because bad or sour fruit can be readily detected, the sun has more power, and the labor of turning the figs which is necessary when the fruit is dried whole is avoided. When picked and split the fruit is laid on wicker frames or straw mats with the interior part upward, otherwise the contents would run to waste. They are left thus for eight or ten days, according to the weather, and are then put in baskets and immersed for a minute in boiling water. As soon as they are dry again they are ready for packing.

Another method is to split and dry the figs as above, and to insert into the pulp an almond or a piece of citron, or simply sprinkle the whole pulp with aniseed. Figs so treated are largely used in Italy, and find a certain amount of favor in the foreign markets.

The third way of drying is to dry the fruit whole. This is effected by spreading it out on mats made of cane upon low beds of earth to ensure greater warmth, and turning the figs every day or oftener if labor is procurable. The most careful curing in this district is done at Cantanzaro, whence some 800,000 pounds weight of figs are exported annually.

Owing to the scarcity of wood very primitive methods of packing are used in Italy. Mats containing about 40 pounds weight of fruit are made of Esparto grass, and are the most common packages for all figs destined for distillation and kindred purposes. Table figs are generally exported in round drums made of thin wood, containing about 15 pounds of fruit. For home use the figs are generally strung on split canes or Esparto straw. Two canes are thrust through the figs till a flat mass of figs is formed, four inches wide by 20 inches long. The best of the many varieties grown in this district is the "Fico Trojano" or Trojan fig, its name clearly indicating its Asiatic origin.

CUP QUALITY COUNTS—Therefore handle



Established 1845

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

High-Grade COFFEES

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

“It pays to handle the **RIGHT** goods.”

Send for sample packets for free distribution.

TIP-TOP SOAP CHIPS

IN CARTON PACKETS

The Industrial Soap and Oil Co., Limited,

TORONTO TELEPHONE, 1618 MAIN.
BRANTFORD “ 483

A STORE IN PEKIN!



Handwritten note: This is the 320 Montreal page 75

The business streets of the cities and towns of the Celestial Empire are remarkable for the number of long signs of many colors announcing the articles for sale on the shelves.

We show to-day a true picture of a store front in Peking where **CHINESE STARCH** is sold.

This product, next to tea, commands the largest sale. Its general use can be noted by observing the pedestrians, all dressed in immaculately-white and well-glaced linen.

It is a well-established fact that **CHINESE STARCH** is king and master of all that pertains to starching and glacing. Its superior qualities have won the favor of all laundresses and **no other starch can displace it.**

CHINESE STARCH is also a favorite with the grocer, as it is easily sold; it is never complained of by his customers and never returned.

Ladies do not require to send their linen out if they use **CHINESE STARCH**—the labor is light and the work turned out perfect.

If you have not tried it, order a case from your jobber. It is **sold everywhere.**

RETAILS AT 10c. PER PACKAGE.

SHOWS YOU A GOOD PROFIT.

MANUFACTURED ONLY BY

OCEAN MILLS, = Montreal, P. Q.

OUR AGENTS:

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

FOR SALE BY FOLLOWING JOBBERS:

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

JAM DEAR IN BRITAIN.

NOT for five and twenty years has jam been so dear as it will be for the next twelve months, says The Scottish Trader. The soft fruit season has just closed, and raspberries made as high as £45 and even £50 a ton. The plum season is in full swing, but values range from £30 to £40 a ton, so that jam cannot possibly be cheap. The above quotations refer to jam fruit only. Of course, dessert raspberries made considerably higher prices. We saw quantities sold at 9d. and 1s. a pound first hand, these prices being equal to £84 and £112 a ton respectively. As to the plums, the Victoria, Ponds Seedling, and Prince of Wales plums are making from 7s. to 10s. a half-bushel. The former is largely used by jam makers, being in fact one of their stock plums. At from £30 to £35 there are buyers open to purchase hundreds of tons of plums. These fruits, especially the imported samples, are more plentiful than raspberries, currants, or strawberries were. The jam manufacturer is depending upon the plum to replenish his stocks, though the latter will at the end of the stone fruit season be far under the average of previous years. The bulk of the plums on sale at the present time come from Holland, Germany, and France. Though it is stated in the official statistics that American plums are on the market here, they are never used for jam, being far too expensive. Continental plums are plentiful. About 100,000 packages of these fruits have been unshipped in English ports during the past six days. Out of this quantity over 80,000 packages full had been grown in Germany. This season German shippers are monopolizing the plum trade of the British markets. Quite 75 per cent. of the plum jam that will be sold as new season's jam this year will have been made from German plums. Of course, these increased foreign fruit shipments are due to the failure of the British fruit crop. If German plums were not used in English jam we should get little of that popular preserve this season. As it is, despite the seemingly large arrivals referred to, English jam will be unusually dear. The Scotch, and particularly the Blairgowrie growers, furnished large quantities of raspberries for the jam manufacturer this year. They asked and obtained very high prices for their fruit, but it was good. The industry is a growing one, and the prices that were realized during the past season cannot fail to stimulate extended culture. The representatives of the commercial jam-makers journey long distances to this famous raspberry and strawberry growing centre for their jam fruits. With such prices ruling, and the shortage, also a slight rise in the cost of sugar, jam, and

in fact all fruit preserves, will be dear during the next year. It is unfortunate that jam-makers have not only had to face a great shortage of fruit and high prices, but that sugar has also increased in value.

THE COCOANUT'S BY-PRODUCTS.

A cocoanut grove begins to bear fruit after six years, the crop being gathered about two years later. Almost every part of the tree can be utilized. The coarse fibre of the bark is woven into the familiar cocoa matting, and used for all sorts of rough purposes. The leaves will serve as a thatch, and the strong mid-ribs make excellent brooms or twine. The big central leaf bud is cooked and eaten, tasting much like cabbage. On the more southern islands the flower bud is often sliced off at the tip, a small bamboo tube is hung under the cut and the sap is collected. It is the sap which is the "tuba" or palm wine often referred to. The same sap of the cocoa, when boiled down, yields sugar which compares favorably with that of the maple in its seductive flavor.

CANADIAN PRODUCTS FOR DUBLIN.

A DUBLIN correspondent writes to "The Grocer" as follows: "The object of the proposed exhibition in London of Canadian products is to stimulate Canadian trade with Great Britain, but it is doubtful if Canadian trade with Ireland or Scotland will be benefitted by this exhibition. If Canadian exporters are really desirous of getting a market for their goods in Ireland or Scotland the surest and most expeditious way of doing so is to hold exhibitions of Canadian products in Dublin and Glasgow, either permanently or temporarily. In Ireland some such method is absolutely necessary in order that the people may see for themselves the class of goods which can be bought from Canadian manufacturers, and thereby close the Irish market to American and other exporters. As regards the proposed London exhibition, it will have no effect on the consumers or traders here, not one-tenth of whom will as much as hear of the exhibition. It may be mentioned that the writer suggested to the Canadian Department of Agriculture some months ago the advisability of having an exhibition in Dublin of Canadian goods, and, while admitting the advantages to be derived, the Department did not see its way to take the matter in hand. It therefore remains for the Canadian exporters desirous of extending their trade to Ireland to take the matter in hand, and it is very probable that if they do so they will receive the same assistance from the Canadian Government as is being given to

the London project. Dublin, it may be mentioned, is exceptionally suitable for such an exhibition. It is the chief city of Ireland. The world-famed Horse Show is held annually in Dublin, as well as Spring and Winter cattle shows, when the city is thronged with people from all over Great Britain, and at all times during the year large numbers of country people come to town, so that an exhibition in Dublin of Canadian products would popularize them not only amongst the people of the city, but amongst the people of the country. A permanent store to exhibit and push the sale of Canadian products is absolutely necessary in Dublin.

A. J. STEWART, LIMITED.

THE CANADIAN GROCER paid a short visit recently to the new premises of The A. J. Stewart, Limited, corner Duncan and Adelaide streets, Toronto. Equipped with extensive and up-to-date machinery, this firm are largely confining themselves to the manufacture of confectionery of the highest grade. Mr. Roelofson, the managing director, says that the opening up of their Fall business has so far exceeded their most sanguine expectations.

A CORRECTION.

In our report last week of the dinner tendered by Mr. Shaw T. Nishimura, representative of the Central Japan Trading Agency, to his Montreal tea friends, it was stated, "Mr. John Carsley, of Carsley & Co." This was an error. Mr. John Carsley is sole proprietor of The Ozo Co., Limited, and the M. Lefebvre Vinegar Works, and is in no way connected with The Carsley Co., Limited.

A NOVEL DEVICE.

An up-to-date grocer in a certain district of the metropolis is about to employ a rather novel method of calling the attention of his customers to both old and new lines, says Grocery (London, Eng.) Last year he used the same method with much success.

It is this. He picks the largest walnuts he can find, and splitting them in two, he extracts the nut. Then he inserts a short and pithy circular printed in three different styles, and glues the two halves of the walnuts together.

Then he places three of those loaded walnuts in a small bag to which a neat ticket is attached, bearing the legend: "Some nuts for you to crack." These bags he gives away to customers, and finds that this device answers the purpose very well.

How is Your Coffee Trade?

Good, Eh!!—

CLUB COFFEE

Then you must sell our famous

—Put up in 1-lb. and 2-lb. Tins.—

A POPULAR BLEND.

Manufactured only by—

S. H. EWING & SONS
96 KING ST., MONTREAL.

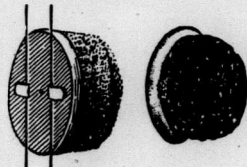
Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 686

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

A SELLING ARTICLE.



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

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

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

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

"ACME" TABLE SALT

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

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

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System**.



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited

TORONTO

BERLIN BRUSH CO.

WATERLOO.
Manufacturers of
**Fine Whisks,
Brooms, and
Brushes**



We want your trade, and if your name is not on our travellers' list, let us know and we will send our quotations or have a man call at earliest opportunity.

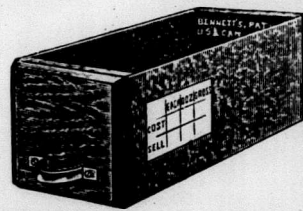
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

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.

Dependable Wrapping Paper

is what you need. Our brown and manilla wrapping papers protect your parcels. They wear well. Every order is full weight and full count.

MADE IN CANADA.

Canada Paper Co., Limited

TORONTO MONTREAL.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

The Essex Tobacco Crop.

THE Essex County tobacco crop is estimated to be 300,000 pounds short of last year, when about one million was the amount grown. Rot, which attacked the young plants in the Spring and made it impossible for growers to get sufficient plants for their tobacco fields, is given as one reason and for another the excessive cold nights during the Summer stopped growth and prevented full development. It is expected by the growers, however, that competition for the crop will keep prices up and so partially compensate for the shortage.

London Tobacco Notes.

THE month of September was a very busy one with London manufacturers. Following we give the Inland Revenue returns for September.

Cigars, ex factory	811,299.14
Cigars, ex warehouse	4,954.65
Tobacco, ex warehouse	1,392.25
Raw leaf tobacco for use	5,876.66
Malt	7,576.26
Spirits, ex warehouse	6,079.58
Other collections	75.24

In several of the factories preparations for the Christmas trade are already being made. Handsome packages appropriate to the coming festive season will be turned out by several, if not all, of the factories.

As mentioned in previous notes, the continued wet weather is causing considerable inconvenience, it being next to impossible to get tobacco dried, and in some instances fires have been resorted to.

Mr. Gar Stirton is now representing Stirton & Dyer on the Winnipeg to coast trip. This firm have recently opened a warehouse in Winnipeg for distribution of their goods in the West.

J. A. Thomas, Brener Bros.' representative for the West, reports business booming in Manitoba and the Territories, as a result of recent immigration and abundant crops. The situation in British Columbia is also much improved, strikes in various places having been amicably adjusted.

O. E. Brener returned from Dawson on September 24 and is much pleased with his trip to and from that country as well as with the country itself. Mr. Brener does not advise anyone to go to Dawson unless they are in possession of a sum of money amounting to at least three or four thousand dollars. This amount re-

presents the capital necessary to work a claim. Prices have settled down to almost normal conditions, it being now possible to secure A1. board at ten dollars per week, whereas a few months ago a dollar was charged for a steak, and trimmings extra. Mr. Brener is interested in several mines in Dawson, and may possibly go in again next Spring.

Mr. Young, late with J. Warttig, has joined the staff of The Daly Cigar Co.

For the small sum of \$4 a smoker can get a very good cigar in Cuba, and he will get considerable for his money. This particular cigar is packed in a handsome decorated box and wrapped in imported Japanese rice paper; it measures sixteen inches long and nearly one and a half inches in diameter and is made from a choice selection of leaf grown on a well-known Cuban plantation.

Much may be said for and against cigarette smoking, considerable of which pro and con is superstition and imaginative. Many seem to think that cigarette paper is poisonous, while, as a matter of fact, it is absolutely pure. The paper contains no arsenic and cigarettes do not contain opium, as some seem to think. Inquire the price of opium per ounce, if you are able to obtain it, and it will readily be seen that its high cost prohibits its use in cigarettes, which are comparatively cheap.

Found 500 Cigarettes.

A resident of L'Ange Gardien found a tag in the woods near there last week which was redeemed at the office of The American Tobacco Co., Montreal, for a box of 500 Sweet Caporal cigarettes. On Labor Day night, at the illumination of Montmorency Falls, three balloons were liberated, each one of which contained a tag—one entitling the finder to a box of Sweet Caporal cigarettes, another to a box of Glorias, and the third to a box of Red Cross smoking tobacco. This is the first tag reported found. L'Ange Gardien is about seven miles from the spot at which the ascensions occurred.

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

EVERY DAY

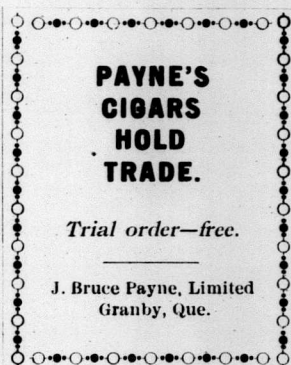
HAROLD H.
KIM
AND
LA FAMA } CIGARS

MAKE

NEW FRIENDS

BRENER BROS.

Cigar Mfrs., LONDON, CAN.

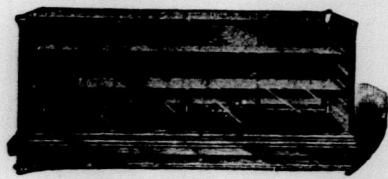


T. & B., 10=Cents

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

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

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



OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for \$5.50, or a 4-ft. one, same style, height and width for \$7.90 CASH WITH ORDER, f.o.b. Toronto.

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

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

When you are talking up cut tobaccos, mention

QUEEN'S NAVY

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

ERIE TOBACCO CO.,
Limited
WINDSOR, ONTARIO

HORROCKS'

RONTO

5c.
Cigar

NOT MADE BY A TRUST.

T. J. Horrocks,
TORONTO

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

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

CHEWING

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

SMOKING

- Tonka
- Solid Comfort
- Pinchin's
Hand Made

The McAlpin
Consumers
Tobacco Co., Limited,
TORONTO.

A Remarkable Exhibition.

A LARGE number of people have visited the shop of Mr. P. Roy, 1921 St. Catherine street, just west of St. Lawrence street, Montreal, to see a notable display there. On exhibition was the box in which Hardy, the famous tight wire performer was encased when he walked across the Montmorency Falls. The box is three feet by four feet and a half. The holes show where his arms came through and the lookout hole is where the intrepid acrobat gazed out on the great landscape and saw the yawning abyss and mighty torrent over which he was walking. The box was an exact representation of a package of Sweet Caporal cigarettes. Tastefully arranged about the box in Mr. Roy's window are frames containing photos of the event. There is the vast concourse of people on the bridge, headed by the brass band. The mighty gathering looking at the daring feat, the cheering multitude welcoming Hardy after he had accomplished it. The wire upon which Hardy walked was four hundred and sixty feet in length and three hundred and thirty-five feet above the water. From eighteen to twenty thousand people witnessed the startling performance which, it may be mentioned, was one of the original and remarkable advertising devices of The American Tobacco Co., the manufacturers of "Sweet Caps." Mr. Roy's cleverly arranged window shows a background of Sweet Caps,

and few window decorations on the street were examined with more interest than that which so well illustrates one of the most daring feats since the days of Blondin, the crossing over the Montmorency Falls on a wire, by a man encased in a box.

"Honors have come to men,
My juniors at the Bar;
No matter—I can wait,
So I have my cigar.

"Ambition frets me not,
A cab or glory's car
Are just the same to me,
So I have my cigar.

"I worship no vain gods,
But serve the household Lar;
I'm sure to be at home,
So I have my cigar.

"I do not seek for fame,
A General with a scar;
A Private let me be,
So I have my cigar."

Thos. Hood.

Failed to Smoke Her Out.

A company of Edinburgh students were starting for Glasgow on a football excursion and meant to have a railway carriage to themselves. At the last moment, however, just as the train was starting, in hastened an old woman. One of the young fellows, thinking to get rid of her easily, remarked, "My good woman, this is a smoking carriage!" "Well, well," answered the woman, "nev-



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

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO
KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

McDougall's Scotch Clay
PIPES

are the standard of the world.

D. McDougall & Co., Glasgow, Scotland.

er mind, I'll mak' it dae"—and she took a seat. As the train started the word was passed round, "Smoke her out." All the windows were closed accordingly, and every student produced a pipe, and soon the car was filled with a dense cloud of tobacco smoke. So foul became the air that at least one of the boys began to feel faint. As he took his pipe from his mouth and settled back in his seat the old woman leaned forward. "If ye are dune, sir," she said, in wheedling tone, "would ye kindly gie me a bit draw? I came awa' in sic a haste I forgot mine!"

Whiffs.

Horrocks, the Toronto wholesale tobacconist, has recently made several large shipments of the Ronto cigar to Manitoba and British Columbia.

The Steele Co., Scott street, Toronto, have received several new consignments of pipes during the past week. Their stock is now very complete and calls for the early attention of the grocery trade.



Crossing Montmorency Falls on a Wire.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

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

The Time to Advertise is When You Want More Business.

IN a recent issue of The Chicago Sunday Tribune appears an interesting article on the psychology of advertising by Prof. Walter D. Scott, of the Northwestern University, who for years has been studying the leading advertising mediums, both periodical and daily newspapers, for Mahin's Magazine, a Chicago advertising journal.

He has conducted any number of experiments in order to determine the effect of various styles of ad. on the human mind, and his deductions as they have appeared in Mahin's Magazine have been particularly interesting, instructive and valuable.

Summing up his opinions, formed during his exhaustive study of the subject, he says:

Successful advertising is a form of hypnotism.

All men are naturally obedient.

Use the form of great command.

Make the ad. contrast with its environment.

Place the ad. near what will give it a pleasant impression.

Place the characteristic feature first.

Repeat the essential mark at every reappearance of the ad.

Have the illustration—or headline—represent what the ad. is, and not what it is not.

"It is assumed," Prof. Scott says, "that advertising efforts have a relation to psychology because psychology is the study of the minds of the people whom the advertiser seeks to influence. The advertiser's entire effort is to influence the minds of customers, and psychology teaches him how to do it.

"Advertising is a serious thing with the business men of to-day. It is estimated that the business men of the United States are spending \$6,000,000,000 a year on advertising. What the advertiser is after is to learn the customer's wants, what will catch the attention, what will impress itself upon his mind and lead him to buy.

"He wants to know the minds of his customers.

"The theory of advertising is nothing

but a stubborn and systematic attempt to understand and explain the workings of the minds of these very persons.

"Among the first requirements for the successful advertisement is that it make the least possible demand upon the intelligence of the reader. It must be simple, clear, direct, and therefore easily understood. It must at once attract attention.

"To do this it must be either a new thing attractively presented or an old thing presented in a novel manner.

"Direct command is the most effective form of advertising.

"'Try Ford's Pepsin' is a much better form of advertising than 'Ford's Pepsin is Excellent,' or 'Nothing better than Ford's Pepsin.'

"This is because people are naturally obedient. They are influenced unconsciously by suggestion. Unless their attention is called to the fact that they are following the will of another, they will, without realizing it, do as they are told because it saves them the trouble of thinking for themselves."

Another psychological principle which lies at the foundation of successful advertising is this: We think in terms of things. That is, men are for the most part not given to abstract thinking. Concrete forms, images of taste, smell, sight, hearing or touch form the coin of thought. The more concrete an advertisement is, therefore, the better advertisement it is.

It is here that the illustration is of importance. The function of illustration in advertising is two-fold—it must attract attention; it must aid perception.

Text and illustration must combine to emphasize by concrete symbols the important features of the thing advertised. If a piano is being advertised, pleasant sounds should be suggested. If it's candy, the mouth should be made to water. A pair of shoes should be made to impress one not only with their style, durability and cheapness, but also with their comfort.

As an example of the importance of suiting the character of the image suggested to the thing advertised, take the

recent advertisement of a piano firm. There is nothing in the advertisement which points directly and peculiarly to pianos. Substitute the word "incubator" for the word "piano" in the advertisement and it is quite as intelligible, and reads as follows:

"Ticknor Incubators.

"If any one offers you a 'just as good' incubator at a lower price than the Ticknor costs, buy it, but be sure that it is 'just as good.' A reputation for reliable goods is better than a reputation for low prices. Our prices must be right, however, or there would not be to-day more than 76,000 Ticknor incubators in use."

There is nothing about sound in the whole advertisement, nothing suggestive of pianos or of this piano in particular.

Hardly second in importance is the position, or environment, in which the advertisement is placed. To make an impression the advertiser makes the generalization that it is necessary to look well to the make-up of the page upon which his advertisement is to appear.

Don't let the health food advertisement impinge upon the death column.

Don't let the advertisement of some "get rich quick" concern, that will arouse suspicion in the mind, appear next to the "ad" of the old reliable firm, or the latter will suffer.

Colors are important. Red is better than violet. Black letters on white are better than white letters on black.

In spite of the enormous increase in the amount of money spent in advertising during the past five years it is safe to say that every month sees a large increase in the intelligence shown in the expenditure of the money and a proportionate increase in the value of the returns.

In his investigations Prof. Scott studied 4,000 magazines and periodicals, examined 25,000 newspapers, read 75,000 letters, collated all the advertisements ever published by the leading magazines. He spent 500 hours on a single line of ads.

That Delicious Fresh Fruit Flavor

is always found in

GOODWILLIE'S FRUITS

Put up only **IN GLASS.**

HAVE YOU ORDERED ?

ROSE & LAFLAMME, Agents,
MONTREAL.

PATERSON'S WORCESTER SAUCE

is admitted by

grocers
and
the
public
generally
as the
very best
sauce
at a
moderate
price.

—
ROSE &
LAFLAMME,
Agents,
MONTREAL.

EVERY GROCER

WITH BUT FEW EXCEPTIONS

HAS SAID

IF THERE WERE A REALLY FIRST-CLASS ARTICLE

MADE IN CANADA

IN THE WAY OF A RELISH OR SAUCE

"WE WOULD PUSH IT"

IN PREFERENCE TO FOREIGN MANUFACTURED GOODS.

NOW IS

YOUR OPPORTUNITY

TO RECOMMEND A STRICTLY CANADIAN PRODUCT,

LEES & LANGLEY'S

WORCESTERSHIRE SAUCE

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

Branch Offices:
London, Eng.
New York, U.S.A.

Lees & Langley,
109 Front St East,
Toronto.

I. S. WOTHERSPOON

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

Grimble's



BRAND.

Vinegar

has gone astray.

— Drop another card and
— your sample will come.

Brewery: LONDON, England.

Canadian Agent—**I. S. WOTHERSPOON,**
204 Board of Trade, MONTREAL.

and thousands of dollars for investigation and correspondence.

These figures give some idea of the amount of work done, and add strength to the arguments and conclusions he sets forth. Lots of people have thought that advertising was too practical a thing to be aided by psychological study and academic theorizing. When, however, Prof. Scott comes forward with some hard-headed sensible conclusions as to the form and contents ads. should have in order to be most effective — when these conclusions are based on such a vast amount of study and experimenting, the psychological side of advertising becomes important to those of us who spend any considerable amount of money and effort in influencing the minds of the people.

It is interesting to note, for instance, that a suggestion by direct command, as "Use or Try Smith's Soap" has been found to be more effective than a simple passive statement, such as "Smith's Soap is Best." Since Prof. Scott started his experiments several large advertisers have adopted his suggestion in this connection and proven his conclusion a correct one. To know that this direct command form of advertising is best, is of practical value to all of us, as one of the troubles we have had to contend with in doing effective advertising is the uncertainty of it. Anything then that will inform us so that we may be more certain of the possible results from our advertising, helps to make advertising a better investment. We have had no sure way of knowing what would best attain our end — this conclusion ought to help us considerably.

Prof. Scott hasn't solved the problem of human nature yet, but he has found out a good many things which if we knew we could apply to our business with advantage. Medical science is more or less uncertain, too, but enough is known to render the guesses which medicine men make of practical value in a large proportion of cases.

It is instructive to learn that all men are lazy. If we are to interest them we must make our ads. simple and plain so that no effort will be needed on their part to comprehend and become interested in what we say.

It is encouraging likewise to learn that it is the nature of men to obey. If we can convey our wishes to them without arousing their suspicions or combativeness we can lead them to do what we wish. Prof. Scott does not point it out, but this is a great argument for calm, common-sense, reasonable style of advertising, against the circus style, the exaggerating, impossible

statements which must necessarily arouse suspicion and show the reader at once that he is being experimented with or that an endeavor is being made to fool him or lead him.

A fine, common-sense lesson which Prof. Scott learns from his studies is that men are attracted more readily by concrete statements than by abstract ones. This is an argument, therefore, for illustrations in ads. when they can be afforded, and also for specific incidents and examples, rather than generalizing about our great bargains, the wonderful growth of our business, our desires to do business on the square, our great solicitude for our customers' welfare, our "finest in town" arguments, and so on. Think of the hundreds of merchants who sin against this rule every day.

Better read again this brief summary of what Prof. Scott has learned about advertising and its effects from actual investigation and test. Think it over a few times, practice his precepts, and get value out of his exhaustive study in the art of advertising.

OPENING OF A BRANCH TEA HOUSE.

THE consumption of the teas of India and Ceylon, both in Canada and the United States, has grown during the last decade to such proportions that many of the London and Eastern tea houses have found it expedient to pay steady and close attention to the requirements of the Trans-Atlantic markets, and agencies have been established in nearly all the larger cities on this side. This action on the part of the English tea houses is an indication of the value placed on the Canadian and United States trade by the more progressive English houses and the planters of India and Ceylon. When it is considered that of the 100,000,000 lbs. of tea imported into America last year 25,000,000 was produced by India and Ceylon, it is not to be wondered that London, Calcutta and Colombo are giving thought and consideration to this trade, and that branch houses are being established in the larger distributing centres. Of those tea merchants who have studied and watched this particular trade the house of Harrisons & Crosfield, London, and its Eastern branches, Crosfield, Lampard & Co., Colombo, and Lampard, Clark & Co., Calcutta, have taken a step which will undoubtedly be of great moment, not only to their respective houses but to the tea trade of Canada and the United States as well. Mr. A. Lampard, of the London house, some few months ago visited this country and the United States, and made

a thorough canvass of the various tea distributing centres of the continent. His investigations and experience led to the opening in Montreal of a branch house under the name of Crosfield, Lampard, Clark & Co., and offices and sample rooms were opened in the Coristine Building. Mr. A. J. Williams, who was for many years on the London tea market, has been appointed general manager for North America. Mr. Williams is an experienced and expert tea man and his appointment is a tribute to his ability. Associated with Mr. Williams is Mr. A. Suter, who has also passed through the London tea market with many years experience. It is the intention of the firm to branch out and develop the trade in Indian and Ceylon teas, and agencies will be opened in the larger American cities as the trade requires. Owing to the growth of the trade in Indian and Ceylon teas in the United States, which trade, rapidly as it has developed in the past few years, is but in its infancy, it will no doubt be found necessary to open up further agencies. It will be the province of Mr. Williams to cultivate and stimulate the demand for Indian and Ceylon green teas in this market and to supply the grade of tea suitable for same.

A representative of THE GROCER visited the offices and sample rooms this last week, and through the courtesy of Mr. Williams a description of same was furnished him. The sample room is large, airy and well-lighted, with every modern convenience for tea sampling and drawing, well and systematically arranged shelves, canisters, tea drawers and tasting counters, and desks and tables for the clerks and typewriters. The private office is also fitted up conveniently and is on a smaller scale a duplicate of the larger one, so far as it contains a tea-sampling counter and appliances. All the supplies in connection with the sampling outfits were secured in London, and everything is of the latest and most convenient types. Counters, desks, and tables are of finely-polished quartered oak, and it is indeed one of the best equipped and handsomest tea sampling rooms on the continent. Mr. Williams is to be congratulated on having secured such splendidly equipped offices. The location is right in the centre of the tea and wholesale grocery trade of Montreal, and that city is favored in being selected as the headquarters for the American branch of such an old and well-established tea house as Harrisons & Crosfield. THE GROCER is pleased to find another evidence of the importance of Canada in the eyes of its English friends in the establishment of such an important branch house in this country.

WHITEMORE'S POLISHES.

THE WORLD'S STANDARD.
THE OLDEST AND LARGEST MANUFACTURERS OF SHOE
POLISHES IN THE WORLD.



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

"GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.
LARGEST QUANTITY. FINEST QUALITY.
For Sale by all Wholesale Grocers.

More than half

the total consumption of **BICARB SODA** in Canada last year was

**Brunner,
Mond & Co.'s**

This brand has been used exclusively for many years by the most important Baking Powder manufacturers, on account of its Purity and Even Strength. These facts are significant. Grocers—
Be guided accordingly.

Winn & Holland

MONTREAL Sole Agents for Canada

COX'S GELATINE ALWAYS TRUST-WORTHY
Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

**KINGSTON
"GLEANER"**

might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

*Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

**BUSINESS
NEWS**

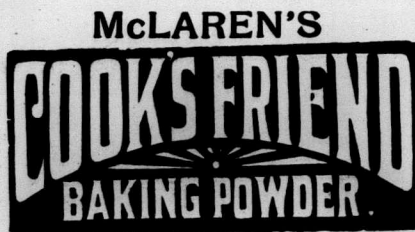
of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,
222 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2761.

is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.

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

Our **CROWN Brand**
SYRUP



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

It is the purest Syrup in Canada.

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

The **EDWARDSBURG STARCH CO'Y, Limited**
ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE.

Cocoa Nut.
L. SCHEPP & CO. Per lb.

1 lb. packages, 15 and 30-lb. cases	\$0 26
1 lb. " " "	0 27
1 lb. " " "	0 28
and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
and 1-lb. packages assorted, 15 and 30-lb. cases	0 27½
30-lb. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor brand, cases 4 doz., per case	\$5 00
evap. cream, cp. 4l.	4 65



Borden's Condensed Milk Co.

Eagle brand	\$1 65
Gold Seal brand	1 30
Peerless brand evaporated cream	1 02

Canadian Condensed Milk Co.



"Dominion" brand,
cases 4 doz. (48 lb. net)

Per lb.	5 50
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Coffee.

1 lb. brand, 1 lb. tins, cases, 30 tins	9 00
2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

1 lb. bulk—Club House	Per lb. 0 32
Royal Java	0 31
Royal Java and Mocha	0 31

Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—

Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO. Per lb.

Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	\$0 22½
"Mocha	0 22½
"Condor" Java	0 27½
"Mocha	0 27½

15-year-old Mandeling Java and hand-picked Mocha

1-lb. fancy tins choice pure coffee, 48 tins per case	0 50
1-lb. fancy tins choice, 1-lb. tins	0 20
Madam Huot's coffee, 1-lb. tins	0 31
2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

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

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

Un- num bered.	Covers and num bers.	4c.	4c.
100 to 500 books		3c.	4c.
100 to 1,000 books		3c.	3c.

Allison's Coupon Pass Book.
\$1 00 to 3 00 books 3 cents each

5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8½ "
30 00 "	9½ "
50 00 "	12 "

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

Cleaner.

4-oz. cans	\$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

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

Extracts.
HENRI JONAS & CO. Per gross.

4-oz. London extracts	\$ 6 00
2-oz. " (no corkscrews)	5 50
2-oz. Spruce essence	9 00
2-oz. " "	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat bottle extracts	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle " "	21 00
4-oz. " (corked)	36 00
8-oz. " " "	72 00

Per doz.

8-oz. " glass stop extracts	\$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters	3 50

Food.

Robinson's patent barley ½-lb. tins	Per doz. \$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

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

Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 55
Other jams " "	\$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	\$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate	per lb. 0 06
7, 14 and 30-lb. wood pails	0 06

Pure Fruit Jellies—

1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06

Home Made Jams—

1-lb. glass jars (16-oz. gem.) 1 doz. in case	per doz. 1 50
5 and 7-lb. tin pails	per lb. 0 09
7, 14 and 30-lb. wood pails	0 09

BRAND & CO.

Brand's calf's foot	\$3 50
Real turtle jelly	7 75

Licorice.
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	.....

Lye (Concentrated).
GILLETT'S PERFUMED.

Per case.	
case of 4 doz.	\$ 3 60
3 cases	3 50
5 cases	3 40

Mince Meat.

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

Mustard.
COLMAN'S OR KEEN'S.

D. S. F., ½-lb. tins	per doz. \$ 1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00

RECKITT'S BLUE and BLACK LEAD (Always give your Customers Satisfaction)

