

**PAGES
MISSING**

VOL. 47

...ly soluble.
...the linen.

Laundry

ANT

VOL.

CROSSE & BROWN

CANDID

C. & B.

TORONTO.

LIMITED.

Douglas & Ratchiff,

and some ordered. You have a right to be pretty cross over the sluggish way in which your order is being handled. We are keen for business, and ship like lightning. You'd think yours was the only order we had. Try us.

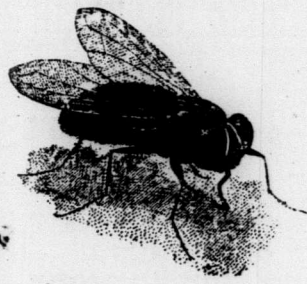
Out of
Paper Bags?

100 JOHN STREET, TORONTO, O.T.

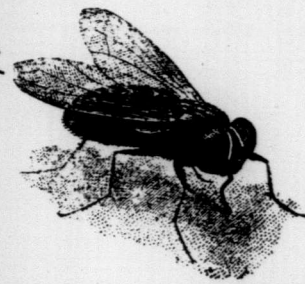
PLEASE LOOK UP THE FIRM'S OFFICE
FOR THE ADDRESS AND PHONE NUMBER
AND FOR THE NAME OF THE MANAGER
FOR THE NAME OF THE MANAGER
FOR THE NAME OF THE MANAGER



W. & A. LITTLE & CO.



"Busy as Bees"



Good-bye to dull days in the store when goods of standard quality come over the threshold. Good-bye to that shame over the fly-specked packages of uncertain worth on the shelves. A hearty welcome to known values and reliable quality. "Busy as Bees" is the watchword now.

Griffin & Skelley's Dried Fruits

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins. The pick of the pack — clean, highest quality and full weight always. Right from the vineyards and orchards on the Pacific Coast.

"The GRIFFIN" Brand

Felix & Co. Italian Macaroni

High-grade macaroni from makers of long experience. Tastefully packed and labelled. Tender, delicate, Macaroni. Satisfactory and pleasing — always. Profitable to you and the user too.

Castile Soap "Shell Brand"

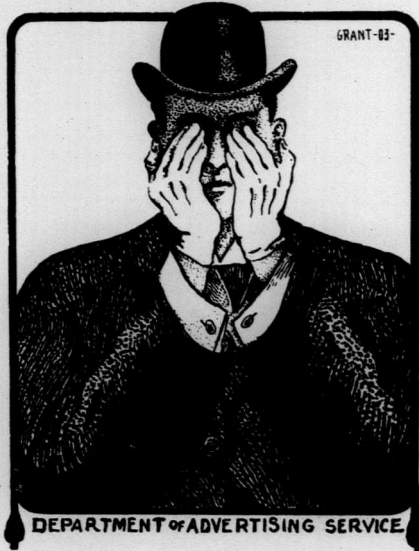
contains 67 per cent. of pure oil, instead of 60 per cent. as in the ordinary Castile Soap of trade. In Bars and Pressed Cakes. The leading brand of highest quality in the Dominion.

SOLD BY LEADING WHOLESALERS

Arthur P. Tippet & Co., Agents,

8 Place Royale, Montreal

MANUFACTURERS' AGENTS AND BROKERS.



DEPARTMENT OF ADVERTISING SERVICE

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

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

We advance many plain, indisputable arguments to this effect.

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

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

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

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

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

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

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

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

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St.,
MONTREAL.

10 Front St. E.,
TORONTO.

TORONTO.

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

Established 1865

W. H. Millman & Sons

Grocery Brokers

27 Front St. E., Toronto, Canada

Offer few cars good **CORN** handsome label.

Few cars **PEAS** finest.

BEANS **EVAPORATED APPLES**
WIRE US.

CALGARY.

Are you

Represented in the West?

If not, write us and get in

ON THE GROUND FLOOR.

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

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

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

CALGARY, ALTA.

Head Office: **NICHOLSON & BAIN, WINNIPEG.**

VANCOUVER

If YOU wish to sell
goods in the WEST

WRITE

CHAS. MILNE

THE
MERCHANDISE
BROKER

VANCOUVER, B. C.

Sell Flower Pots.

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

**STRONG
DURABLE
LIGHT**



**POROUS
AND
CHEAP**

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

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
COMMISSION BROKERS.

Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON

MANUFACTURERS' AGENT

UNION BANK BUILDING

Correspondence
So icitea

WINNIPEG, MAN.

EASTERN MANUFACTURERS

-AND-
SHIPPERS.

All **EYES** are
turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

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

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.

**Commission Brokers,
Storage.**

Correspondence Solicited.

If you have any snaps let us hear from you.



**ROW'S
GUM**

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

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

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.

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous

CLUB COFFEE

—Put up in 1-lb and 2-lb Tins. —

A POPULAR BLEND

Manufactured only by

S. H. EWING & SONS, Toronto Branch, 29 Church Street.
96-104 KING ST., MONTREAL

Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171

Telephone orders receive prompt attention.



CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in 1/4 gross cases

2-lb. Pails, 2 doz. in Crate.

1/4 " 1/2 " " "
25-lb. Pails. 75-lb. Tubs.
1/2-Barrels and Barrels.

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

THE AUER LAMP
GASOLENE

200 CANDLE POWER OF CLEAR, STEADY LIGHT.
The best and cheapest light for STORES,
CHURCHES and HOMES.
Gives more light than a dozen oil lamps for half the cost.
Makes its own gas without smell, smoke, wicks or grease.
Satisfaction Guaranteed. Send for Catalog.
AUER LIGHT CO. — MONTREAL

THERE IS A REASON

LYTLE'S MINCE MEAT

SELLS WELL

—Put up in convenient
sized fibre and wood-
en pails.

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

The T. A. LYTLE COMPANY, Limited

Manufacturers of HIGH-GRADE MINCE MEAT

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

Two
Lines
That
Lead.

A Vinegar with Advantages.

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

Quinine Wine with a Reputation.

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

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

The advantages of selling

JAPAN TEAS

are many.

One of the most prominent is the continued confidence of a satisfied customer's trade—

this confidence means money to you,—
means doing business easily and pleasantly—means increased trade.

The merits of

JAPAN TEAS

are absolutely unassailable—

JAPAN TEAS obtained the

Grand Prix

(the highest possible award)

at the **St. Louis Exposition**

11 Nov. 1904

Dear Sirs :

I bought some of your goods on the strength of your advertisements in The Canadian Grocer. I have tried them at my own home, and have had some of my choicest customers bring in a report on them. I am free to say that you have not over-stated matters when claiming for

OLD HOMESTEAD BRAND

OF

CANNED FRUITS AND VEGETABLES

a superiority over anything else produced in this Country. I shall assuredly give OLD HOME-STEAD goods the first place in my canned goods department, and wish you all the success your efforts deserve.

Your truly

Not a bad letter to get, is it? Haven't you an order? Give it to your wholesaler.

The Old Homestead Canning Co.
Picton, Ont.

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

Has it Struck You
that all the package teas
are Ceylon Teas? Why
aren't China and Japan
Teas sold in packages?

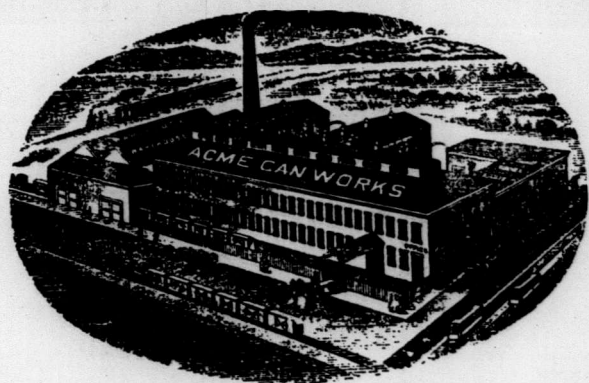
Answer that.

People wouldn't buy
them.

Convincing proof, is
it not? of the trend of
public favor.

Ceylon Teas
are the teas of to-day, and
to-morrow will be the
only teas.

Blacks and Greens.



**When in Need of Cans, Serve Your
Best Interests and Consult Us.**

Acme Can Works make the largest assortment of any factory in America of **TIN CANS** by the latest up-to-date automatic machinery.

We are the **only** makers in Canada of **KEY-OPENING MEAT CANS, POULTRY CANS.** They are our specialties.

Manufacturers for Canada of **Jewett's Self-Heating Can.**

We solicit inquiries for prices on
Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } **Cans** **Lard, Syrup, Butter** } **Pails**

ACME CAN WORKS
 Ontario Street East, - - **MONTREAL, P.Q.**

Brunner Mond & Co.'s WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

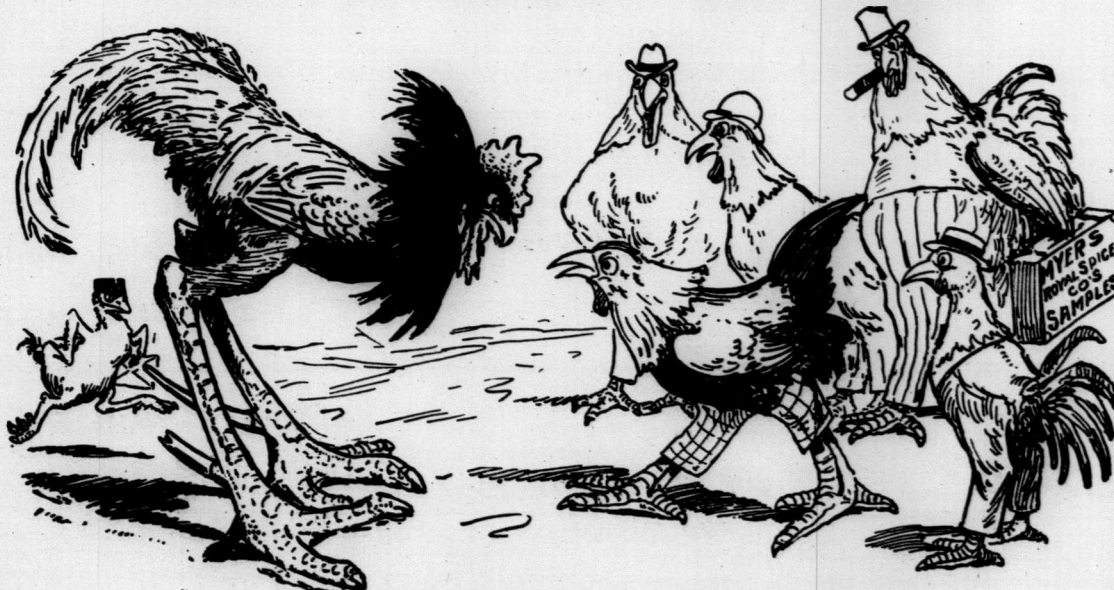
Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland Montreal

SOLE AGENTS FOR CANADA.

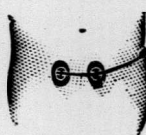
DON'T BE BEHIND THE TIMES



**ALL THE UP-TO-DATE TRAVELLERS HANDLE
MYERS SPICE for Horses, Cattle, Poultry, Etc.**

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write **MYERS ROYAL SPICE CO., Niagara Falls, Ont.,** for further particulars.



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

B. LINDMAN

130 Peel Street, - - MONTREAL

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEACHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana

TEA.

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

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

**INSTANT
POWDERED
GELATINE**

A Delightful Novelty.

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

Always Trustworthy.

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

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

WANTED

The name and address of every grocer who does not sell

Chaser Soap

**The Duncan Company
of Montreal**

P. O. Box 292.

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.

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, \$27.00; in ash, \$24.00, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,
PICKERING, ONT.

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.
Phone Park 513.

This cut represents No. 18.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

**'WELLINGTON'
KNIFE POLISH**

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
**JOHN FORMAN, 644 Craig Street
MONTREAL.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

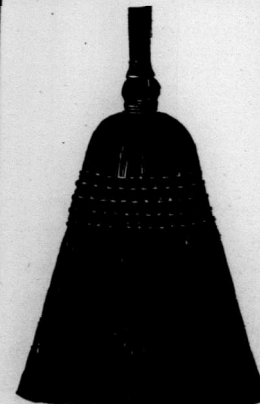
HAMILTON, ONT.
QUEBEC, QUE.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Mgr. Western Canada. Toronto.

Every Housewife...



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

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

SEASONABLE GOODS

IN STORE—**Batger & Co.,** London, Eng.,
Drained Peel, 112-lb. kegs
London quality, 7-lb. boxes
Jams, 1-lb. pots, assorted
Marmalade, 1-lb. pots.

Crosse & Blackwell's
Jams, Jellies, Pickles and Marmalade.

C. & E. Morton's—Pickles, Sauces,
Herrings in Shrimp Sauce.
“ “ Tomato “
“ “ Anchovy “
Bloaters

Wholesale Agents for
SALADA TEA

Keiller's Marmalade, 1-lb. pots.
“ “ “ 7-lb. tins.

PROVOST & ALLARD, Wholesale Grocers, OTTAWA, ONT.

Fire Underwriters' Sale Extraordinary

at **MONTREAL**
Nov. 23rd, 24th and 25th

Commencing at 10 a.m. each day.

At Public Auction without Reserve

at

Our Stores, cor. St. James and Inspector Streets,
and 59 William Street, MONTREAL.

THE ENTIRE SALVAGE OF THE WELL KNOWN FIRM

Messrs. L. Chaput, Fils & Cie.
Groceries, Wines and Liquors, Wholesale

CONSISTING OF

\$300,000 Groceries, Wines and Liquors

WORTH OF

of every description. Mostly all in original packages, and a small portion only damaged by water.

Sale arranged by **The Gans Salvage Company**

LEOPOLD GANS, Manager.

FRASER BROS.

Auctioneers.

Further particulars in Circulars, which can be had on application to the Auctioneers.

HAY CASTLE BRAND
 (HIGHEST SELECTED CURRANTS)

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

PARADISE BRAND
 SELECTED CURRANTS.

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

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

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

WOOD'S BOSTON COFFEES

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

The Coffee Season is now on you. Not the growing, the gathering, the winnowing, the culling, the selecting and testing season—we have done all that for you,—and you can enjoy the harvest.

Not Wood's Coffees, casually speaking, but ALL WOOD'S COFFEES, are the BEST in every line, whether trade-mark specialties or goods in bulk.

We invite correspondence and personal interviews.

CANADIAN FACTORY AND SALESROOM
No. 428 St. Paul St., Montreal

WOOD'S BOSTON COFFEES

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

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND" MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME,

AGENTS, MONTREAL.

SELL THESE

AND MAKE MONEY



"SIMPLY DELICIOUS"
 IS THE VERDICT INVARIABLY GIVEN

ROSE & LAFLAMME
 MONTREAL

A WINTER TRIP TO NASSAU

By Geo. H. Hees in Industrial Canada.

EVERYBODY in search of health or pleasure should, if they can, make a Winter visit to Nassau, the "Queen of the Bahamas." Leaving New York, with its snow and ice and Wintry blizzards, in less than four days you are in Nassau amid warm sunshine fragrant flowers and beautiful song-birds.

The shores of Nassau are washed by the Gulf Stream, and the climatic influences of the trade winds make an equable climate during the Winter months of an average of 72 degrees. Frost and malaria are unknown on the island. The best months to visit the Bahamas are January, February and March. The evenings are delightfully warm, and pleasant odors from many tropical trees and flowers yield their perfume after the setting sun.

Historical.

The Bahamas were for nearly three hundred years governed by the Spanish, but since 1787 they have been British dependencies. Columbus is supposed to have landed October 12th, 1492, on what is known as Watlings Island, which he named San Salvador. It is about two hundred miles distant in a northeasterly direction from Nassau. The inhabitants Columbus named Indians, and they are believed to have been of the race of the American Indian. Many changes among the inhabitants have taken place since then, and of the 14,000 in and around Nassau, only about 2,000 are white. In wandering about the island you wonder where so many whites are, for outside the city you seldom see any but the colored race. But there are enough officials and business men to form a colony of their own, and so Nassau is not without its "social four hundred."

The era of Nassau's greatest prosperity was during the Civil War in the United States, when it was the harbor of refuge for blockade runners and refugees. In January and February, 1865, more than twenty steamships laden with cotton arrived at this port. So great was the increase of business that the English Government built the large "Royal Victoria" Hotel to accommo-

date the influx of business men and refugees. This hotel is now used for the overflow of the new "Colonial" Hotel, both of which belong to the system of Flagler's famous southern hotels.

The colored race is peaceful and gives the authorities but little trouble. They are generally neat and very polite to the whites, and if there are beggars on the island I never came across one. They are better featured and speak the English language with less dialect than their black neighbors of the Southern States.

The big American lines direct from New York, call at least weekly, and steamers from Florida during Winter months arrive and depart tri-weekly, and

the cargo is sold at auction and the money divided between vessel owner and crew, each taking half. Should the vessel owner wish to buy his own cargo, he can do so only by being the highest bidder. Sponge is first dried, then pounded with a wooden mallet to get the sand out; girls then trim off the rough edges and "fingers," after which it is ready for the auction sheds. Sales are frequent, and buyers from the States and Europe are always in attendance at the auctions.

Their "auctions" are seemingly a misnomer as they are conducted without an auctioneer. Buyers use blank cards as they walk around the sponge which is



A Nassau Sponge Yard.

tramp steamers trading with the islands are in port frequently. The trade is supplied almost entirely by United States houses, who look closely after the wants of the merchants.

Industrial.

Sponge and fruit are their principal exports; scores of vessels are engaged in sponge gathering, and all sponge gathered among the Bahamas is brought to Nassau, which is said to be the principal sponge market of the world. The arrangement between vessel owners and crew is so fair that strikes are unknown. After the vessel owner deducts the cost of provisioning the vessel for the voyage,

separated by partitions. They mark on the card the number of the lot and their offer, the cards are then handed in at the office, and the lot, of course, is awarded to the highest marked price.

Cotton was at one time grown on these islands, and in 1783 over eight hundred slaves were used in this industry on Long Island; but the red bug got into the bolls and destroyed several crops in succession, and after the abolition of the slave trade in 1834, the business was abandoned.

During the Spanish American War when the ports of the Philippine Islands were closed, rope became scarce and Manilla rope went up in value with a

RISING SUN
STOVE POLISH and **SUN PASTE**
IN **CAKES** and **TINS**
WELL KNOWN AND RELIABLE. **3000 TONS SOLD**
DURABLE
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD. GUARANTEED TO THE TRADE



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

bound. They found in Nassau what seemed to be a substitute for hemp grown in the Philippines. It is known as "Sisal" and belongs to the Cactus family. The sprouts or leaves are about four feet long, thick and tough, with sharp points on the edges. The fibre is long and very strong, but rope made from it is inferior to Manila rope. It becomes hard and stiff when wet and is slow in drying. Since the close of the war the industry has greatly fallen off, though sisal is still used with some success in the manufacture of small cords and twines.

Nassau Fish Market.

At the market are many kinds of fish, for the waters of the Bahamas swarm with tropical fish and turtles. Some are of most beautiful colorings and strangely odd shapes. The valuable green turtle, the delight of epicures, fresh from the waters, is always on sale at the markets. At the curio shops are many souvenirs you will want to take home—curios made from the wonderful lace bark tree, shells of dazzling beauty, and sharks' teeth formed into fantastic shapes. The valuable tortoises that produce the shells that are made into combs and artistic jewelry are found in these waters. Shop and factory are usually combined, and these beautiful goods are made before your very eyes while you wait.

You may watch the old mammies in the market serve out to the pickaninnies for a penny, their breakfast of a hodgepodge of fish, corn and rice. Living is cheap, and a few cents will buy a day's food for the black man.

Tropical air produces languor and you are not surprised at the little work performed by the natives. I said to an old darky one day, "How do you folks get

your living, you never seem to be at work, but always lazing around?" "Well it's this way, Chief," said he "we live mostly on the white visitors in the Winter and then by the grace of God, till they come back again."

Hogg Island.

Probably never can you get so much value for your money as when you visit Hogg Island. The boatman takes you across the bay, a mile from the city, where you meet Captain Hague who owns the fruit grove and farm. After handing him an English shilling, you are invited to the tables filled with fresh picked fruit, oranges, melons, bananas, coconuts, bread fruit, star apples, pine apples, custard apples, sapadillos and grape fruit growing all around you. You will see the black boys picking oranges that have just arrived at the acme of perfection. The oranges are peeled and a wooden skewer run through them, and you eat them from the skewer, as you eat corn off the cob. If you do not eat at least a dozen oranges, the captain thinks you are not fond of the fruit; you are urged and urged to eat, and you do eat, and you then understand why the place is called "Hogg Island." Then you walk across the island to one of the best bathing beaches in the world, and the water is so delightfully warm and exhilarating that when you come out, you are hungry and hasten back to the fruit tables where you again attack the fruit, until you are surprised that you can eat so much. I have picked and eaten oranges in Florida, Cuba, California, Honolulu, Australia and among the naked savages of the Fiji Islands, but to me no orange is equal in delicious flavor to that of "Hogg Island." You are rowed back to the city by the black boys who entertain you with their rag-

time coon and sentimental songs, and all this variety of pleasure and entertainment for the single shilling and tips to the boys.

NO CONCESSIONS TO JAM MAKERS.

The Minister of Inland Revenue's determination to enforce the Pure Food Act of Parliament is already bearing fruit. Under this law, if a food produce contains glucose, or any substitute the label must contain the word compound. Manufacturers find that the word compound on their packages leads the public to view the contents with more or less suspicion, and have so complained to the Inland Revenue Department. There will be no relaxation, however, in the law governing this matter, and if manufacturers find that compounds do not sell well they will probably soon take the lesson and do away with substitutes altogether.

CATALOGUES, BOOKLETS, ETC.

The Grocer is in receipt of an attractive illustrated booklet issued by the Computing Scale Co., Dayton, Ohio, advertising their numerous computing scales, near weight detectors, chart, automatic springless and portable scales. The high standard of the Dayton scales is already well known; their prices range from \$25 to \$135.

Graham, Morton & Co., Leeds, Eng., are distributing among the trade a catalogue illustrating and describing their newest loading and unloading machines, conveyors and elevators of all descriptions for cold storage plants, steamships, etc.

CURRANTS

Shipments to hand show quality
away ahead of former years.

See our travellers' samples of lines to arrive before purchasing elsewhere.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

IN STORE

New Apricots

New Peaches

New Peels

New Raisins

James Turner & Co., - Hamilton

WHOLESALE GROCERS.

"TARTAN"

BRAND

-NONE BETTER

All FALL FRUITS now ready for shipment.

BALFOUR & CO., Branch Canada Grocers Limited **WHOLESALE GROCERS** **HAMILTON**

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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

Gold Medal



St. Louis Exposition

We have been notified that we have been awarded a

Gold Medal

by the judges at the St. Louis Exposition for our exhibit of

MacLaren's Imperial Cheese

On this occasion, as at the World's Fair, the Pan-American Exposition and elsewhere, MacLaren's Imperial has led all competitors in open competition with the world.

"Nothing Better"

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,
Manufacturers and Agents,
51 Colborne Street, - - Toronto, Ont.

Business Changes

ONTARIO.

S. J. DEMPSEY, Calabogie, general merchant, has admitted a partner; the firm will now be known as Dempsey & Grant.

E. J. Shantz, grocer, Berlin, has sold out to J. A. Good.

Dougold Leitch, grocer, Rodney, has sold out to O. Keillor.

M. C. Smith, grocer, London, has sold out to C. A. Johnston.

A. Northey, grocer, Fenelon Falls, has retired from business.

The Eureka Confectionery Mfg. Co., Toronto, has suffered by fire.

S. C. Campbell, grocer, Collingwood, has sold out to D. A. McLean.

Mrs. E. Otterson has opened up a grocery business in Arnprior, Ont.

George Powell, general merchant, of Bylth, has sold out to James Cutt.

Andrew Harris, general merchant, Charlemont, has sold out to J. Harris.

R. Vansickle, grocer, Petrolea, has disposed of his business to A. S. Huff.

G. Goulet, general merchant, Hammond, has been succeeded by L. Hunter.

Wm. Weldon, flour and feed merchant, St. Thomas, has sold out to W. S. Whiting.

U. C. Crawford, general merchant, Tilbury, is remodelling and enlarging his store.

W. W. Brown and G. W. Batty, fruit exporters, Colborne, have dissolved partnership.

Geo. R. Davis, of the Davis Specialty Co., Toronto, manufacturers of washing compounds, is dead.

FIGS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

The stock of A. D. Nicholson, Pen-
delton, was advertised to be sold on
November 15.

The assets of L. Jodouin, general mer-
chant, Mattawa, were advertised to be
sold by auction November 16.

R. S. Dunlop, senior partner of R. S.
Dunlop & Co., cigar and soda water
manufacturers, Brantford, has sold out
his interest to C. Coulson.

QUEBEC

Mrs. Lenon. Charland, baker, Verdun,
has registered.

The assets of Lefort & Bowsden, gro-
cers, Montreal, are to be sold.

S. E. Adam, general and lumber mer-
chant, D'Israeli, has compromised.

P. Drowin has been appointed curator
to Miller & Gagnon, grocers, Quebec.

Lawreat Gingras, grocer, Quebec, has
assigned; P. Drouin provisional guar-
dian.

N. Klineberg, general merchant, Val-
catier, has sold his stock at 47c on the
dollar.

Huard & Co., grocery and liquor mer-
chants, Montreal, have discontinued
business.

H. Locas & Co., general merchants,
Chenerville, have assigned to Lamarche
& Benoit.

Arthur Gagnon, general merchant, St.
Romuald, has sold his stock at 71c on
the dollar.

Albert G. Galarneau, grocer, Montreal,
is absent; meeting of creditors on No-
vember 18.

Mrs. Jos. Chandonnet, confectioner,
St. Jean Des Chaillons, is offering to
compromise.

Casper Spector, grocer, Montreal, is
offering to compromise; assets to be sold
November 16.

G. Audet & Cie., general merchants,
Les Eboulements, has sold his stock at
71c on the dollar.

Theoret & Frere, grocer and liquor
merchants, Montreal, have assigned to
Alex. Desmarteau.

W. Lafortune & Cie., grocery mer-
chants, Montreal (St. Henry), have dis-
solved partnership.

Joseph Es. Plourde and Ludger Sirois
have registered under style of Plourde
& Sirois, grocers, Montreal.

Lewis Weinstein, general merchant,
Black Lake, D'Israeli and Acton, has
assigned to Lamarche & Benoit.

Chas. Fregeau & Co., grocery and
liquor merchants, Montreal, have assign-
ed, meeting of creditors November 19.

BRITISH COLUMBIA.

Killaby & Jones, vinegar manufactur-
ers, New Westminster, have dissolved
partnership.

A co-operative grocery and provision
store, as conducted in England and other
countries, will shortly be opened in Vic-
toria.

MANITOBA AND N.W.T.

Annie E Black, grocer, Minnedosa, is
retiring from business.

J. L. McLeod, grocer, Arcola, is
opening a branch store at Kirby.

The Regal Cigar Co., Winnipeg, has
been succeeded by R. S. Robinson.

A. H. Scouten, general merchant,
Riding Mountain, has been succeeded
by H. Scoutin.

J. S. McConnell & Co., fruit and con-
fectionery, Morden, have sold their busi-
ness to J. J. Harwood.

NEW BRUNSWICK.

F. & L. Tufts, produce and lumber
merchants, St. John, have dissolved
partnership.

W. A. Magee, grocer, St. John, N.B.,
has sold out to W. Gilbert formerly of
Chatham, N.B.

NOVA SCOTIA.

L. Livingstone, general merchant,
Digby, has compromised.



Upton's

Jams

Jellies

and

Orange Marmalade

are trade winners
every time.



THIS is an article that can't help being popular, because people can't help liking nice things to eat—that's human nature.

Acadia Prepared Codfish is a nice thing to eat. It can be made up into the most delicious of Dishes.

Besides it is wholesome and nourishing, good food for body and brain alike.

Another thing in its favor is the convenience and cleanness of the article. It's already to cook—nothing fussy or dirty about it.

Put these facts before customers who have not yet tried the fish, persuade them to buy *just one* package and you will establish a new trade for yourself. Nothing could be easier. The people will like the fish and you will get the orders.

BLACK BROS. & CO.

LIMITED

HALIFAX and LAHAVE, N. S.

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

FRESH AND CURED FISH

Good Red-Herring "Sardines."

COMPARATIVELY few imported sardines are sold in this country nowadays, says a Maritime exchange, yet not one consumer in a thousand knows the difference between the imitation and the genuine, so nearly does the fish sold for a sardine resemble the real sardine in appearance and taste. Nine-tenths of the "sardines" come from Maine. In Eastport alone there are over two dozen places where the mock sardine is prepared and boxed.

The mock sardine industry was begun long ago by a couple of sharp far-seeing New Yorkers, who began to pack small herring in little wooden kegs and place them on the market under the name of "Russian herring." The venture was most successful, but the men got the idea there was more money still in modelling the herring after the French sardine.

A similar experiment had been tried not long before, but it had turned out to be a failure. It had been easy to pack the Maine herring in olive oil and to encase it in boxes which imitated the French production, but the taste of the herring remained unmistakable, and the scheme failed. The New Yorkers, however, after a few trials, hit on a mixture or blend of spices and oils for a packing sauce, which made a "sardine" of a herring and caused to spring up a gigantic industry. "Sardines" are made not only from common herring, but from young sea trout.

The way the fish are handled at the factory is a sight worth going to Maine to see. When they have been piled in heaps on long tables the cleaning begins. The rapidity of the work is wonderful. A seven-year-old girl can behead and clean seventy-five herrings every minute for ten minutes without a miss or a halt.

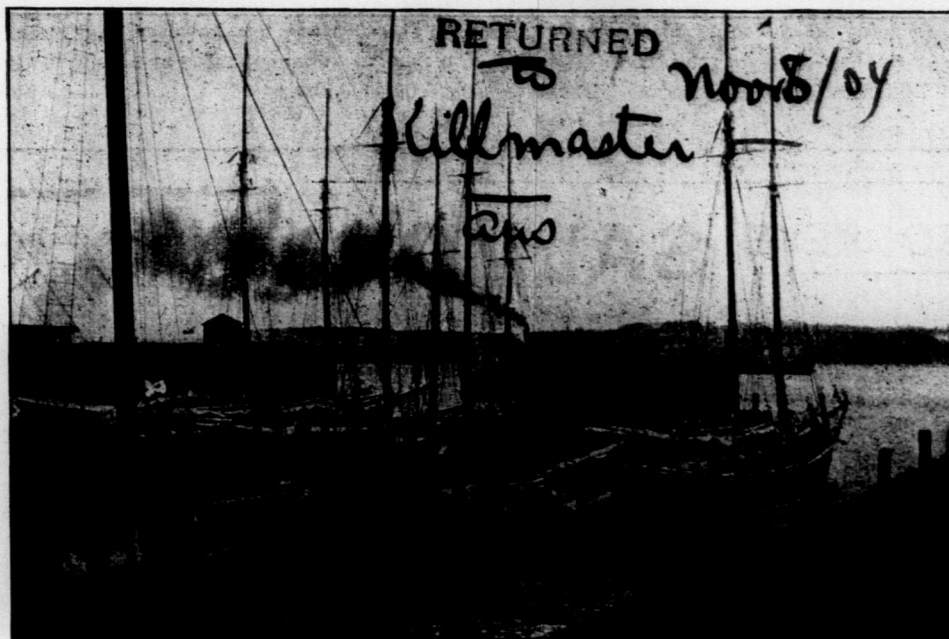
New York is the great wholesale centre for these Yankee "sardines." One Maine factory alone—and there are others doing as large a trade—has made and sold as many as two million boxes of "sardines" in a year.

Japanese Herring Season Closed.

THE review of the Japanese herring fishing for this season brings out the most unsatisfactory and disappointing state of affairs that has been ever recorded in the history of this industry. The herring catches for the third season aggregated 100,619 kokus, making the total catch since the opening of the season 700,687 kokus, showing a decrease of 372,796 kokus or 14,539,044 gallons, and a decrease of 151,080 kokus, of 5,892,121 gallons, compared with the catches of the corresponding periods in 1903 and 1902 respectively. The catch up to this time was very light, and far below the estimate which was recorded

catch during the past eight years was made this season, the largest catch being in 1903, amounting to 1,150,000 kokus, or 44,850,000 gallons, while the next largest catch was made in 1897, when it amounted to 1,136,384 kokus, or 44,318,970 gallons.

Reports from Kobe, Japan, state that the market for herring oil is depressed, that prices during the season have gradually declined, and at present have touched the lowest point for many years past, due to the absence of demand the world over, and owing to European markets being flooded with all kinds of fish oils, which are far in excess of consumption, and the war in the Far East.



Fishing boats at St. John, N.B.,

(By courtesy of Black Bros. & Co.)

at 815,500 kokus, or 31,804,500 gallons, against 700,687 kokus or 27,326,793 gallons actual outturn. The catch for the season is divided into the first, second, third and fourth seasons. The fishing closed early in October, and the total catch of herring for this year aggregates 715,536 kokus, showing a decided falling off of 362,396 kokus, or 14,133,444 gallons, compared with the catch for 1903, and a decrease of 212,453 kokus, or 1,912,077 gallons on the average yield of the past five years. The smallest total

High Price of Codfish.

According to the Trade Review of St. John's, Newfoundland, the present price of codfish is the highest in fifty years. In 1876 the price was the same as now for prime mercantile, which would mean about \$5 for tolgual shore. That same year, however, the very best made Labrador was \$4, which, at that time was considered an extraordinarily high figure. Flour was cheaper in 1876 than now, and a frequent purchase was a barrel of flour, a pound of tea, and a pound

of tobacco for a quintal of prime merchantable fish.

Interesting Fish Experiment.

An interesting fish experiment is being tried in St. John, N.B. Every year some thousands of salmon caught in the weirs are placed in a salmon pond, and when spawning season comes are stripped of their spawn and the eggs forwarded to hatcheries.

It has been an open question whether or not the fish came back each year, and this season eight hundred fish were marked for identification, a copper tag with place and date indicated being attached to the dorsal fin and the fish being released. The catch next year will be awaited with much interest.

Fish Notes.

According to the St. John Globe, herring have not been so plentiful for years in Canso Bay as they are this season.

The sardine fishing in the St. John, N.B., harbor seems to be going on rather slowly owing to the starvation prices offered by the American buyers. The local fishermen claim they cannot carry

on a profitable business while the sardines will bring only \$3 per hogshead, although a few days ago this was considered a fair price. During the present week the work has been practically suspended.

SETTLEMENTS OF JAPAN TEA.

The Grocer is indebted to C. M. Bernard, of Bernard & Co., Yokohama, Japan, for the following statistics in regard to settlements of Japan tea for the present season:

Tea settlements to September 30, 1904.
Yokohama176,837 peculs
Kobe115,147 peculs

Total291,984 peculs
or 18,245 peculs less than last year to an even date.

Shipments to September 30, 1904.
Yokohama21,563,497 lbs.
Kobe11,382,158 lbs.

Total32,945,655 lbs.
or 2,692,657 lbs. less than last year to an even date. There has, however, been an increase in shipments to Canada of nearly 1,000,000 lbs.

ENGLISH FIRM EXPANDING.

It will be welcome news to the trade generally to know that Sutcliffe & Bingham, of Manchester, England, the well-known manufacturers of "Kkovah" grocers' specialties have decided to open up agencies in Toronto and Winnipeg.

ADULTERATED COFFEE.

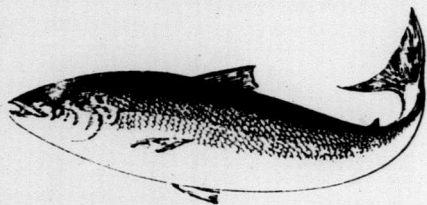
The Inland Revenue Department, Ottawa, on a recent analysis of 75 samples of ground coffee found that 45 were genuine, 19 adulterated and 3 in which adulteration was declared.

"MADE IN CANADA" FAIR.

From all accounts the "Made in Canada" Fair being held in Brockville is proving to be a big success, and it is conceded by all who have made the fair a visit that the exhibit of E. W. Gillett Company, Toronto, is one of the most attractive at the fair. The display made by this company is very similar to that which they had at this year's Canadian National Exhibition held in Toronto.

Jos. Gaumont, general merchant, St. Jean Port Joli, is offering to compromise at 40c on the dollar.

SOCKEYE SALMON



"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

1904 NEW PACK



"Horse Shoe" SALMON

NOW IN STORE

SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.

OYSTERS

Choice Caraquet and Malpecques, in barrels, arriving daily. Secure a few barrels for Winter supply before cold weather sets in when it will not be safe to ship by freight.

QUALITY GUARANTEED.

PRICES REASONABLE.

Leonard Bros.

ST. JOHN, N. B.

MONTREAL.

GRAND RIVER, GASPE, P. Q.

Has stood the test of every climate.

HIGHEST AWARD



Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	-	Toronto, Canada	-	1903
Provincial Exhibition	-	Halifax, N. S.	-	1903
Provincial Exhibition	-	Victoria, B. C.	-	1902
Pan-American Exposition	-	Buffalo, N. Y.	-	1901
Paris Exposition	-	Paris, France	-	1900
Trans. Miss. Exhibition	-	Omaha, Neb.	-	1898
World's Fair	-	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and Trade orders solicited.

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

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

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,

Zini's Fine Filiatra Currants,

Tarragona Almonds,

Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATRAY & SONS

General Commission Merchants

QUEBEC

Montreal

OTTAWA

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Importing Ontario Cheese.

G. A. Putnam, superintendent of Farmers' Institutes in Ontario, has received an interesting report from the chief instructor for Eastern Ontario, C. G. Publow, who has been visiting a number of wholesale cheese houses in Montreal. He states that the September and October cheese outputs received from Ontario by these houses, and intended chiefly for shipment to Britain, are superior to those of any previous year. The quality is more uniform and of a higher grade, and this improvement is held to be due, in a large measure, to the systematic instruction which has been carried on in Ontario during the last two years. The chief instructor for Western Ontario, S. H. Barr, reports the same satisfactory conditions in his district. Mr. Putnam has also received answers from several instructors to a circular letter, which he sent out some time ago with a view to securing hints and suggestions toward continued improvement. Some of the replies are to the effect that a number of factories should have cooler curing rooms and better drainage; that cheesemakers should reject all tainted and over-ripe milk, and be more observant in several important details of the work. One instructor thinks factory owners should have no option, but that instruction should be compulsory.

Nothing Better.

The Grocer is in receipt of an ornamental plaque issued by the A. F. MacLaren Imperial Cheese Co., Toronto, which should occupy a position of prominence on the counter of every retailer. From a crimson ground rises a pyramid of graduated cheese pots, bearing the well-known trade marks of this firm, the whole effect being artistic in the extreme. Doubtless there will be brisk inquiries for such an effective reminder of the many excellent qualities of MacLaren's Imperial and Roquefort cheeses.

Satisfaction Among English Trade.

Very general satisfaction will be felt at the result of the Canadian cheese case, recently on for hearing at Hastings, Eng., says the Grocers' Journal. Otherwise the trade in cheese between Canada and Great Britain—one of the Dominion's largest and best assets—

might have been grievously injured. As might be supposed, it was the old story, "some one had blundered," and thereupon followed all the trouble. Now, as the result of analysis at the Government laboratory, it is proved that the cheese in question was absolutely pure, and the case has been dismissed with ten guineas costs to the defence in addition to the court and certificate costs.

Butter Trade of Japan.

Importations of butter into Japan for the last three years have aggregated as follows: 1902, \$47,586.64; 1903, \$72,054.41; 1904 (first 8 months), \$33,020.93. The heavier importations always come in the latter months of the year, and it is probable that the remaining months of 1904 will put the total above that of 1902, but yet below that of 1903, the latter year having been increased abnormally by the Osaka exhibition demand. The consumption of Canadian butter is capable of indefinite increase were Canada in a position to supply it and to press it upon the Japanese market.

The consumption of margarine, a product kindred to butter, is becoming rapidly accelerated, the figures for 1904, 1903 and 1902 being \$40,986, \$27,659 and \$11,113 respectively. Doubtless among the soon-coming evidences of Japanese progressiveness after the war—will be the following the example of Canada in the complete exclusion of deleterious foods of which margarine may rank among the chief. At present importations of margarine into Japan are mostly from Holland, some coming from the United States.

Smyrna Eggs for British Market.

THE following particulars of the export of eggs from Smyrna are recently developed trade in the taken from the Bulletin of the French Chamber of Commerce at Smyrna:

The trade has been carried on for a long time on the coasts of Syria and the Black Sea, but it may be considered as new at Smyrna, for it is hardly three years since the export to Europe was started. The first attempts were successful; they were made with Marseilles and London, and amounted to the

export of 500 cases, three-quarters of which were for Marseilles. The following year, 2,500 cases were dispatched to Marseilles, Naples, Genoa, and Palermo. Finally, last year about 5,000 cases were sent to Marseilles, London, Naples, Palermo, Malta, Vienna, Munich, etc. Every case holds 120 dozen—i. e., 1,440 eggs; 5,000 cases therefore represent a total of 7,200,000 eggs. The messageries steamers which sail at regular intervals and make quick voyages, loaded a large proportion of these consignments in 1903—namely, 673 cases for Marseilles and 801 for Naples. As for consignments to London, the transshipment at Marseilles is feared, for it is essential that it should be made with care so as to avoid the breakage, which is sometimes considerable, in spite of the precautions which are taken for preserving the inside and outside condition of the packing cases. Accordingly, direct consignment to England, without transshipment, is preferred.

As Great Britain has begun to receive eggs from Smyrna, it is likely that the town will become one of her regular suppliers. At present the exportation is limited to the nearest Mediterranean port supplied by quicker steamers, but as the methods of preserving eggs improve from day to day, one may hope that the distance and length of the voyage will no longer form an obstacle to the ever increasing extent of this trade.

Swedish Exports of Butter to England.

The Swedish state dairy agent in England, Fredrik Bagge, has sent in his report for the first half of 1904 to the board of agriculture. Mr. Bagge complains that the butter market has seldom or never been so bad as it is now, chiefly owing to the decreasing demand for first-rate products. As a rule, everybody asks for cheap butter. The merchants have also been able to satisfy these demands, as the import of colonial butter has been considerable and the English dairy butter has been unusually good this year. The import of Swedish butter during the first six months of 1904 amounted in value to \$2,748,643, against \$2,698,600 during the same period last year.

The Anse a la Barbe Cold Storage Association, Anse a la Barbe, has been incorporated, to carry on a cold storage business.

The Dominion Packing Company

LIMITED.

Telegraphic Address
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A. B. C.
LIEBERS
PRIVATE.

Our Prices

are exceptionally low at the present time on

**Barrelled Pork
Compound Lard
Smoked Meats**

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

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

BEECHNUT



BRAND

Are You Selling Them

?

**FEARMAN'S
FAMOUS
SAUSAGES**

Easy to handle—easy to sell—the delicious flavor pleases the customer and increases your trade. Let us have your order for daily or weekly shipment by express.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited

HAMILTON, ONT.

Just the line for cool weather.

Delicious and appetizing.

Our
Fresh Pork Sausage

Are good sellers.

Are always in good demand.

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

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co.,

PORK AND BEEF PACKERS,

TORONTO, ONT.

LIMITED

ENGLISH BRAWN

a good line for winter months. Next to fine quality, it is important to have it absolutely fresh . . . with the "bloom" upon it.

"Matthews" Brawn is wholesomely prepared in clear jelly . . . nicely chopped and spiced. Fresh every day in 5 and 10 lb. moulds at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.



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.

HINTS TO CANADIAN EXPORTERS.

THE Department of Agriculture, Ottawa, is in receipt of a letter from a merchant residing in Colombia, South America, to the effect that the people there are incensed against the United States and disinclined to trade with that country. Among other things Colombia purchases flour, kerosene, sewing machines, canned goods, soda biscuits and furniture from the United States. At present there is an excellent opportunity to get this trade if Canadian exporters so desire. Shipments could be made from Halifax or Montreal to Jamaica whence there is a weekly service to Colombian ports.

* * *

C. E. Sontum, Canadian commercial agent in Norway, in his latest market report states that Norway has entered into a parcel post convention with the United States and suggests that Canada follow suit. Canadian apples of first rate quality are in constant demand in Norway, notwithstanding the high rate of duty and a market can be built up so long as first class stock only is sent over. Baldwins and choice evaporated fruit are principally required. In view of the short crop of hay there are excellent prospects for Canadian hay in Norwegian markets. Mixed clover and timothy not too coarse is the kind wanted.

* * *

A leading Japanese importing firm has complained that Canadian exporters of salmon require inspection and weighing on the Canadian side as a condition. The result is little or no business. On the other hand United States houses agree to accept Yokohama customs weights. Another kick is registered because when first catch salmon are contracted for it occasionally happens that some of the second comes mixed up with it.

* * *

W. A. MacKinnon, Canadian commercial agent in Bristol, England, calls the attention of the trade to the large demand for leather in Great Britain, which might be supplied from Canada. Large British importers secure the bulk of their supplies from the United States via Boston and Liverpool, owing, they claim, to no inferiority of the Canadian article but to the more moderate prices asked by American importers.

* * *

The Canadian commercial agent at Antigua, Montserrat and Dominica,

B.W.I., in his latest report draws attention to the fact that Canadian manufacturers are in the habit of drawing through the bank against shipments. Most importers in the West Indies object to this procedure, although they are quite willing to remit on receipt of goods. It is suggested that manufacturers should first satisfy themselves of the standing of their consignees and make free shipments.

* * *

A British West India importer writes that he recently received three shipments from as many Canadian houses and that the invoices arrived a week later than the goods. Such delay causes no little inconvenience when bills of lading do not arrive with goods, consignees having to satisfy the steamers' agents as to the ownership of the goods before delivery can be secured. In the absence of invoices the customs authorities have to be satisfied, and often heavy deposits have to be made pending the arrival of documents. When goods are supplied against draft to the bank, and drafts do not arrive, the goods are held in the steamers' warehouse subject to a heavy rent, this being done to prevent these warehouses from being used for general purposes. Several instances are mentioned where orders have gone to New York instead of Canada simply because consignees seldom have any trouble such as often occurs with shipments from Canada.

It has frequently been the experience of importers in the West Indies to have Canadian shippers disappoint them entirely after they have contracted to make delivery of a certain quantity of a certain article at a certain time. West Indian merchants are anxious to encourage trade with Canada and feel that the Canadian trade should do what it can towards the removal of the necessity of sacrifice on the part of customers in the West Indies.

FIRMS INCORPORATED, ETC.

The Hamilton Storage Co., Hamilton, has been incorporated with share capital of \$25,000 to carry on a general storage and cartage business. The provisional directors are G. E. Bristol, A. Turner, H. N. Kittson, and J. Somerville, all of Hamilton, and J. I. Davidson of Toronto.

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Hamilton and Winnipeg.

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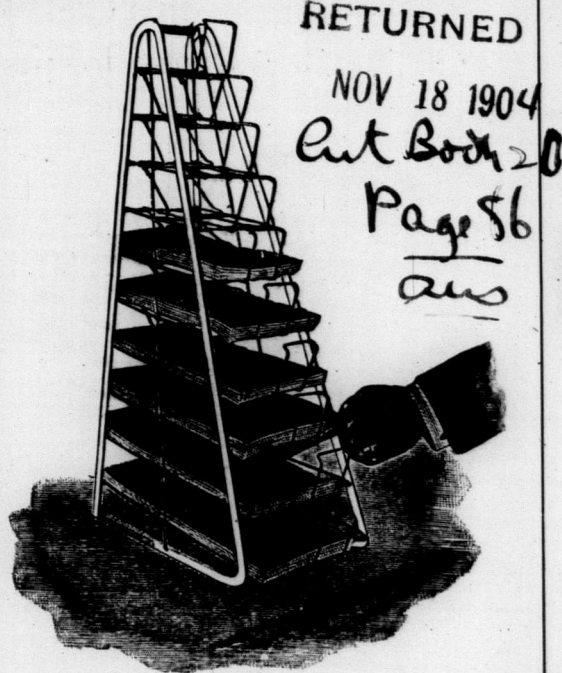
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BURKS' IMPROVED
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Bag Holder.

The most economical fixture of a grocery store

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will
bring
your
order—

Selling Agents for Ontario—

THE EBY, BLAIN CO., LIMITED, GROCERS—TORONTO CANADA

PERSONAL MENTION.

Mr. J. Neilson, the ice cream and mince meat man from Toronto, was a caller on the Ottawa trade during the past week.

The Ozo Co., Montreal, was well represented in Ottawa during the past week in Mr. Fred Hughes and Mr. A. J. Hughes, who were busy looking after the interests of their firm.

Mr. J. D. McRae, Eganville, was met by The Grocer in Ottawa during the past week. Mr. McRae is a large miller and general merchant in Eganville whose interests are expanding in every direction.

Mr. John A. MacKenzie, manager High Grade Coffee & Specialty Co., Ottawa, is walking about with a more than usual smiling face this week, a little Miss MacKenzie having arrived to brighten his fireside.

Mr. J. N. Christie, representing Carter, Galbraith & Co., wholesale grocers, Montreal, was found among the Ottawa trade last week. Mr. Christie's specialty is tea, and his genial face is well known to the trade in the Ottawa valley and Pontiac districts.

Mr. J. Harper has joined the traveling staff of H. N. Bate & Son, Ottawa, covering territory between Ottawa, Prescott and west to Renfrew. Mr. Harper has had a good training with H. B. Christman, Beachburg, Fraser &

Patterson and D. D. Osborne and will no doubt prove an acquisition to his new employers.

HINTS TO BUYERS.

The Eby-Blain Co., Toronto, have a special snap in a pickle to retail at 10c. This is a large, patent top bottle, and is exceptionally good value..

The handsomest tin and the best value in an imported sardine is the "Four-in-Hand," just imported by the Eby-Blain Co., Toronto.

New Crop "Tarragona" s.s. almonds are in stock with the Eby-Blain Co., Toronto, who are offering them at close prices in sack lots.

Lipton's are certainly taking a hold with the western trade. John Sloan & Co., Toronto, sold a carload in less than four weeks and found orders waiting for filling and the demand so good that they have just placed another order for three carloads.

Jas. Rutherford & Co., Montreal, are offering early Japan nibs, fine quality, at low price.

Provost & Allard, Ottawa, offer to the trade a fine assortment of purses, razors, perfumes, pocket knives, hair

brushes, combs. Particularly profitable lines to handle for the holiday trade.

A carload of new evaporated apples, very best western stock, in store with the F. J. Castle Co., Ottawa.

A few lots of fine green Old Government Java and Maracaibo coffees are offered to the trade at attractive prices by James Rutherford & Co., Montreal. The market conditions should interest buyers of coffees.

W. H. Dunn, Montreal, general agent for Enameline, wishes to call special attention to retail selling prices of Enameline stove polish.

Joseph Grant, wholesale grocer, Ottawa, reports receipt of one car of "Bee" brand table syrup. His quotations are low: Barrels, 2½c.; half-barrels, 2¼c. and kegs, 3c.; freight paid on 250 lbs. and over to Ontario and Quebec stations.

One thousand boxes new selected Valencia raisins, best brands, are in store with Joseph Grant. Low quotations made to the trade.

The F. J. Castle Co., Ottawa, are in receipt of a carload of Clipper salmon. These are reported to be one of the best brands of sockeyes on the market.

Provost & Allard, Ottawa, have arriving shortly a carload of Lytle's pickles and jams. Buyers should remember to order before frost sets in.

The up-to-date housekeeper will **CHOOSE A BRUSH** on the same basis as any other household need. First for its usefulness—then for quality and durability.

BOECKH'S BRUSHES



are made in suitable styles for every known use and are invariably the best and most durable on the market.

They are ready sellers—no dead stock.

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Less than two months ago we brought out a carload of

LIPTON'S

**Jams, Jellies, Pickles,
Marmalades, Etc.**

- These have gone out so rapidly and
- met with such favor that we have
- been obliged to place an order for

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Millman, W. H., & Sons, Toronto.
McWilliam & Everist, Toronto.
Ratray, D., & Sons, Montreal.
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Keen's—Frank Mazor & Co., Montreal.
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Salt Sense

The ordinary Salt of ordinary trade must not be con-
founded with Windsor Salt, which is sifted, not ground. Think
of the goodness that slips away from the Salt crystal that is
mangled, bruised, ground—think of the impurities that must
creep in. Windsor Salt contains nothing but pure, white, dry,
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crystals, they are whole crystals all the time.

Windsor Salt

is prepared in the only safe,
sure way, by the Vacuum process. Every particle of moisture
is dried out, which prevents the "caking" of the Salt. If
you will stop to consider you will quickly see why Windsor Salt
is best. Any man of intelligence and sense will agree to that.

Dollars
and
Cents

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

Coffees Coffees Coffees

In our blends we use only the best of the following coffees:

Java, Mocha, Bogota,
and Mexican Maracaibo.

Carefully packed in attractively labeled air-tight tins, weighing from
25 to 125 lbs.

Shipments arriving almost every day.

Write for sample tin of Brazilian, Rio or Santos grades—we guarantee
the quality of these blends.

Gorman, Eckert & Co., Limited
London, Canada

Importers and Roasters of Coffee.

Manufacturers of high-class Baking Powder.



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NEW ADVERTISEMENTS.

Homer Reid, Meaford, Ont.
Lumsden Bros., Hamilton.
Douglas & Ratcliff, Toronto.
John Sloan & Co., Toronto.
McCann Milling Co., Toronto.

CHEESE IN ENGLAND.

WITH the factories in Canada all closed, dealers have now the market well in hand. Stocks are of fair size, but the element of speculation brought about by the uncertainty of the production of the coming month and the anxiety of factories to dispose of their stock is past, and with a full knowledge of the quantities in store, and of the strength of the demand for cheese in England, holders of stocks in this country are disposed to make the Englishman pay for his small purchases during the past Summer.

Last Winter the English dealer lost a lot of money by laying in large quantities when cheese was ranging around 11½ and 12c on this market, and then being forced to dispose of it at a lower price. This season he changed his tactics and bought only from hand to mouth during the months of manufac-

ture, hoping that stocks would be so large in November that he could purchase at his own price.

The Canadian dealer was, however, too wily to be caught by this. He let out just what was demanded, without forcing down prices by overeagerness. Meanwhile he kept the market well in hand, and it is said even encouraged the English dealer in his procrastination, spreading the report in England that the 1904 output of cheese in Canada was enormous. When the English dealer found that he had to buy in November, however, he discovered that the production had not been so large as reported, that stocks were strongly held, and that Canadian dealers were not by any means tumbling over each other in their anxiety to sell.

This accounts for the rise in cheese during the past week. Export stocks cannot be procured from the factories, and Canadian dealers are well aware of the strength of their position. At the same time they realize that to ask the high prices of last year would only curtail the consumption and the prospect is that while the English dealer will buy lower than the highest figures of last year he will have to come to the terms of local holders without any bickering or attempt to cut prices.

GERMANY AND TRADE.

THE expression "Made in Germany" has become a household word all over the world. Recently it has been emulated by the expression "Made in Canada," and other countries would do well to follow Germany's example in matters of trade. Germany as a trader has become a great and dangerous rival to Great Britain, as well as the United States. The secret, however, belongs to Germany only in part. Her system of technical schools is one of the strongest factors in her industrial prosperity. The technical school produces keen, capable and well-drilled young people, who take their places in different industrial institutions all over the land. It is well known that technical schools are comparatively new in this country, and even then they are not nearly as important a feature of the educational system as they

ought to be. To illustrate the uses of a technical school would require an exhaustive inquiry into the large emporiums of trade throughout Great Britain and this continent.

Certain rudimentary facts, however, are easily obtainable and in this connection it is no secret that young Germans find ready employment in the large business houses of England and North America, being as a rule more versatile and able to do more work at less money than any other single man available. As a rule they know English, German and French thoroughly which at once places them in a position of trust and importance; at the same time their training in the technical schools has taught them the elements of business that the employer himself has taken years to learn. In addition to this they have a comprehensive knowledge of other lines of business, much of which is very little short of expert information. In fact a large manufacturer from London stated the other day that he had one German doing work which formerly required three English clerks. This might not have been the result of the technical schools, but of exceptional ability. However, there is no doubt that the technical school is a force which could be adopted in Canada with a great deal of profit. Our young men have to spend a lifetime in order to learn a business, and owing to the queer public school education they often have to learn a great deal of the ways of other countries entirely through the channels of commerce.

It would not do to make the slightest reflection upon education for purposes of culture, but many a lad would be more grateful to his teacher and his parents if he had been taught shorthand instead of Euclid, and thoroughly drilled in sound arithmetic instead of Greek and Latin, above all some practical facts about the ways of the world, and the inner workings of commerce. Dotted all over the Dominion the young Canadian will meet in competition with the young German and with all due respect to the capability of the average Canadian

boy, he will find in the German a dangerous rival who not only has a better training for business, but he will work for less money.

If the Canadian is to be really successful in grappling with modern business conditions in the face of such keen competition, some radical changes in the educational system at present in vogue in Canada are necessary. It is gratifying to learn that a movement has been started in the Montreal Board of Trade, with a view to the establishment of technical schools in that city. Toronto is in the lead in this respect, having at the present time a well-equipped technical school whose work is meeting with general approbation.

THE WHEAT SITUATION.

PRESENT conditions of the wheat supply on the northern half of this continent are, to say the least, most peculiar. The United States, which only a short time ago was the greatest exporter of wheat in the world, has become an importer, thus fulfilling the prediction made by an English statistician a few years ago that within ten years the United States would be unable to raise enough wheat for her own consumption, and that Great Britain would have to look to Canada and her other colonies for her food supply. When this prediction was made it was received with a scornful smile, especially on this side of the Atlantic; Americans pointed with pride to the great wheat fields of Kansas and the northwestern states, not to speak of those on the Pacific slope, as capable of supplying all the home requirements and leaving an ample surplus for export for generations to come. In less than half the time named that portion of the United States laying east of the Rockies has been compelled to import food for domestic consumption.

Every week since the opening of the present crop year Bradstreet has reported on an average an export of wheat and flour equivalent to 1,000,000 bushels weekly, totalling 25,000,000 bushels up to Thursday, November 10, as against 60,000,000 bushels during the same period in 1903. One wonders how the exports have amounted to even this small total when it is considered that the price of wheat during practically the whole season so far has been away above an export basis; cash Winter wheat now selling at \$1.18 in Toledo and \$1.14 in

St. Louis; while a better quality of wheat is only worth 99c over the ship's side at Liverpool, or \$1.02 delivered at the mills. The bulk of this export, however, is in the shape of flour, that from the United States being practically all a low grade flour for which there is very little demand in the United States, and yet they are compelled to make it in order to manufacture the high-grade, for which the demand exceeds the supply, and which is sold at such a big profit that they can afford to sell the low-grade taken off in manufacturing at a low price for export. In fact the greater portion of the latter is sent forward on consignment and sold for what it will bring.

We must not forget, however, that the exports from Canada are included in the totals given above, and that during the whole of that period there has been a very considerable quantity of high-grade flour exported weekly by the Canadian mills, mostly made from Manitoba wheat. During the past six weeks the wheat export has been practically all Manitoba wheat, thus causing an increase of about 50 per cent. weekly during that period, when otherwise there would have been a marked decline if the price of this cereal in the United States is any indication of what one would naturally expect.

The price of wheat in Ontario, while much below the prices paid south of the boundary, is entirely out of line to permit any export business being done either in wheat or flour.

The situation was very tersely put by one of our oldest flour exporters the other day in a letter to a miller who wanted to know if the exporter could not take some flour from him, saying at the same time he was paying the farmers \$1.05 to \$1.05½ for wheat.

He wrote: "If you can sell me flour made from wheat at \$1.05 to compete with flour made in Liverpool out of \$1.02 wheat, and pay the freight to Liverpool on your flour, then I can give you some orders, not otherwise."

As indicated above, Manitoba wheat is being exported, as well as large quantities of flour made from Manitoba wheat, both by the mills in Ontario and Manitoba. In fact in spite of the smallness of the Ontario wheat crop the mills have rarely, if ever, had such a splendid Fall trade, many of them having been running at full capacity ever since wheat has been available in sufficient quantities, and having now orders booked for weeks ahead.

Manitoba wheat is the only reasonable priced wheat east of the Rockies, even the better grade of Manitoba is generally too high for export, although some small lots have been bought on account of its excellent quality by United States millers, who have paid the duty and used the wheat for home consumption,

in order to maintain the reputation of some of their better brands of flour, which they found impossible to do with the best Duluth wheat available, owing to its poor quality.

That the price of wheat in Chicago and other eastern centres is abnormal is plainly shown by the fact that already over 15,000,000 bushels of Oregon wheat and flour have been sold to come to points as far south as St. Louis and to the eastern states and interior points in Michigan, although the freight paid is 37c per bush. As a result wheat is selling for this amount more in the United States on the Atlantic coast than on the Pacific, and yet the very fact that this wheat is brought over at such an enormous cost is used by the bulls as an argument why their wheat should go up to \$1.50, failing to appreciate the fact that just so much less of their own wheat will be required.

SENSATIONAL ADVANCE IN SUGAR

A FURTHER advance of 25c in the price of Canadian refined sugar during the past week has caused almost a sensation in grocery circles in this country, following as it did an advance of 20c the previous week. Members of the trade are unanimous in their assertion that such a jump in sugar at this season of the year is simply without precedent in Canadian history. There can be little doubt that speculators have taken advantage of the strong situation prevailing in sugar to "boost" prices. At the same time it must be remembered that they have had excellent groundwork to build upon in the comparative failure of the European beet crop, and the very strong statistical position of all other sugars. With the market in an excited condition it is difficult to forecast the future with any degree of accuracy. Certain members of the wholesale grocery trade do not see how prices can go much higher, and have accordingly assumed a waiting attitude, buying only for immediate requirements. Meanwhile the tone of sugar continues very strong, with a hardening tendency distinctly noticeable at the close of the market.

MEETING OF TORONTO RETAIL GROCERS.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held on Monday evening, November 14, in St. George's Hall, with President F. W. Johnson in the chair, assisted by the new secretary, B. Panter.

The feature of the meeting was the reception of a deputation from the Retail Merchants' Association, whose object

was to explain to the members of the Retail Grocers' Association a scheme for holding a Pure Food show in Toronto on January 2 to 14, 1905.

In the course of his remarks E. M. Trowern, secretary of the Retail Merchants' Association, explained that the Pure Food Show proposition emanated from an American concern which has been giving exhibitions in the principal cities of the United States. The concern in question gives the demonstrations, pays all expenses, assumes all responsibilities and allows local associations a percentage of the gate receipts. After a pointed discussion the members of the Retail Grocers' Association decided in favor of the proposition and appointed a committee consisting of B. Snow, D. Bell, R. J. Bond, J. Kelly, H. Tolchard, D. Clark, A. White, R. Davis, B. Panter, R. Van Loon, and J. Scholes to co-operate with the Pure Food people and interest the public generally.

The trading stamp question came up again for consideration and at the special invitation of the association Mr. Trowern gave an outline of the campaign in Montreal, Hamilton and Toronto to date. A suggestion made by Mr. Bond which met with general approval was that the Retail Grocers' Association should bear their part of the expense incurred in fighting the violators of the trading stamp law.

In reference to securing more commodious quarters for the association a suggestion was made by B. Panter to engage a room in the Temple Building, and a committee composed of F. W. Johnson, P. Panter and D. Bell appointed with authority to secure new quarters after the first of January, 1905.

A HINT TO THE RETAIL GROCER.

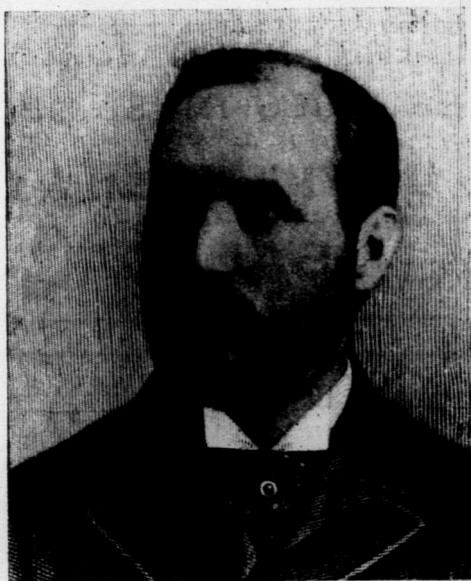
At this season of the year when the retail grocer is stocking goods for the Winter trade, he is recommended not to postpone purchases of bottled and bulk pickles and vinegar until Winter sets in. The trade does not need to be told how unsatisfactory these lines are to handle in cold weather, especially pickles in bottles, on account of extra breakage, etc. The whole difficulty can be easily solved if the retail trade will stock the lines in question in proper season.

Messrs. W. P. and H. D. Eby, of the Eby-Blain Co., Toronto, are visiting the St. Louis Exposition this week.

Business Men in Parliament

Robert Bickerlike, M.P., elect for St. Lawrence, Montreal.

ROBERT BICKERDIKE, M.P.-elect for the St. Lawrence Division of Montreal, is a son of the late Thomas Bickerdike, Montreal. He was born in Kingston in 1843 and started his business career in Montreal, eventually entering the live stock export trade, in which business he has been highly successful. He organized and became managing director of the Dominion Abattoirs and Union Stock Yards Co., and was a principal mover in the formation of the Live Stock Association. He



Robert Bickerdike, M.P.

then founded the Live Stock Insurance Co. He was also a promoter of the Standard Light and Power Co. In 1896-97 he was president of the Montreal Board of Trade and in 1896 he was appointed a harbor commissioner of Montreal.

His political career began in 1897 when he was elected to represent the St. Antoine Division, Montreal, in the Quebec Legislature. In 1900 he successfully contested the St. Lawrence Division in the Dominion elections in the Liberal interest, winning by a majority of over 900 votes.

Mr. Bickerdike has not confined his attention solely to trade and to politics. He is interested in the Montreal General Hospital, the Royal Victoria Hospi-

tal and the Banque d'Hochelega, besides work of a philanthropic character.

CANADA SHARES WORLD'S FAIR AWARDS.

The following additional awards will be of interest to readers of The Canadian Grocer:

Christie Brown & Co., Toronto—Sweet cakes, biscuits; grand prize.

E. W. Gillett Co., Toronto—Baking powder; silver medal.

Eby-Blain Co., Toronto—Fruit in cans; gold medal. Breakfast foods, gold medal.

A. F. MacLaren Imperial Cheese Co., Toronto—Cheese; gold medal.

Robert Greig Co., Toronto—Cereal foods; gold medal.

White Swan Milling Co., Toronto—Flaked barley, peas, rice and wheat cakes; silver medal.

Truro Condensed Milk & Canning Co., Truro, N. S.—Condensed milk, cream, etc.; gold medal.

Ingersoll Packing Co., Ingersoll—Cheese; gold medal.

Tillson Co., Tillsonburg, Ont.—Oats; gold medal.

P. McIntosh & Son, Toronto—Cereal foods; gold medal.

Frontenac Cereal Food Co., Kingston—Breakfast foods; silver medal.

Edwardsburg Starch Co., Cardinal, Ont.—Starch; gold medal. Corn syrup, silver medal.

Imperial Starch Co., Prescott, Ont.—Starch; gold medal.

Ogilvie Flour Mills Co., Montreal—Flour; diploma.

Lake of the Woods Milling Co., Keewatin, Man.—Flour; diploma.

Lake Huron and Manitoba Milling Co., Goderich, Ont.—Flour; diploma.

Archibald Campbell, Toronto—Flour; diploma.

James Goldie Co., Guelph—Flour; diploma.

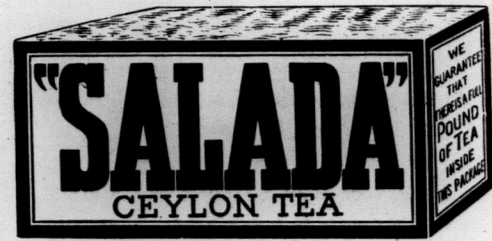
CLEAN ELECTIONS.

According to the Owen Sound correspondent of The Grocer the electors of North Grey are congratulating themselves upon the fact that the recent Dominion election was distinguished by the entire absence of corrupt and underhand dealings. This is a source of much gratification to all who deplore the bribery and corruption that have unfortunately become common in certain ridings and it is hoped that the excellent example set by North Grey may have a salutary effect on constituencies where there is need of purging in this respect.

**THE HIGHEST AWARD AND
GOLD MEDAL AT THE WORLD'S
FAIR, ST. LOUIS, 1904**



Can any better proof be given of its superb quality—



**Sealed
Packets
Only**

There's a profit satisfaction to the dealer,
There's a joy to the consumer that's immense,
There's a common sense good reason
Why it sells in every season,
It's "SALADA" of good quality intense.

**Black
Mixed
Green**

The only Tea that has stood every test—that is not experimental, and the main factor upon which the success of your Tea sales must depend.

You need this kind—and this alone.

We supply it—write us,—“SALADA,” Toronto and Montreal.

COLES Electrically Driven
Coffee Mills.

GRANULATOR. PULVERIZER.

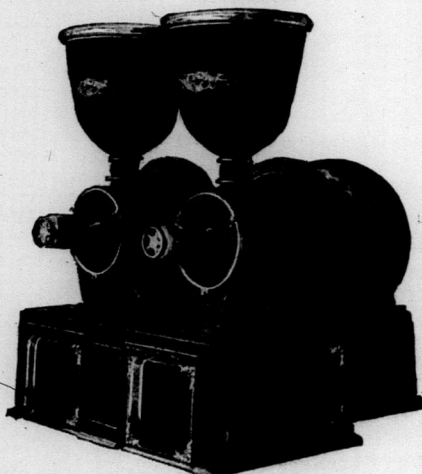
**Single and
Double
Grinders**

**Pulverizing
and
Granulating**

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

Our Grinders

Wear Longest



No. 65.

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

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

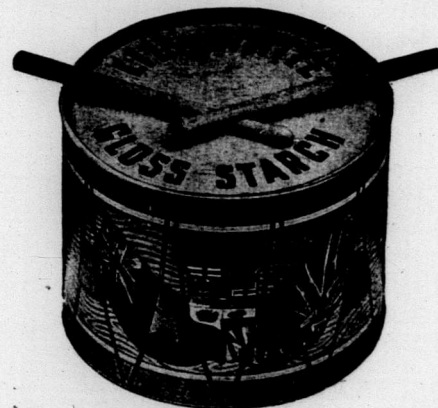
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Drum up your Starch Trade.

You can do better business in starch if you go after it in the right way. Give your customers the best starch and display it so they can't help but see it. Sell them

Lily White Gloss Starch

in our new drum packages They make very attractive store displays. There are six pounds in a drum, eight drums in a case and a pair of drum sticks for each drum.

Be up-to-date and you will get more trade—the Lily White drum package is the latest.

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

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Nov. 17, 1904.

Groceries.

SUGAR is again the feature. An advance of 25c has taken place within the last week, and granulated is now selling at \$5.10 per 100 lbs. This is considered an excessive sugar boom and great interest is attached to the sugar market everywhere. Spices are also active and pepper is high with a tendency to advance any day. The molasses market has shown considerable strength, no doubt in sympathy with the strong situation in sugar. Prices have an upward tendency and holders of round lots are asking 30c a gallon for Barbadoes. Tea continues to remain dull and the news from Colombo dated about Oct. 12 shows an irregular market for all kinds of black tea, with rates in favor of buyers. Coffee remains steady, and in New York reports of a decline have caused a slight weakness in the market locally. The coffee market is still strong. Dried fruits are attracting some attention and normal supplies are coming to hand daily, so that the usual November proportions of business have been assumed. The demand for Valencias, especially in the lower grades, has not quite fulfilled the expectations of the importer, and a slight decline has resulted. Canned goods are still important; the canned corn pack, for instance, has turned out better than was at first expected, and the American canning factories show an increase of a large number of cases. Grapes are ruling in the green fruit market, the Almeria grapes being popular at the time. The finest brands have been selling at \$7 a keg. Great interest is being taken in Canadian onions; red onions especially are selling in immense quantities. Fish of all kinds are in good demand, the first stock of Manitoba frozen fish is expected this week; also a large dealer expects a carload of salt salmon from British Columbia. The flour market is very firm and higher prices may be expected. Eggs are firm and the demand was excellent. Potatoes are in fair demand and are selling at good prices. Feed has advanced slightly during the week and the prices here are in advance of the Ontario market.

SUGAR.

Nearly every day has seen some advance in sugar, and to-day granulated is selling at \$5.10 per 100 lbs, which is 25c more than was being paid last week at this time. Excitement in the Euro-

pean market for raw beet still continues to be the main feature in the situation, and the November option is quoted at 14s 1½d. This, added to the strong advices from American sources on both raw, cane and refined, for which prices are continually advancing, has created considerable excitement in the local market for refined. So marked has been the excitement that prices advanced twice in one day. The general impression is that prices will go still higher, based principally upon the strength of the raw sugar situation. We quote:

Granulated, bbls.	.....	\$3 10
" " 1-bbls	.....	5 25
" " bags	.....	5 00
Paris lump, boxes and bbls.	.....	5 60
" " 1-boxes and 1½-bbls.	.....	5 70
Extra ground, bbls.	.....	5 45
" " 50-lb. boxes	.....	5 65
" " 25-lb. boxes	.....	5 75
Powdered, bbls.	.....	5 25
" " 50-lb. boxes	.....	5 45
Phoenix	.....	4 90
Bright coffee, yellow	.....	4 85
" " "	.....	4 80
No. 3 yellow	.....	4 80
No. 2 " "	.....	4 60
No. 1 " bbls.	.....	4 50
No. 1 " bags.	.....	4 40
Raw Trinidad.	.....	3 85
Trinidad crystals.	.....	4 00

SYRUPS AND MOLASSES.

In sympathy with the strong sugar market molasses has advanced 2c, that is Barbadoes. A decided improvement in demand has been noticed and holders of large lots ask 30c per gallon, and they are getting it. It is reported that sugar refiners have bought a very large lot in the Lower Provinces at 26c per gallon, laid down here. It is also stated that the same figure was offered for round lots in Montreal, and the offer was refused. We quote:

Barbadoes, in puncheons.	.....	0 28
" " in barrels	.....	0 30½
" " in half-barrels	.....	0 31½
New Orleans	.....	0 22
Antigua	.....	0 25
Porto Rico	.....	0 45
Corn syrups, bbls.	.....	0 02½
" " 1-bbls.	.....	0 03
" " 1-bbls.	.....	0 03
" " 38½-lb. pails.	.....	1 30
" " 25-lb. pails.	.....	0 90
Bbls., per 100 lb.	.....	2 75
1-bbls.	.....	2 75
Kegs	.....	3 00
Cases, 2-lb. tins, 2 doz. per case.	.....	1 90
" " 5-lb. " 1 doz. "	.....	3 35
" " 10-lb. " 1 doz. "	.....	2 25
" " 20-lb. " 1 doz. "	.....	2 10

COFFEE.

Spot Rio coffee is steady, notwithstanding the slight decline which took place in the New York market. Some disappointing European cables affected the market temporarily, but it rallied quickly and considerable strength is anticipated in the market generally. Reports from Santos state that some increase has taken place in the daily receipts, and this, coupled with the larger estimate for the current crop, led to a slight decline of 1s per cwt. Receipts latterly have been smaller and another estimate, which gave half a million bags

less, has produced more confidence. Rates generally are supposed to be slightly easier. It however does not follow that grocers can secure the stock they want for first-class trade at any material reduction. Nevertheless the coffee trade is said to be much more profitable to-day to the grocers than the tea trade. We quote:

Good Calcuttas	.....	0 10	0 10½
Choice "	.....	0 11½	0 12½
Jamaica coffee	.....	0 10½	0 11
Java	.....	0 18	0 22
Mocha	.....	0 16	0 19
Rio	.....	0 08	0 09

SPICES.

Further advances are reported in peppers. White pepper is especially noticeable, as the advance of last week has been well sustained, and it is learned from abroad that business is not being done in large volume. The spot stocks are reported very small, and the latest returns show only 392 tons of white and 1,225 tons of black. The slight stimulation in ginger has abated. Nutmegs and mace are selling steadily at recent quotations. The Zanzibar cloves have slumped and are away down. Some increased demand has been taken for Penang cloves. Supplies are apparently small and prices firm. We quote:

	Per lb.
Peppers, black	0 20 0 22
" " white	0 25 0 31
Ginger	0 17 0 24
Cloves, whole	0 25 0 35
Cream of tartar	0 25 0 30
Allspice	0 16 0 19

TEA.

While the tea market is very dull a slightly better demand has arisen and the market has assumed a steadier and somewhat stronger tone. McMeekin & Co. report for October that the policy of free selling of Indian tea, although it has appreciably affected the market, will doubtless prove in the end to have been the best. The quality generally was not equal to that of September, there being a falling off even in Assams and Darjeelings, while there was a very large proportion of common, rough, undesirable, low-grade tea. Ceylon teas showed a tendency downwards in sympathy with Indian teas, but the fall was not so marked. The improvement in the average price was said to be due to the rise in quality and to the presence of better grade teas for which there was a strong demand. In green teas, business is practically at an end in the meantime. As many as 9 000 packages of Java teas were sold in a market which sympathized generally with the position of Indian. Chinese tea business has been very small. Japans are holding their own and there are indica-

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This is why you should have
on hand always

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JAMS, PRESERVES
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Send for Price List.

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

Turner's Flavoring Extracts

Unequaled in quality and strength.
Well established on the market.
All who use them duplicate orders.

SEND FOR PRICE LISTS.

Turner & Co.
23 Jarvis St. Toronto.

EGGS

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

CORRESPONDENCE SOLICITED.

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

BUTTER and EGGS
— WE ARE —
BUYERS and SELLERS

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

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

tions of a first-rate market. From Calcutta a report has arrived to the effect that prospects are generally favorable with an estimated turn-out of \$2,000,000 lbs. in excess of last year. We quote:

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common	0 18	0 18
Common	0 12 1/2	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18 1/2
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14 1/2	0 15
Gunpowders	0 13 1/2	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisow	0 12	0 12
Packing boxes	0 12	0 14

CANNED GOODS.

No change has taken place in the canned goods market, except that the demand is increasing and prices are firm. In canned meats high prices have been maintained and are likely to continue. This is affecting consumption considerably and stocks both in American and on the spot (owing to the strike) are on a reduced scale, so that the demand will no doubt be strong and will prevent any accumulation of supplies until after Christmas. French sardines are reported disappointing and the catches of fish suitable for first-class packers have been small. Packers usually close their factories on or about Oct. 31. When sardines are packed in November they are said never to have as good flavor as fish packed in the Summer and early Autumn. Canned corn is likely to be more plentiful than was at first expected, and the American factories all report considerable increase in their output. We quote:

Salmon, pink	0 90	1 00
spring	1 55	1 55
Rivers Inlet red sookeye	1 65	1 65
Fraser River red sookeye	1 50	1 75
Lobsters, talls	3 45	3 45
1-lb. flats	3 50	4 00
1/2-lb. flats	2 25	2 25
Canadian Sardines, 1/2s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES. Per doz.

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

FRUITS.

Pears—Flemish Beauty Bartletts and pie in	2, 2 1/2 and 3's	\$1 15	\$2 20
Peaches—White yellow and pie, 1 1/2's, 2's, 2 1/2's	3's	1 25	2 82 1/2
Gallon pears	3 15	3 67 1/2	
Pumpkins, 3-lb. tins	3 55	4 50	
Gal.	0 72 1/2	2 50	
3-lb. squash	1 00	2 20	
2s Cherries, red, pitted	1 75	2 20	
2s " not pitted	1 75	2 20	
2s " black, pitted	1 75	2 40	
2s " black, not pitted	1 75	2 00	
2s " white, pitted	1 75	1 57 1/2	
2s " white, not pitted	1 75	1 77 1/2	
2s Currants, red, heavy syrup	1 57 1/2	4 75	
2s " red, preserved	1 77 1/2	7 00	
Gals. " red, standard	4 75	1 75	
Gals. " red, solid pack	7 00	2 05	
2s " black, heavy syrup	1 75	5 00	
2s " black, preserved	2 05	8 00	
Gals. " black, standard	5 00	1 82 1/2	
Gals. " black, solid pack	8 00	1 35	
2s Gooseberries, heavy syrup	1 82 1/2	7 25	
2s " preserved	1 35	1 57 1/2	
Gals. " standard	7 25	1 85	
2s Lawtonberries, heavy syrup	1 57 1/2		
2s " preserved	1 85		

Gals. standard	4 97 1/2
2s Pineapple, sliced	2 25
2s " grated	2 35
3s " whole	2 50
2s Plums, Damson, light syrup	1 00
2s " " heavy syrup	1 30
2 1/2s " " " "	1 57 1/2
3s " " " "	1 85
Gals. " standard	2 95
2s " Lombard, light syrup	1 05
2s " " heavy syrup	1 35
2 1/2s " " " "	1 62 1/2
3s " " " "	1 90
Gals. " standard	3 15
2s " Green Gage, light syrup	1 15
2s " " heavy syrup	1 47 1/2
2 1/2s " " " "	1 72 1/2
3s " " " "	2 00
Gals. " standard	3 45
2s " Egg, heavy syrup	1 52 1/2
2 1/2s " " " "	1 80
3s " " " "	2 10
2s Raspberries, red, heavy syrup	1 40
2s " " preserved	1 60
Gals. " standard	5 11
Gals. " solid pack	8 00
2s " black, heavy syrup	1 35
2s " " preserved	1 50
Gals. " standard	4 75
2s Rhubarb, preserved	1 15
3s " " " "	1 90
Gals. " standard	2 62 1/2
2s Strawberries, heavy syrup, 1903 pack	1 47 1/2
2s " " " 1904 pack	1 60
2s " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

Foreign Dried Fruits.

Plenty of arrivals make the dried fruit market normal and active, as it usually is at this time of the year. Steamer Regina Elena arrived in New York this week with 1,900 tons of currants. Orders are numerous and increasing on the spot. An immediate shipment of fruits with most orders would indicate that supplies in different parts of the country must be light. Valencias have declined slightly. The trade in stoned raisins has developed well. The product this year, owing to improved machinery, will be better than it ever was. The prices compared with the unstoned fruit will be slightly reduced, and a good trade will no doubt result. Dealers should look after this special product as the capacity for dealing with it has limits. Then the Valencia market is now quite low for the kind of raisins used for this operation. A slight falling off has taken place in the sultana market and the early reports of exorbitant rates have been dissipated. Still a strong market holds for sultanas. The demand for plums and prunes has been good and the market is firm. California stock is holding a preference over the French fruit. Reports from France however, show a distinct advance during the past week, but the local market still holds stocks at old prices, and this coupled with the low current prices of last year's Californias will no doubt tend to hold the market down. Fancy fruits have dropped below the prices of former years. Buyers who are observant will do well to place their orders now, as it is improbable that prices will be lower than they are at present.

The market for currants in Greece has this season been unsatisfactory, both from the importers' point of view and

also from the exporters'. The first crop estimates indicated good quality but a smaller crop than last year, and it was anticipated that in view of the legislation passed by the Greek Government that prices would have advanced somewhat and exporters bought freely for a time, but owing to lack of demand, particularly from England, which is one of the large consuming countries, prices eased off and for the last month or so have fluctuated within narrow limits, depending on exchange in Greece, and remain to-day at about the low point established. Owing to several reasons the exporter that has done most of the Canadian business for some years past has been obliged to default payments in Patras, although it is understood that all Canadian sales have been executed. However, this was possible owing to the market having declined, and as a consequence orders could be filled at a profit on the actual market value as against sales price. It is expected that when actual conditions of stocks are realized that prices will be advanced as there was no large carry over in Greece, and stocks in all importing countries were at a very low ebb.

We quote:

VALENCIA RAISINS.		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb	0 06	0 07
Layers	0 07	0 07
DATES.		
Dates, Hallowees, per lb	0 04	0 04
CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per b.	0 12	0 12
Peaches	0 09	0 09
Pears	0 12	0 12
MALAGA RAISINS.		
London Layers	2 00	
"Connoisseur Clusters"	2 50	
"Royal Buckingham Clusters," 1/2-boxes	1 10	
"Excelsior Windsor Clusters"	4 50	
"	1 35	
CALIFORNIAN RAISINS.		
Loose muscatels, per lb	0 07	0 08
" " seeded, in 1-lb. packages	0 71	0 09
" " in 12-oz. packages	0 05	0 05
PRUNES.		
	Per lb.	Per lb.
30-40s.	0 08	0 08
40-50s.	0 08	0 08
50-60s.	0 07	0 07
60-70s.	0 06	0 06
70-80s.	0 06	0 06
80-90s.	0 05	0 05
90-100s.	0 05	0 05
Oregon Prunes (Italian style) 40-50s.	0 08	0 08
" " 50-60s.	0 07	0 07
Oregon prunes (French style), 60-70s.	0 06	0 06
" " 90-100s.	0 04	0 04
" " 100-120s.	0 04	0 04
CURRANTS.		
Fine Filiatras, per lb. in cases	0 04	0 05
" " cleaned	0 05	0 05
" " in 1-lb. cartons	0 05	0 06
Finest Vostizzas	0 06	0 07
Amalias	0 06	0 06
SULTANA RAISINS.		
Sultana raisins, per lb.	0 06	0 08
" " 1-lb. carton	0 05	0 09
Shelled Walnuts	0 19	0 20
NEW FIGS.		
Six crown, extra fancy, 40-lb. boxes	0 13	
Five crown, fancy, 10-lb. boxes	0 09	
Four crown, fancy, 10-lb. boxes	0 09	
Glove boxes, fine quality, per box	0 11	
Fancy washed figs, in baskets, per basket	0 20	
" " pulled figs, in boxes, per box	0 22	
" " stuffed figs,	0 28	

ELEME FIGS.		
12-oz. boxes	0 08	0 08
18-oz. " "	0 10	0 10
10-lb. " "	0 08	0 09
30-lb. " "	0 12	0 12

Green Fruits.

Large dealers in Almeria grapes advise that the price of \$7 per keg may not last longer than this week, and buyers should take note that an advance is reported. The apple export continues and from abroad it is reported that there is a tendency to advance prices. A steady demand is anticipated. Malaga lemons have decreased in value, based probably on the report that the first arrival of the new Messina fruit is near at hand. Onions are good things to buy at present. Stocks are light and prices are high. New Yorkers are after Canadian onions and both red and white are in strong demand. The first new dates have arrived, and fancy golden stock is selling at 41-2c a lb. New Italian chestnuts are selling at 12c per lb. Valencia onions are reported firmer and shipments are light. We quote:

Cocoanuts, per bag of 100	4 00
Canadian apples, in bbls.	1 00 2 75
Pineapples, 24 to case	4 00
" " 30 to case	3 50
Cranberries, finest dark	8 00
" " dark	7 50
" " 25 quart boxes	2 25
Bananas	1 10 1 50
Bananas, red, per bunch	1 00
New Messina lemons 30's	3 50
" " 360's	2 50
Peanuts, Bon Tons	0 12
" " Sun brand	0 11
" " Diamond G brand	0 09
" " Coon brand	0 08
New Brazil	0 13
Sweet potatoes, per bbl	2 75 3 40
Limes (100)	1 25
California peas, per box	3 25
California peaches, per crate	1 65
California plums, per crate	2 00 2 25
California late valencias, per box	4 75
Verdell lemons, 300's, per box	4 25
California grapes, per crate	2 50 3 00
Canadian grapes for wine making	0 13 0 14
NUTS.	
Grenoble walnuts	0 13
Tarragona almonds	0 13
Sicily filberts	0 10
Shelled walnuts	0 19
New Brazil	0 14
Jumbo pecans	0 14
Large	0 12
Shelled almonds	0 28
Peanuts, Spanish shelled	0 12
" " Virginian brand, shelled	0 11
New chestnuts, per lb.	0 12

Vegetables.

The vegetable market is very active and prices remain much as they were last week, with perhaps the exception of onions. Red onions are selling in bags of 75 lbs. at \$1.50. Yellow onions in bags of 80 lbs are selling at \$1.60. Plenty of stock is arriving and consumption is somewhat curtailed, owing to the danger of frost affecting goods in shipment. We quote:

Bunch lettuce, per doz. bunches	0 75
Radishes, per doz. bunches	0 25
Mushrooms, per lb.	1 70
Mint, per doz. bunches	0 20
Parsley	0 20
Sage, per doz.	1 00
Savory, per doz.	1 00
Beets, new, per doz.	0 25
Egg plant, per basket	0 75
Rhubarb, outdoor, per doz.	0 35
Green onions, per doz.	0 15
Spanish onions, large cases, per case	3 25
" " crates, per case	1 00

Red onions, in 75-lb. bags, per bag	1 50
Yellow onions, in 80-lb. bags, per bag	1 60
Green house water cress, per doz.	0 45
Green cucumbers, per bush, hamper	1 25
" " per half bushel hamper	0 80 0 75
" " per bbl	3 50
" " per doz.	0 40 0 50
Green cabbage, per doz.	0 60
" " beans, per bush	1 00 1 25
Waxed beans, per bush	1 00
Cauliflowers, home grown, per doz.	1 50
Green peppers, per basket	0 45
Michigan celery, per doz.	0 40
Canadian celery, per doz.	0 35

Fish.

All kinds of fish are in good demand. Oysters are naturally ruling the market and good prices are being obtained and a large quantity have been sold. On the 15th inst. lake trout went out of season and salt trout will now be in demand. The first ear of Manitoba dore and white fish frozen was due this week, also a car load of British Columbia salted salmon, the first to arrive, due Thursday. It will sell at from \$14.50 to \$15 a barrel. Large dealers fear that the heavy gales in the United States may affect the supplies of oysters and are governing themselves accordingly. Haddock and cod are selling well and are very plentiful. We quote:

Standard bulk oysters, per gal.	1 40
Selects	1 60
Shell oysters, bbl.	5 00 8 00
Fancy Malpecques	8 00 9 00
Caracuet	4 00 5 00
Dressed bullheads	0 09
" " perch	0 08
Haddies	0 07
Blonters in boxes, 100 fish	1 25
Kipperd Herring in half boxes	1 00
Smoked herring, per box, new	0 15
Fresh haddock, per lb.	0 04
Pike, " round and dressed	0 06
Halibut, per lb.	0 11
Gaspe salmon, fresh frozen	0 15
B. C. Salmon, fresh	0 14
Fresh steak cod	0 06
Market cod	0 04
Whitefish	0 08
Dore	0 07
No. 1 Labrador herring in 20-lb. pails	0 80
No. 1 Herring, Labrador, per bbl.	5 45 5 50
" " half bbl.	3 00 3 25
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring	1 00
" " per keg	0 65 0 75
Holland herring, per keg	0 65 0 75
No. 1 Salt mackerel, pail of 20 lbs	2 00
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
" " fish	0 05
" " loose, in 25 lb. boxes	0 04
Pure Georges cod, 40 lbs	0 07
Skinless cod, cases 100 lb. (new)	5 00
Green Codfish, (200-lbs.) No. 2	6 50 7 00
" " No. 1	7 00 7 50
Large " Labrador Salmon, half bbl.	9 00
" " (200 lbs.) bbls.	17 00
" " Large (300 lbs.)	25 00
Sea Trout in bbls, 200 lbs.	9 00
" " half bbls.	5 50
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	1 00
Canadian sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz.	2 25

Country Produce.

EGGS.

There is a good demand for eggs and the receipts have not been large. The bulk of the arrivals were on account of through shipments. No large quantities, however, have changed hands and prices are firm at 21 to 21 1-2c for straight gathered stock, and at 19 to 19 1-2c for good straight cold storage eggs, while No. 2 grade and pickled eggs were quoted at 17 to 18c per dozen. Jobbers did considerable business in selected stock at

24c and in Montreal limed eggs sold at 20c per dozen.

BEANS.

The bean market is quiet and no new feature has developed. We quote:

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

POTATOES.

Potatoes are in excellent demand and are selling in a jobbing way at 70c to 75c per bag. In carlots good stock are selling at 43 to 50c per bag and the very best at 60c to 62c.

HONEY.

No change has taken place in the honey market. There is a slow demand. We quote:

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

MAPLE PRODUCTS.

A slight improvement has taken place in the demand for maple products. We quote:

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

HOPS.

Prices are nominal for hops and the market is inactive. We quote:

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

Flour and Feed.

FLOUR.

The flour market is very firm and plenty of business is being done. Prices have not changed. We quote:

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

FEED.

Some slight fluctuations have taken place in the feed market, but bran and shorts had a tendency to advance. Prices are quoted slightly increased. We quote:

Mouillie	23 00	28 00
Ontario bran, in bulk	17 50	18 20
" shorts		19 00
Manitoba bran, in bags		19 00
" shorts		21 00

ROLLED OATS.

No change has taken place in the price of rolled oats. The demand is good. We quote:

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

HAY.

Hay is in better demand and prices are slightly firmer. We quote:

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

Dairy Produce and Provisions.

A good business has been carried on in all kinds of provisions. The decline in Canadian bacon on the foreign market has been improved by an advance of a shilling. A fair volume of business continues to be done in all lines of cured meats and lard. The market is moderately active with a steady undertone. For dressed hogs the demand is fairly good and sales of fresh killed abattoir stock were made at \$7.25 to \$7.50 and country dressed at \$6.75 to \$7 per hundred lbs. We quote:

Canadian short out mess pork	\$17 00	\$18 00
American short out clear	16 80	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
" Boar's Head " brand, tierces, per lb.		0 07½
" " " 60-lb. fancy tubs		0 07½
Cases, 20 3-lb. tins, per lb.		0 08½
" 12 5-lb. tins "		0 08
" 6 10-lb. tins "		0 07½
20-lb. wood pails, each		1 52½
20-lb. tin pails, each		1 42½
Wood net, tin gross weight—		
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

CHEESE.

Not a great deal of activity has been noticed in the cheese business, although the market has been strong in tone. Holders do not seem anxious to sell. The general price current was around 10c and some extensive transactions were heard of at this price. The finest Fall cheese are nominal in the absence of transactions.

BUTTER.

The butter market is very steady and there is a ready sale for anything of good quality and flavor at 20c upwards for creamery. Undergrade stock ranges down to 19c according to grade. Dairy butter sells for about 16c.

For Last Minute Quotations, Quebec Markets, see page 42.

ONTARIO MARKETS.

Toronto, Nov. 17, 1904.

Groceries.

A FAIR to good business during the week under review is reported by Ontario wholesale grocers. Comparing the volume of trade, however, with that of last year a slight decrease has been experienced, the lull being perhaps accounted for by the fact that the wholesale trade has just experienced an un-

usually successful Summer's trade and it is surmised that the retail trade bought more for future requirements than usual earlier in the season.

Orders booked for the close of navigation are pretty well filled, the last boats being scheduled to sail on or about November 25. New crop foreign dried fruits continue to interest the wholesale trade; the bulk of supplies for the holiday trade are now in hand and are being rapidly distributed.

The item of chief interest in grocery circles is another advance of 25c in refined during the week, distributed as follows: 10c on November 10, and 5c and 10c on November 12. This is the second advance within two weeks, which is without precedent in the history of Canadian trade. The advance caused a mild panic on the street Saturday since the trade was of the opinion that the upward level had been reached. Some buying at present quotations is reported although in the face of the extreme high prices ruling even wholesalers are disposed to buy from hand to mouth and for present requirements only. At the close of the market beets are still advancing; raws have gone up 1-16 in New York and the refined market is reported as very firm.

Canned goods are steadier than last week, importations of corn and tomatoes from the United States being hinted at in the near future. Glucose has advanced 10c in Chicago. Teas and coffees are without special feature except that the firm tendency of Rio continues.

CANNED GOODS.

Canned goods are steadier than they have been for some weeks, the immediate requirements of the retail trade having been pretty well met. Some weeks ago the question was whether there was going to be enough corn and tomatoes to go around; this has been settled for the present. One or two houses are holding tomatoes as high as \$1.30 on account of the curtailed pack. The opinion is expressed that stiff advances may be expected next Spring and Summer when stocks will require replenishing. In this event the trade would not be surprised to see importations of corn and tomatoes from the United States, which has only happened once or twice in the history of the Canadian trade.

The usual demand for canned fruits and vegetables continues. A firm market rules in salmon, supplies of which, including cohoes, etc., have been arriving

DRIED FRUITS

California Seeded Raisins

Boxes 36/16 oz. cartons.

"RED RIBBON"	7c.
"GAZELLE"	7½c.
"GRIFFIN"	8c.

California Evaporated Fruits

Boxes 25 lbs.

Griffin Stella Brand

Apricots	13½c.
Peaches	11c.
Pears	13c.

California Prunes

Boxes 25 lbs.

Fancy Santa Clara

Griffin, 40/50	7c.
Griffin, 60/70	6c.
Griffin, 80/90	5c.

Oregon Prunes

Boxes 25 lbs.

Fancy Evaporated Italian

Pheasant, 30/40	8½c.
Pheasant, 50/60	6½c.

Currants

ADONIS, Fine Filiatras, uncleaned, half cases	4¾c.
VENUS, Fine Filiatras, cleaned, half cases	4¾c.
OLYMPUS, 50/1-lb cartons	5½c.
JUPITER Vostizzas, ¼ cases	6c.

Eleme Table Figs

	Per box.
12-oz., 2 inches, cases 350	\$0 06½
16-oz., 2¼ inches, cases 360	0 08½
10-lb., 2 inches, cases 36	0 70
10-lb., 2¼ inches, cases 42	0.85
20-lb., 2¼ inches, cases 18	1.70
28-lb., 2¾ inches, cases 14	3.50

Bevan's Malaga Table Raisins

Connoisseur Clusters, boxes	\$2.50
" " ¼ boxes	0 80
Royal Buckingham Clusters, boxes	3.50
" " " ¼ boxes	1.10
Imperial Russian Clusters, boxes	5.00

**Trenor Valencia Raisins, English Peels, Dates, Comadre Figs,
Sultana Raisins.**

Mudon, Hebert & Cie.

Wholesale Grocers and Wine Merchants,

MONTREAL.

The Most Liberally Managed Firm in Canada.

Dairy Produce and Provisions.

The demand for smoked meats remains satisfactorily strong, but stocks have accumulated to a trifling extent and the result is a slump in prices of hams of a very minute nature. These trifling changes are not at all serious and are apt to be reversed the subsequent week. Hams are down a half cent. There is no change whatever among fresh meats, and the market is quiet. The prices for this week are as follows:

Long clear bacon, per lb.	0 08½	0 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Roll bacon, per lb.	0 09½	0 09½
Small hams, per lb.	0 12½	0 13
Medium hams, per lb.	0 12½	0 13
Large hams, per lb.	0 11½	0 12
Shoulder hams, per lb.	0 15	0 16
Backs, per lb.	0 15	0 16
Heavy mess pork, per bbl.	18 60	18 50
Short cut, per bbl.	18 60	18 50
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 08	0 08
" tubs	0 08½	0 08½
" pails	0 08	0 08
" compounds, per lb.	0 07	0 07
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	6 00	8 00
" front quarters	4 50	5 75
" choice carcasses	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	6 50	7 50
Veal	6 00	8 50
Hogs, light	6 75	6 75

POULTRY.

As The Grocer predicted last week, there is no shortage of poultry. As would naturally be expected, prices have strengthened under the holiday demand but stocks are sufficiently large for present supplies. Hens are weaker in price as the quantities offered are overwhelmingly large. Chickens, too, are in abundance. Turkeys are less plentiful but will not prove an obstacle to a ready market. We quote:

Chickens, spring	0 09	0 10
Hens	0 06	0 07
Geese	0 08	0 09
Turkeys	0 14	0 15
Ducks	0 09	0 10

BUTTER.

The shortage in supplies of creamery butter is the only event worthy of notice in the butter market. This has advanced the price fully a cent. A large western creameryman says that he was offered 21c for all the solids he could produce in the next two weeks. Within a couple of weeks the position of cream-

ery will be easier, as the Winter factories are just starting, and when in full swing larger supplies will be coming forward. Dairy butter is offered in fair quantities. We quote:

Creamery prints	0 21	0 22
" solids, fresh	0 20	0 20½
Dairy prints	0 16	0 18
" in tubs	0 14	0 17
" large rolls	0 16	0 17

CHEESE.

Cheese is the most interesting feature of the dairy markets. With the few straggling boards which were not closed this week, running, and the price up to 10 5-16, there was no possibility of 9c cheese. The English dealer found he had to pay more or go without, and the result is that quotations are up a half to three-quarters of a cent. The factories are all closed now, and dealers have control of the market. There is no more speculation as to how much the factories will produce, and the dealer is encouraged to ask a good figure. There is, however, no danger of last year's level being reached. Stocks are too large for that. We quote:

Cheese, large	0 10	0 10½
" twins	0 10½	0 10½

A WORK OF ART.

The Grocer is in receipt of a sample label of "Red Feather" brand tomatoes which are being offered to the trade by W. H. Gillard & Co., Hamilton. This firm evidently appreciates the value of attractive packages and wrappers, its "Red Feather" label in red, white and gold being one of the handsomest and most artistic that has ever been placed on the Canadian market.

WANT DRESSED POULTRY.

The Canadian Cannery, Limited, are now ready to receive dressed poultry at the following factories, viz.: Aylmer Canning Co., Aylmer; Kent Canning Co., Chatham; Simcoe Canning Co., Simcoe; Simcoe Canning Co., Hamilton. Shippers are recommended to write for full directions as to packing and shipping to the Canadian Cannery, Limited, 39 James street south, Hamilton, and to forward to the nearest factory.

CHEESE AND BUTTER EXPORTS.


Butter, week ending November 13th, 1904.	
Liverpool	1,253
Manchester	448
Glasgow	1,382
London	1,069
Bristol	8,077
12,169	
For the corresponding week of last year the exports were..... 5,606	
Total butter exported since May 1st this year..... 478,294	
During the same period of 1903..... 333,054	
Cheese, week ending Nov. 13, 1904. Boxes.	
To Liverpool	30,885
" Manchester	7,145
" Glasgow	3,010
" London	26,967
" Bristol	36,912
104,919	
Total for the corresponding period of last year.... 50,896	
Total exports since May 1st to date..... 2,015,736	
For the corresponding period of 1903..... 2,291,208	

LAST MINUTE PROVISION MARKET.

Montreal, Wednesday, Nov. 16, 12.30 p.m.
BUTTER—Steady; export trade light; Liverpool cable says slow market. Finest grades 19½ to 20¼c; ordinary finest, 19 to 19½c; medium grade, 18 to 19c, and western dairy at 15 and 16c.
CHEESE—Country boards ended. Market inactive. Holders do not want to sell. Ontario Fall white 10c to 10½; colored, 10½ to 10¾c; Quebec 9½ to 9¾c
EGGS—Firm market; selects new laid, 24c; straight gathered, candled, 20c; No. 2, 14 to 15c per doz.
PROVISIONS—Plenty of receipts; steadiness rules; no change in recent values. Lard is active, kettle rendered 8½ to 9¾c. Hams 12c to 13c. Bacon 12c to 13c.

EAGLE
Baking Powder
 Awarded BRONZE MEDAL at Quebec Provincial Exhibition, 1904 ::
 This is another evidence of merit of Eagle Baking Powder.
 Agents wanted in every city and town where not now represented.
 Write
J. H. MAIDEN
Montreal

This is the Jelly the people are talking about. Wherever it goes we get orders for more.



Lipton's Table Jellies are made from the finest Calves-Foot Jelly, combined with Fresh Fruit Juices.

They come in Tablet form, are most convenient to use and act very quickly.

LIPTON'S JELLIES sell for 10c. retail at a good profit to the man behind the counter. People who try it "get the habit."

For information write to the Canadian Agents:
J. N. CREED & CO., Halifax, N.S., or **J. S. CREED,** Montreal

So Easy to Sell it.

You merely have to mention that you have Blue Ribbon Tea to assure your customers that they can have a good tea, a tea of even quality. This is why it pays a grocer to carry

Blue Ribbon Ceylon Tea

In Packages Only.

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

The purity and quality of your goods will go far to establish your business on a permanent basis. Especially is this true as regards the indispensable beverage of modern life—Coffee. **CHASE & SANBORN'S** Coffees will more than gratify your customers' expectation.

CHASE & SANBORN

The Importers, Montreal

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

AN OFFICIAL CHEMICAL ANALYSIS.

ONTARIO AGRICULTURAL COLLEGE,
 Guelph, Canada, Aug. 24th, 1904
 THE ONTARIO SUGAR CO.,
 BERLIN, ONT.

GENTLEMEN,—

We have analysed the ten (10) samples of your granulated sugar, also ten (10) samples of granulated sugar from the Eastern Refineries which you forwarded to us. The following are the average results:

	MOISTURE.	CANE SUGAR.
	%	%
Average of 20 samples	.0737	99.697
" 10 "		
Ontario Sugar Co.	.0727	99.698
Average of 10 samples, Eastern Refineries	.0747	99.697

These figures show, judging from the results obtained from the analysis of the sugars submitted to us, that the sugar manufactured by your company from sugar beets contains practically the same amount of moisture and cane sugar as that refined in the Eastern Refineries. What little advantage there is in both items is in favor of your sugar. Your sugar was crystallized smaller, but is fully equal in value to the so-called pure cane sugar made in the Eastern Refineries.

R. HARCOURT,
 Prof. of Chemistry,
 Ont. Agricultural College.

PEELS

John Gray & Co.'s
LEMON
ORANGE
CITRON
 Candied and Dripped.

SPECIALLY CLOSE PRICES

The Robert Greig Co., Limited
 Toronto

SELL

HEINZ

APPLE BUTTER



We never say to the housewife that our Apple Butter is better than home-made. She might be sensitive. It is, in ninety-nine cases out of a hundred, but we prefer she should find it out for herself.

You might just as well get the profit on the Apple Butter your customers use as let some huckster have it. Call up our nearest Branch or Agency.

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

MANITOBA MARKETS.

Winnipeg, Nov. 12, 1904.

NOW that threshing operations are practically at an end for this year, the many thousands of harvest hands have turned their faces eastward, and each train that passes through the city of Winnipeg from the Golden West is crowded with these laborers that have helped to thresh the great crop of 1904.

Trade for the past week has been very bright and active, and collections are now showing up to a better advantage.

Sugar.

The market for the past few weeks has been very active and bright and quite unsettled. We now quote a decline in sugar all around of 10c. Montreal granulated in barrels, \$5.30; in sacks, \$5.20, and yellow, \$4.70. Wallaceburg in barrels, \$5.20, and in sacks, \$5.10.

Evaporated and Dried Fruits.

The market continues very bright and active, quoting Trenor's brand of Valencia raisins at \$2.10 per case; prunes, 90-100 at 4½c. per lb.; 80-90 at 4¾c. per lb.; 70-80 at 5¼c. per lb.; 60-70 at 5¾c. per lb.; 50-60 at 6½c. per lb.; and 40-50 at 7¼c. per lb. Currants, which are now available, are quoting uncleaned Filiatras, loose pack, at 5¼c. per lb.; dry cleaned Filiatra, 5½c. per lb.; wet cleaned at 6¼c. per lb. and 1-lb. package dry cleaned at 6½c. per lb. New evaporated apples are now on the market and are listed for 50-lb. cases at 6¼ to 6½c. and for 25-lb. cases at 6¾c.

Canned Fruits.

All lines of canned fruits are comparatively firm, quoting as before strawberries at \$3.25 per dozen in case, and raspberries \$3 per dozen in case and Upton's and Aylmer Jams in pails at 47½c. per pail. Canned peaches and pears are still quoted as follows: Peaches, 2-lb. yellows, at \$3.75 per case; 4-lb. yellows, at \$5.75 per case; and pears, 2-lb. F. B., \$3.25 per case, and 3-lb. F. B. at \$4.25 per case.

Canned Vegetables.

A general firmness holds the market with the exception of tomatoes. This line has been somewhat unsettled as to price and is now quoted \$2.90 to \$3 per case. Canned corn holds the price good at \$2.50 per case; canned pears at \$1.80 per case and canned beans at \$1.80 to \$1.90 per case.

Canned Fish.

The shipments of the catches of sock-eye salmon now on the market are still being quoted at \$7 per case and Digby chicks at 17c. per box.

Lye.

Gillett's lye has now advanced, and the upward turn shows that the market

There may be Beans on the market which can be bought for less money, but there are none which can give the satisfaction to a customer that

**CLARK'S
Pork and Beans in Chili Sauce**
always has and always will.

No saving by buying cheap goods will repay you for a dissatisfied customer.

HANDLERS OF FINE GROCERIES!

Setna's CHUTNEYS

are the finest goods of this kind manufactured - your particular customers will relish them.

Guava Jelly —Pts. } These goods stand at the head of
Mango Sauce —Pts. } all similar goods and are a revelation — quality finest.

Martin's Fine Shelled Almonds Newly Arrived.

ASK FOR QUOTATIONS.

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

EPPS'S

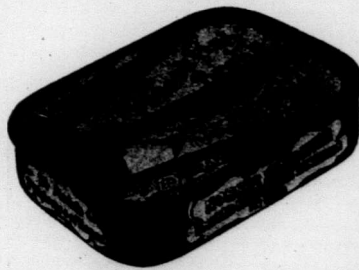
GRATEFUL.
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA



All Grocers Should Stock
THE STAVANGER PRESERVING CO.'S

Crossed Fish Brand

Norwegian

Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA

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

is back at the old quotation, the price list holding Gillett's lye at \$4.10 per case.

Flour.

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

Honey.

The market is still very bright and active, and all the new stocks of honey

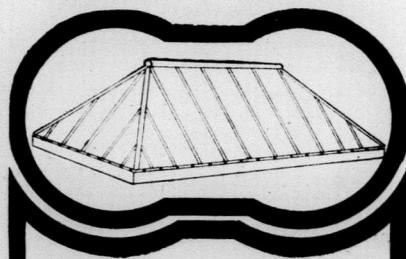
now on the market are of a very fine quality, quoting 5-lb. tins at 13c. per lb., 10-lb. tins at 12½c. per lb. and 60-lb. tins at 11c. per lb.

Cornmeal.

The demand is strong and the market continues very firm, quoting cornmeal at \$1.75 per sack and 80c. per half sack.

Rolled Oats.

The market is active, but prices continue quite firm, quoting 80-lb. sacks at



Metallic Skylights

The acme of Skylight perfection!
We make them from hollow bars of Copper or Galvanized Steel—in styles and sizes to suit all kinds of roofs.

They are very strong, and unaffected by cold or heat, as there is neither contraction nor expansion—and, if glazed with our fire-proof wired glass, they are absolutely fire-proof.

METALLIC ROOFING CO.,
Limited,
Wholesale Manufacturers,
TORONTO, CANADA.

Butchers, Merchants and Hide Buyers

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

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

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

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

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

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

"Mary, Mary, Remember Your Canary."

The mother meant, doubtless, that it should be fed with

Brock's Bird Seed

NICHOLSON & BROCK, TORONTO

\$2.35, 40-lb. at \$2.30 and 20-lb. at \$2.35.

Green Fruits.

The market is active and bright, quoting Florida oranges at \$6 per case, California lemons at \$6.50 per case, Washington pears (Winternellis) at \$3 per case, Ontario Fall apples \$2.75 per barrel, Ontario snow apples at \$4 per barrel, Quebec (Fameuse) snow apples \$4.50 per barrel, fancy XXX Spies and Kings \$3.50 per barrel, Greenings and other varieties \$3.25 per barrel, Malaga grapes \$7 per keg, Ontario basket grapes, green and blue, 23c. per basket; native onions, per lb., 2½c.; celery, per dozen bunches, 50c.; Spanish onions, small cases, \$1.50; large cases, \$4.50; and oysters (standards) (selects) per gallon, \$2.25; Chinese figs, \$2 per case; dates, 5½c. per lb. and California figs \$1 per 1-lb. package.

Eggs.

The demand continues very heavy and the supplies from the country are still very much limited. The market now quotes eggs in advance of last week's price list, and the upward turn now puts eggs out to the trade at 25c. per dozen for the fresh gathered.

Dairy Produce and Provisions.

BUTTER.

A prevailing activity is quite noticeable in the butter market and the demand is very heavy for all available stocks. We quote fresh creamery per lb., 27c.; creamery, per lb., 24c.; dairy, per lb., 21c.; and tub dairy, per lb., 16 to 18c.

CURED MEATS.

The market continues bright and firm with a good demand in all available stocks. Our quotations are as follows:

Hams, per lb.	0 14
Breakfast bellies, per lb.	0 13½
Breakfast backs, per lb.	0 10
Shoulders	0 08½
Picnic hams, per lb.	0 08½
Long spice rolls, per lb.	0 10½
Long clear rolls, per lb.	0 08½
Dry salt backs, per lb.	0 09½
Short spice rolls, per lb.	0 10

LARD.

The market is now quite firm and active. Our quotations are as follows:

Lard, 50-lb. pails	4 85
" 20-lb. "	2 05
" 10-lb. "	6 20
" 5-lb. "	6 35
" 3-lb. "	6 40
" compound, in 20-lb. pails	1 65

NOVA SCOTIA MARKETS.

Halifax, N.S., Nov. 11, 1904.

THE chief activity at present is in dried fruits, which are moving out very satisfactorily. There has been a little flurry in wholesale circles here owing to the efforts made by a few jobbers to corner all the Merles best quality raisins on this market. Other jobbers claim that this attempt was not fair to them, and some days ago it looked as if price-cutting would be adopted as an act of retaliation, but,

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

YEARLY CONTRACT RATES.

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

TENDERS FOR GROCERY STOCK.

TENDERS will be received by the undersigned, up to the 3rd day of December next, for the sale of a stock of groceries, provisions, stationery, etc., lately managed by the late Archibald Butter, of Priceville. The stock lists, which can be seen with the undersigned, amount to \$827.43. The highest or any other tender not necessarily accepted. Terms of sale, \$100 on acceptance of the tender and balance within 10 days when stock will be handed over. Send sealed tenders to Sarah R. Butter, Priceville. (49)

FOR SALE.

FOR SALE—First-class family grocery; established 14 years; prosperous city; stock a d fixtures under \$2,000; yearly turnover \$45,000; easily increased; must be sold; owner's health failed. Apply Box 196, CANADIAN GROCER, Toronto. (47)

AGENCIES WANTED.

COMMISSION AGENT with At connection in Montreal and district, is open for a few extra lines in grocers' sundries; able to give satisfaction to principals. Address L.L.S. Box 195, CANADIAN GROCER, Montreal. (51)

AGENT'S WANTED.

SUTCLIFFE & BINGHAM Limited, "Kkovah" Works, Manchester, Eng., manufacturers of the well known "Kkovah" specialties—jellies, custards, bland manges, candied peel, marmalades, etc.—are prepared to open depots in Toronto and Winnipeg; applicants may hold other agencies, but must be in a position to frequently cover ground allotted, and in regular touch with wholesale and all good retail buyers; only men willing to devote a good proportion of their time and best services, able to provide substantial security covering all the responsibilities of the position, need apply. Terms are:—Fixed allowance and liberal commission, with depot expenses paid. All applications treated in strict confidence. (48)

IRISH.

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

Established 1870. 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on every package. That's all! Product of the
Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.

fortunately for all concerned, wiser counsels prevailed.

Sugar stock has gone up considerably in consequence of the enforcement of the dumping clause, which has effectually prohibited the importation of American refined sugar and given Canadian refiners much more complete control of the local market. Formerly sugars refined "in bond" in the United States were passed through the customs here at the bonded valuation, but the interpretation put upon the dumping clause is that the value for duty must be the actual selling price on the American market. This means that the Canadian duty has to be paid on the United States duty as well as on the value of the commodity itself. This increases the cost of American refined sugars laid down here by one half cent a pound, which, under the present conditions, is prohibitory.

Such importations as have been made since the first of October have paid the added duty under protest, and an attempt is being made to have the present ruling set aside. In the meantime all importations of sugars refined in the United States have been discontinued.

The local refinery has been an active buyer of raw sugars in the West Indies during the last week or two in anticipation of a sharp advance in the markets there.

The flour market keeps very firm. The Winter freight rates have now gone into effect, which adds nearly 20 cents a barrel to the cost of laying flour down at the seaboard, and, therefore, even should conditions become slightly easier at the mills, the market here would be slow to respond. One of the Manitoba milling companies has been pushing very actively for business in the Maritime Provinces of late. By extensive advertising the consumer has been reached and possibly induced to buy. Whether from this reason or from the comparatively high price of Ontario flours, jobbers report that a much larger proportion of their orders call for Manitoba flour than during previous seasons.

Trade generally is in a normal condition, but collections are not up to the mark, especially in those districts affected by the hay shortage. In one little town and surrounding district last week \$6,000 was sent out in payment for hay from Quebec. In other years the district had sufficient hay for the home needs and considerable for export.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Nov. 13, 1904.

FALL business is quite active. Our people look forward to a good Winter, the outcome of increased Winter port business. It means a great deal to our laborers in particular,

though all of course share in the benefit. The amount of provisions required for the steamers, both for sailors and passengers, and for the large cattle shipments, means large local expenditure. In the local market it means high prices for poultry, particularly turkeys.

There is some feeling against the condition the Government allows the sugar matter to remain in. It is most unfair to ask the merchants to make entries subject to possible changes. There should be a definite statement so the trade will know just where they are. Once an entry is made, the Government should collect no further duty. The goods are put right into consumption and the merchant has no chance to prevent a loss. In any line once a merchant pays the duty demanded the Government should have no right to collect any further amount. This is a particularly unpleasant situation. Markets are generally firm, particularly dry fish.

Oil.

The business in burning oil this season has been very large. Prices have remained unchanged. Now the oil men are looking forward to Spring business in lubricating and paint oils. The outlook for lubricating is not particularly bright. Linseeds for future are quoted low. Cod oil is still unsettled.

Salt.

The Winter port business is now opening and there will be more frequent arrivals of Liverpool coarse salt. Fair stocks are held. Prices are firm. In fine salt there is a very light sale for Liverpool factory filled, particularly at this season.

Canned Goods.

Prices are firm in all lines except gallon apples. In corn and tomatoes dealers are not getting their full purchase, and those who ordered from the association after July are not likely to get any. Prices will have to advance. Peas are quite plentiful. Fruits are in but a limited stock. Meats are finding less demand. In salmon the market is well supplied. Domestic fish are a fair pack and prices remain unchanged.

Green Fruit.

Business is rather quiet. The cold weather, of course, affects shipments. Apples are perhaps a little firmer, but remain cheap. Quality generally is good. Oranges show a fair sale with Jamaicas supplying the market. Lemons are rather poor quality. In grapes it is late for Ontario fruit, though some are still offered. The Malaga grapes received are particularly good. Cape Cod cranberries have a steady sale at even prices. Sweet potatoes have just a fair demand.

Sugar.

The market is very firm and a further advance is expected. Quite large quantities of foreign sugar have been bought.

Dealers are very anxious to know what the Government intends to do in regard to the duty. The present situation is most unfair to the trade.

Molasses.

Prices are unchanged. While there is not a large stock of Barbadoes, Porto Rico is in ample supply. Some very nice Trinidad is offered.

Fish.

Receipts of dry fish are very light, the smallest in many years. Prices are very high. The high price of dry cod helps the sale of pollock. The West India market is good for all lines of fish. Pickled herring are scarce and high. Some few eastern herring are offered. Smoked herring are the one line sold at reasonable figures. There are quite free receipts. Boneless fish are low compared with dry fish.

Flour, Feed and Meal.

In flour the market continues very firm. Dealers have difficulty in getting goods forward on account of a shortage of cars. Oats and oatmeal are firm. Cornmeal seems scarce, with prices fully maintained. Beans are somewhat unsettled. This is quite a market for yellow-eye beans. Barley is but a fair sale. Peas are scarce and there is but a limited demand.

Dairy Produce and Provisions.

In barreled pork prices are rather higher. While there is a rather better sale the business is a small one. Beef has but a light sale; there is no change in price. Pure lard is firm at rather higher price. Refined lard is easy. Smoked meats are quite firm with demand supplied locally. In fresh beef prices are low. Lamb is rather firmer. Mutton is dull. Veal has but a light sale. Pork is low. Poultry holds at full figures.

Meas pork, per bbl.....	\$16 00	\$18 00
Clear pork ".....	17 00	20 00
Plate beef ".....	13 00	14 00
Meas beef ".....	10 50	12 00
Domestic beef, per lb.....	0 05	0 07
Western beef ".....	0 08	0 09
Mutton ".....	0 04	0 05
Veal ".....	0 06	0 07
Lamb, ".....	3 06	0 07
Pork ".....	0 05	0 07
Hams ".....	0 12	0 13
Rolls ".....	0 10	0 13
Lard, pure, tubs ".....	0 08	0 09
" " pails ".....	0 09	0 09
Refined lard, tubs.....	0 08	0 08
" " pails.....	0 08	0 08

BUTTER.

Butter is firm. Best stock is scarce and some western is being received.

Creamery butter.....	0 20	0 22
Best dairy butter.....	0 18	0 20
Good dairy tubs.....	0 15	0 17
Fair.....	0 14	0 15

EGGS.

Eggs are very firm and tending higher. Quality is good and some western are received.

Eggs, hennery.....	0 24	0 25
" case stock.....	0 20	0 21

CHEESE.

Cheese tends higher. Twins, for which there is a good demand, are scarce.

Cheese, per lb.....	0 10	0 11
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CROCKERY DEPARTMENT

A New Crockery Line for the Grocer.

A LINE of crockery which has already become exceedingly popular among the trade of the Maritime Provinces and which is to be heartily recommended to grocers all over the country is plain reinforced English tableware with monograms, crests, etc., to suit the taste of the individual buyer.

The Grocer has repeatedly urged members of the retail trade individually to take up a specialty as a means of rejuvenating business generally and creating new trade. The advantages to be derived from a crockery department in this respect are already known to many grocers. Plain tableware with stamped monogram, etc., for use in hotels, restaurants, fraternal organizations, church societies, is recommended as a specialty within the crockery department, which is worth the serious consideration of every grocer.

True it is something out of the ordinary, but then the enterprising grocer is always looking ahead for something

of this sort which will give him scope to exercise to the limit his powers of persuasion, the attractiveness being in proportion to probable margin of profits. In the average sized Canadian village or town to-day there are from one to half a dozen hotels, a similar number of church societies, and as a rule one or two friendly societies and fraternal organizations. The grocer has only to advertise the fact that his store is the headquarters for the tableware in question, and it is simply a matter of personal canvass before he secures orders from the leading societies in his town. The objection is made in the case of hotels that ordinarily they have already invested in cheap stock patterns. It is no secret that such ware as the latter is very fragile and needs constant replenishing. Here is the grocer's opportunity to emphasize the economical advantage of buying tableware that possesses lasting qualities and which

may be duplicated at will. Another feature which cannot help but appeal strongly to "mine host" is that of having something unique and characteristic of his house.

The same arguments can be used with redoubled force in soliciting fraternal organizations and clubs, while the durability of this class of tableware as manufactured in Great Britain at the present time is its strongest point in the eyes of restaurateurs and church societies. Another class of customers that might be followed up is the young married couples who can easily be persuaded to inaugurate their housekeeping arrangements by investing in a dinner service with individual monograms, etc.

One grocer may raise the objection that although these suggestions may be all right theoretically they can not be put into practice with profit to the retailer. It will not be denied that the annual value of the turnover of crockery to one family cannot be very large; at the same time the aggregate of crockery sold to all the families in a neighborhood is considerable and represents a good margin of profit.

It's wasting time

arguing against every-day facts— one of which is that the consumption of Condensed Milk is increasing by leaps and bounds.

The superior and always uniformly pure

**Borden's "Eagle" brand
Condensed Milk and
"Peerless" Evaporated Cream**

has been one of the leading factors in obtaining the confidence of the public and the trade—

TRY OUR BRANDS AND JOIN THE PROGRESSIVE PROCESSION.

Selling representatives

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN, Halifax, N.S.	SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.	SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

RETURNED

MAY 4 1905

*To Owner
Call Book 34
Page 35*



JARDINIÈRES

for Christmas Trade

We have just received a consignment of Jardinières to be disposed of immediately in quantities to suit the purchaser.

**Special price of
\$12 per dozen or \$1 each.**

Large enough to hold a 7½-in. pot.

Fine good value.
Mail Orders promptly filled.
Don't let this bargain go by.

E. W. KLOTZ,
24 WELLINGTON ST. W.,
TORONTO.

French China
English Pottery
Silverware
Cutlery

Jardinieres
Vases
Lamps
Cut Glass

This will be a record

CHRISTMAS

for fine goods.

THE JOHN L. **CASSIDY** CO. LIMITED
MONTREAL.

NO CHINA SHOP

NOR GROCER SELLING CROCKERY
WILL HAVE THE

**BEST THE MARKET AFFORDS
FOR CHRISTMAS GIFTS**

UNLESS INCLUDED IN THE STOCK IS

SCOTCH MOTTO WARE

A MOST "FETCHING LINE."

EVERYBODY LIKES IT—
PRICES VERY REASONABLE.



WE CAN SEND YOU
\$1.00 or \$100.00
WORTH, OR MORE,
TO SUIT YOUR NEEDS.

BARNARD & HOLLAND CO.
MONTREAL

Fancy China Fancy China

**OPEN STOCK and
ASSORTED PACKAGES**

Large Assortment. Newest Designs. Lowest Prices.

If you wish a bright line for the Holiday
Trade, write us for prices and assorted
package lists. We can suit you.

Taylor & Mulveney

Wholesale Crockery, HAMILTON, ONT.

**You
and Anybody**

may have our sodas—we do not forbid them to any grocer. Rather do we endeavor to have all grocers sell

**PERFECTION
CREAM SODAS**

—it rests more with the grocer than with us. We are willing to supply them, and we are doing our best to make the grocer willing to order them.

We are making progress.

Your order please

3-lb. Cards or Tins.

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

**FINKLE & ACKERMAN
BOWMANVILLE, ONT.**

Mfr's choice grades

Evaporated Apples

**FISH and OYSTERS
WHOLESALE.**

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

NEW MONTREAL BY-LAW.

An amended by-law has been passed by the Municipal Council of Montreal in regard to the inspection of bread. According to the new regulations all bread wagons must be covered and certain hygienic measures must be observed in bakeshops. Further, it shall be unlawful for grocers or other persons to expose for sale outside of their stores, bread or flour or any other food article liable to be contaminated by exposure to the open air; the same shall be kept inside the stores, in proper receptacles, closely covered, and according to the directions of the said inspector or inspectors. Bakers, pastry-cooks and confectioners shall obtain a certificate from the bread inspector before taking out a license.

THE PRICE OF BREAD INCREASED.

French bakers of the city of Montreal advanced bread half a cent per two-pound loaf on Monday, November 14. The English bakers advanced their prices some time ago, basing their action no doubt upon the high price of flour. The new scale will make the price at the rate of 8c and 9c per loaf, which has been the price charged for some time past by the English section of the trade.

MANUFACTURERS AND EXPRESS COMPANIES.

AT the last monthly meeting of the Montreal branch of the Canadian Manufacturers' Association one of the principal items of business discussed was that of carriage by express or freight. The general opinion was that the importer who wishes to receive goods within reasonable time after shipment should have them sent by freight.

In support of this, a committee was appointed which will wait upon the American Express Company and the collector of customs to register complaint in regard to the delay of express parcels going through the customs examining warehouse.

To further place themselves on record regarding the matter the association passed a resolution as follows: "That in the opinion of the executive committee of the Montreal branch of the Canadian Manufacturers' Association, it is advisable that the express companies should be placed within the jurisdiction of the Railway Commission."

A report was received in the meeting to the effect that the Dominion Trades and Labor Congress will not consent to the presence of the National Trades and

Labor Congress at the special conference with the Manufacturers' Association, which the former requested some time ago.

It is probable, therefore, that the manufacturers will give the National Congress a separate conference.

OTTAWA NEWS.

S. J. Major, wholesale grocers, Ottawa, owing to increased business have been obliged to secure additional premises and have opened a large bonded and excise warehouse and general storage branch at 128 York street. The building is three storeys high, 100 feet long by 40 feet wide. The company's sample room and offices will be enlarged at the beginning of the new year and the sample room made into one of the finest in the country.

DEATH OF PROMINENT HAMILTON GROCER.

The Grocer regrets to have to chronicle in this week's issue the death of Mr. T. Hazell, one of Hamilton's most enterprising retail grocers and most highly respected citizens, which occurred on November 11.

The deceased was born in Northern Chepstow, Monmouthshire, on May 25, 1865, but spent the early portion of his life at Ilfracombe, Devonshire, from which place he came to Hamilton, as a young man, with his parents. Shortly after his arrival here he went to work for Mr. Thomas McKay, grocer, on the northwest corner of King and MacNab streets. On the death of his employer he bought the business, assuming control for himself in 1888. Since that time his success has been the talk of Hamilton business men, and those with whom he had dealings say that no other man could have done so well. The business that he leaves to-day was owned and controlled by himself absolutely.

RETURNED TO BUSINESS.

Mr. A. Allard, of Provost & Allard, Ottawa, who has been confined to his house during the past six weeks by a severe attack of rheumatism, is again on duty. Though still not entirely recovered and requiring the assistance of a cane in getting about he is making strenuous efforts to attend to business.


Mr. Ransford, of R. & J. Ransford, salt manufacturers, Clinton, Ont., was a caller at the Toronto offices of The Grocer this week.

COWAN'S COCOA Maple Leaf Label Our Trade Mark

**COWAN'S CHOCOLATE, CAKE ICINGS,
CREAM BARS,
and COWAN'S famous MILK CHOCOLATE**
are absolutely pure goods.

THE COWAN CO., LIMITED, TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

The best substitute for
chocolate is chocolate
and the best chocolate
is

MOTT'S

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

J. A. TAYLOR,
MONTREAL.

SELLING AGENTS:
R. S. MCINDOE,
TORONTO

JOS. E. HUXLEY
WINNIPEG.

GOOD GOODS

Our Place In the Canadian Trade

When we began to make Confectionery,
we went in to do it right.

The highest possible quality
was our standard. To-day it is generally
agreed among the trade that

Stewart's Fine Chocolates and High-class Confectionery

are without a peer.

Such is the place we occupy in the trade of Canada.

A. J. STEWART, LIMITED,

TORONTO.

Your Customers' Health

is a matter of interest to you. Sick people's accounts are hard to collect.
If you hear a cough suggest at once that best of Cough Remedies—

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

The most successful remedy for Coughs and Colds.
Mathieu's Nervine Powders are a safe cure for Headaches, Neuralgia, Fever
with or without colds.

* J. L. MATHIEU CO., Limited, Propr's, SHERBROOKE, P. Q.

New Dates
 Hallowee, Sairs and Fard
Layer Raisins
New Grenoble Walnuts
New Tarragona Almonds

McWILLIAM
Mc. AND E.
 EVERIST

TORONTO, - - ONTARIO
 Long Distance Telephone Main 645
TERMS CASH.

Florida Oranges
Jamaica Oranges
Messina Lemons
 Also Full Line of Seasonable Goods

The _____
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
 Cor. Market and Colborne Streets. **TORONTO**

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
 5 and 7 Market St., **HAMILTON**

IN STOCK
New Figs **Spanish Onions**
 Celebrated Camel Brand.
Jamaica Oranges Malaga Grapes
 Bbls. or boxes.

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

HUSBAND Bros. & Co.
 Wholesale Fruit and Commission Merchants.
 82 Colborne St., **TORONTO.**

GREEN FRUITS

Hamburg as a Market for Canadian Apples.

THE following information concerning the possibilities of Hamburg as a market for Canadian apples may prove of interest to Canadian apple

shippers:

Taking the figures for four years as a criterion. Germany imports on an average about 126,869 tons (of 2,240 lbs) of apples per year, valued at \$12,942,423. These are received chiefly from Austria, Italy, Netherlands, Switzerland, United States and Canada. The part played by the two latter countries being shown in the following table:

EXPORTS OF APPLES TO GERMANY.

From Canada.		From United States.	
Year ending June 20.			
Bbls.	\$	Bbls.	\$
11,977	31,929	1898	84,136
12,050	29,501	1899	17,099
18,076	51,694	1900	64,086
5,088	11,902	1901	33,495
23	116	1902	21,873
10,819	25,085	1903	156,717
29,692	49,323	1904	440,260

CUSTOMS REGULATIONS.

No duty is levied on apples imported into Germany; but all shipments received from oversea countries are carefully inspected for "St. Jose Scale." In this connection Canadian exporters of apples to Hamburg are recommended not to ship more than 50 barrels or cases under the same marks, so that in the event of a lot being declared infected only 50 packages would be detained by the inspector, instead of the entire shipment.

HAMBURG THE PRINCIPAL MARKET.

Hamburg is the most important market in Germany for apples imported from oversea countries. The selling season extends from the end of September until March, but the best prices are usually realized from the first of October to the middle of December. The market then generally remains quiet until after January 15, when some improvement may be expected.

PACKAGES AND VARIETIES.

The bulk of the imported apples sold in Hamburg are packed in barrels, but boxes are preferred for fruit of first-class quality. When filled the barrels should weigh about 143 lbs. and the

boxes from 40 to 50 lbs each. The varieties most in demand are King, Baldwin, Ben Davis, Spy and Russet.

SELLING METHODS

The Hamburg fruit brokers dispose of the consignments they receive in much the same way as their confreres in Liverpool or London. Public auctions are held at which the different lots of apples are sold to the highest bidder. The broker's charges are as follows: 5 per cent. commission on sales, and 50 pfgs. (6 pence) per case or barrel to cover cost of warehousing, delivery, and Government inspection, the latter amounting to 20 pfgs. per package. Shippers wishing to know the names and addresses of fruit brokers in Hamburg may secure this information upon application to the Markets Division, Department of Agriculture, Ottawa.

Prunes Are Popular.

The exportation of prunes from the United States has grown rapidly in recent years, the total number of pounds exported in 1898, the first year in which a record was made by the bureau of statistics, being in round terms 16,000,000; in 1902, 23,000,000; in 1903, 66,000,000, and in 1904 will amount to about 74,000,000, valued at about \$3,500,000. Germany, France and the United Kingdom are the principal customers for this class of American fruit, the total quantity sent to Germany in the fiscal year 1903 being 18,500,000 pounds; France, 16,000,000, and the United Kingdom, 15,000,000, while Belgium took nearly 5,000,000 pounds, Netherlands nearly 4,000,000, and Canada about 4,500,000. Of the 66,000,000 pounds of prunes exported in 1903 9,000,000 went from San Francisco and 53,500,000 from New York, although they are chiefly the product of the Pacific coast.

Market for Apples in 3-lb. Tins.

According to commercial reports received by the Department of Trade and Commerce, Ottawa, there is a good opening in England for Canadian apples in three-pound tins. The fruit, however, must be firm, not pulpy or flaky. If properly put up it would find a ready sale in hotels and restaurants, where large quantities of pies are consumed

Banana Crop Damaged.

Details have come to hand in regard to the damage done to the growing banana crop by the recent storm in Honduras. It is thought that importations of bananas for the next six or eight months from this source will drop from 400,000 bunches a month to 200,000 bunches. Coming as it does at the very verge of the Winter business this shrinkage will be seriously felt in the fruit market.

Fruit Packed in Peat.

What is considered a highly important discovery has just been made in the matter of shipment of fruits, and it is believed that a solution has at last been found to the problem of transporting delicate tropical fruits over long distances.

Experiments have been made by a French firm under the auspices of the French Government in shipping fruit from the Island of Guadeloupe in the Lesser Antilles, to France, enveloped in a particular kind of peat or turf known as Dutch peat. Pineapples, bananas, mangoes, sapotas and other delicate fruits, have been taken when in perfectly ripe condition, enveloped in the fibrous substance, and after several weeks spent in transportation, unpacked at their destination in perfectly fresh and sound condition.

A successful outcome in regard to transportation of tropical fruits over long distances, at the same time preserving their original flavor, is of exceeding moment. At the present time fruit, in order that it may arrive in other than a state of putrefaction after a long journey, has to be picked not only immature but before the pulp has reached its full development and is still fibrous. Without maturity the full flavor never obtains.

Photographic Fruit.

No end of novel uses are likely to be made of the so-called "photographic fruit" that has just made its appearance in England. Already it is settled that at festive banquet boards in future a feature will be made of big apples containing on their rosy cheeks photographic imprints of the guest of honor, patriotic emblems, etc. The photographs are obtained by fixing on the green surface of the apple, before it is ripe, a photographic film. It is then fully exposed to the sun, and the film stencils itself, as it were, on the reddening skin.

HOMER REID
MEAFORD, ONT.

Wholesale dealer in and manufacturer of
EVAPORATED APPLES

Write for prices.

FLORIDA ORANGES

"Seal Brand" are without exception the nicest fruit arriving on the market.

Ripe, Sweet, and Juicy.

1st Car CALIFORNIA NAVELS

DUE THIS WEEK.

WRITE FOR PRICES.

WHITE & CO.,

Wholesale Fruit and Produce,
64 Front St. East.

TORONTO.

W. B. Stringer
J. J. McCabe

2 and 1

'Phone Office
Main 5672.

2 brands of LEMONS and 1 brand of ORANGES that will always please your customers. Ask your dealer for them.

LEMONS—"ST. NICHOLAS," Ex. Fancy; "KICKING," Ex. Choice.

ORANGES—Sweet Sonora "STAR" Brand Mexicans.

61 Front St. East
TORONTO

W. B. STRINGER & CO.

Agents
Fruit Brokers

Diamond Brand**MAPLE SYRUP**

High Grade

Moderate Price

All Wholesale Grocers

WESTERN ONTARIO HEADQUARTERS

FOR EVERYTHING IN FRUITS

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

CRANBERRIES Strictly Fancy, Early Blacks. Prices close.

Phone, Wire or
Mail Orders.

HUGH WALKER & SON

GUELPH, ONT.



This design a guarantee of quality.

FIBRE WRAPPING PAPER

STRONG, TOUGH AND STIFF

Will Carry all Kinds of Packages Safely to Destination.

WRITE US FOR
SAMPLES AND PRICES

CANADA PAPER Co.
Toronto LIMITED Montreal

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.
INGERSOLL

Established - - 1886

McDOUGAL & LEMON
OWEN SOUND

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

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

WRITE FOR OUR PRICES

Dried Fruit

cleaned and renovated by the
latest improved machinery
and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacramento Street,
MONTREAL.

Tel. Main 778.

A PROSPEROUS COMMERCIAL BODY.

THE quarterly meeting of the members of the Dominion Commercial Travelers' Mutual Benefit Society was held in the association rooms on Saturday, November 5, at 3 p.m. Mr. Alex. McA. Murphy, the president, occupied the chair.



A. MCA. MURPHY
President of the D.C.T. Mutual Benefit Society, Montreal.

The reports presented were of a very satisfactory nature and met with the approval of all present. The nomination of officers for the ensuing year resulted in the re-election of Mr. Murphy as president, Mr. Richard Booth as vice-president, and Mr. Charles Gurd as treasurer. The following were nominated as trustees: Joseph W. Rousseau, John E. Wright, John Hardie, J. H. Ferns and James Robinson. This action being unanimous, the society was freed from the necessity and expense of a competitive election. The total paid for death claims during the year was \$12,000.

Among those who addressed the meeting were David Watson, George Nann, J. S. N. Dougall, president of the parent association, and Mr. Fred Birks, the society's first president, who spoke in glowing terms of the progress the society was making. Fifteen members were admitted at a meeting of the trustees subsequent to the general meeting.

The Mutual Benefit Society was organized in January, 1886, for the purpose of providing commercial travelers with a safe, easy and economical means of making provision for their families in case of death. Organized on a strictly mutual basis, it has steadily grown from a very small membership in the first year until now, after 18 years' existence, the membership is over 1,100,

thus assuring the payment of \$1,000, which is the maximum.

The sum of \$170,000 has been paid in death benefits since organization. The affairs of the society, which are on a solid basis, have passed successively through the management of trustees, elected annually, who have shown capacity, energy and devotion, all freely rendered. The prospects for the future of the society are bright.

WESTERN WHOLESALE BROKERS' ASSOCIATION.

A MEETING of the wholesale grocery brokers of Winnipeg was held recently at the office of Ashley & Thompson to discuss matters of interest to the brokerage fraternity of Winnipeg and the Canadian West. The discussion developed the idea that it would be to the advantage of the brokers and the grocery trade generally if an association was formed. It was accord-



REG. W. GRAHAM
Secretary of the D. C. T. Mutual Benefit Society, Montreal.

ingly decided that such an association be formed, to be known as "The Western Wholesale Brokers' Association," and the following were elected officers for the ensuing year: Pres., J. Tees; vice-pres., E. Nicholson; sec.-treas., Geo. Adam; executive committee, Messrs. Gordon, Duncan, Carman, E. A. Scott and G. B. Thompson. The following firms were admitted as members and signed the roll: Buchanan & Gordon, Tees & Persse, Nicholson & Bain, Scott, Bathgate & Co., C. Duncan, Jos. Carman, Geo. Adam & Co., J. M. Scott, Jos. E. Huxley, J. H. Pennock & Co., W. A. MacKenzie & Co., Ashley & Thompson and Bell & Armytage.

It is desired by the members that every wholesale broker join the association. Any information desired will

gladly be given by the secretary or any member of the association.

GROCERS AFTER THE TRADING STAMP LAW.

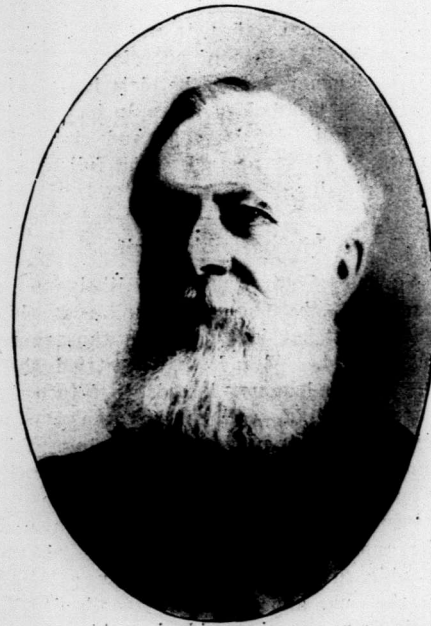
At a postponed meeting of the Montreal Retail Grocers' Association, held November 10, a resolution was unanimously passed urging the aldermen to assist in whatever way possible the setting aside of the injunction of the Trading Stamp Company in order that the city by-law may be put into force making the use of the trading stamp illegal.

Other matters of routine were discussed and the subject of the limitations of the grocers' licenses laid on the table to be further dealt with at the next meeting. President Daoust was in the chair.

INQUIRIES FOR CANADIAN TRADE.

The following inquiries for Canadian trade have been received from Leeds and Hull, Eng. The names of firms making inquiries and their addresses may be obtained from the Department of Trade and Commerce, Ottawa. Parties desiring such information will be careful to mention the office under which the said inquiry appears and the number:

68. A wholesale manufacturing confectionery company desires to be put in communication with dealers in Canada for their goods, including drops, rocks, sticks, comfits and general confectionery; and they desire to appoint agents in



CHARLES GURD
Treasurer of the D. C. T. Mutual Benefit Society, Montreal.

Montreal, Toronto, Hamilton and Winnipeg.

70. Large manufacturers of liquorice and pomfert cakes desire communication with Canadian houses.

"WEE MCGREGOR" BREAKFAST FOOD

Packed 20 Small Sacks in a bale
Retails at 25c. per bag

"Wee McGregor" is the Ideal Breakfast Food of Canada. Just the class of food to build up the system daily.

Shows the retailer good profit and will please his customers.

Write for sample and prices.



Proprietors:

The F. J. Castle Co., Limited
Wholesale Grocers, - Ottawa, Canada

Why do the best grocers sell the best flour?

Because it pays to please the customer, and the grocers who don't do that see other grocers getting their trade away from them.

That's why the best grocers feature the best flour—

"Royal Household"

A better flour than any other for both bread and pastry—proven best by daily test—best because it's made from the best wheat, by the best mills in the British Empire, the Ogilvie Flour Mills, the leading flour producers for over thirty years.

The demand for Ogilvie Flour is three times as great as the demand for any other flour made in the Dominion.

Have you observed the process of publicity by which Royal Household Flour is being advertised?

It's the most interesting and enterprising campaign ever undertaken in Canada.

Why not send for the details? We furnish them to grocers so they can see why Royal Household is not only the best flour but sells the best of any flour on the market—and why grocers who push it prosper.

The Ogilvie Flour Mills Co., Limited
Montreal

FLOUR AND CEREAL FOODS

FLOUR FROM THE GROCER'S STANDPOINT.

DISCUSSING flour from the retail grocer's point of view he that sells his own brand of flour has an argument that not only sounds good to himself but to his customer as well. It reads something like this:

"You, my customer, know that I want your confidence—and your trade. I therefore recommend to you only what I know to be best. I have studied flour, and found a brand which I can recommend. It's the best flour you ever bought or I ever sold. My name stands for it as you see by the label on the bag. Just try this flour and I'm sure you'll be pleased with it."

• • •

The customer tries the flour and is pleased to find that it makes excellent bread and pastry. She tells the grocer so, orders more of it, and gradually gets into the "habit" which is just what the grocer aimed at from the first. Now is his chance, if he is at all unscrupulous, to work in something that pays bigger profits. The more unscrupulous he is the larger immediate profit he will contrive to make. The first flour furnished is the best procurable, and as it has given satisfaction he secures the trade and confidence of his customer. Before long, however, he manages to introduce a percentage of cheaper flour along with the high grade article or else substitutes a lower grade of flour.

• • •

The customer does not detect the difference. The lowering of the grade, however, is the entering wedge and the grocer grades off gradually until he is selling her a cheap flour at the price of good flour. In time she finds her baking is not up to the standard. She attributes it at first to her lack of care in mixing the constituents of the dough, to kneading, baking, or the baker. If the poor quality persists she goes to her grocer and complains of the flour.

• • •

Then how easy for the grocer to say,

"Madam, you must have exposed that flour to something that has contaminated it or else one of my assistants has been careless. You know flour is very sensitive. Let me give you another bag and take back the one you have." He goes out to the back of his store and puts up a bag of the best flour he has—the original flour that won her trade. She goes away to find it O.K. Perhaps he never again dares to sell her an inferior grade of flour, but that is not the question. His customer buys after that on suspicion. She questions the quality of everything he sells her. Then he realizes that a customer's confidence though hard to cultivate is easy to kill.

Staff Changes.

A popular appointment has just been made in the Ogilvie Flour Mills Co, where F. H. Anson, manager for foreign departments of that firm, has been made general superintendent. Mr. R. R. Dobbell, who has been manager of the same company in the Liverpool office, will succeed Mr. Anson as manager of the foreign department, with headquarters in Montreal. These changes will tend to make the working of this extensive concern more effective, and are only a small part of the expanded reorganization plan which Mr. Thompson, the managing director, has been working upon for some time. Business is growing to such an extent that these increases in staff have been found necessary.

Canadian Flour in Japan.

It has been demonstrated to a certainty that Canadian flour makes better bread and more of it than almost any other flour in the world's markets, and it is nothing short of remarkable how widespread the knowledge of this fact has become even in Japan. The only thing that hinders increased sales of Canadian flour in Japan at the present time is the comparatively high prices

asked. In his last report to the Department of Trade and Commerce, Ottawa, A. MacLean, commercial agent to Japan, says there is danger that in the absence of more strenuous effort to keep Canadian flour before the market and promote its sale, the good results of the Osaka exhibition may be lost. A concerted effort to continue the Osaka exhibit so far as Canadian flour is concerned until the native millions are taught to call for "Canada Ko" (Canadian flour), instead of "Meriken Ko" (American flour) would not be costly beyond the means of Canadian millers.

Where Great Britain Gets Her Flour.

THE following details of importations of flour into the United Kingdom for the first eight months of the present and two previous years will be interesting:

From	Quantities, cwt.		
	1904.	1903.	1902.
Germany.....	35,340	11,142	14,008
France.....	946,720	190,659	513,114
Austria-Hungary.	553,444	400,069	423,276
U.S. America....	6,602,602	9,952,349	9,539,392
Canada.....	1,553,967	1,257,695	1,320,847
Other countries..	805,140	144,732	444,534
Totals.....	10,497,213	11,956,646	12,255,171

A glance at the above statement shows that the United States of America are very far ahead of all other countries of the world in supplying John Bull with the flour he requires beyond what he thinks proper to produce himself, and that but for this addition to his food supply there would, in existing circumstances, be the greatest difficulty in procuring flour enough to satisfy all his needs, even at prices much higher than those which now prevail.

In the aggregate 12,369,996 packages of flour arrived in Great Britain from abroad during the cereal year ended August 31 last, as against 12,820,154 packages in 1902-03 and 12,005,828 packages in 1901-02. The difference in the supply between one season and another was not so great as to call for any special remark, the receipts of foreign flour having been about at an average in the past three years, and not such as to af-



Killing the Lion

The King of Beasts is sometimes a devourer. Then he loses his nobility.

Competition is laudable, so long as it is up and up, out and out, straight and clean. It is when competition begins to "knock" that it becomes despicable.

Orange Meat

is a fighter, not a "knocker." It lives and lets live. It has nothing to say against other foods, being busy with its own affairs.

Paying strict attention to business has put ORANGE MEAT on top.

The grocer reaps the reward along with us.

Your Wholesaler Sells It

The Frontenac Cereal Co.
Limited.
KINGSTON, ONT.

fect seriously the general position of the article. But, examining the matter more closely, there is a marked deficiency in the imports of flour from the United States during 1903-04 as compared with those in the preceding year. Very fortunately the falling off referred to was practically made up by largely increased shipments of flour from other countries, chief among which may be mentioned Australia and the River Plate.

It is interesting—if not in some quarters alarming—to observe that, according to the agricultural returns the area under wheat last year in Great Britain was the smallest ever recorded, being 1,375,284 acres only, or 42,199 acres less than in 1895, and 727,000 acres less than in 1898. In Ireland the decrease in the area under wheat is proportionately even greater than in Great Britain. The truth appears to be that the better English wheats are largely tending to go out of cultivation in favor of varieties giving a large yield; whilst these latter varieties are found to compare badly with the imported wheats in point of strength and quality. With the modern roller mill red wheat or white will make equally white flour; but it is not only color that tells. The main factor is what the baker calls "strength"—the capacity to make a large loaf; and there is little doubt that the lack of this was the reason why during the season of 1903-04 No. 1 Hard Manitoba was selling at about 35s per quarter, Hard Winter Kansas and Russian wheats at about 33s, while the best English wheat was not fetching more than 28s or 29s. Clearly English farmers must look to their laurels.

Why Bread is Dear.

In explanation of the comparatively high price of bread in Canada to-day it may be said that the price of bread is indirectly ruled by the wheat market. Since 1900 wheat has been steadily advancing, namely 5c per bushel in 1901, 10c per bushel in 1902 and 1903 respectively, while at one time this year wheat was 25c above the average of 1903. Another factor in the situation is the presence of trade unions, the demands of which are in no small measure responsible for the upward tendency of bread. Owing to keen competition among Canadian bakers prices in certain sections have not followed the normal pace, and price cutting has meant for the time being cheap bread to the consumer al-

though the manufacturers claim that owing to the steady advance in the cost of the raw material, the price of bread should go up accordingly if there is to be any profit for the baker.

Why U. S. Breakfast Foods Do Not Sell in China.

An opportunity has been afforded Canadian manufacturers of learning a valuable lesson from the experience of certain breakfast food firms across the border who have been trying to introduce their goods in China in paper packages.

On arrival these goods are invariably found to be mouldy and practically useless; even when not mouldy they are usually so impregnated with dampness as to be inedible.

One firm wiser than the rest is packing its food products in tin. Unfortunately the tins used are sealed with paper which largely counteracts the advantage gained by the use of tin. British firms always send their goods in soldered tin packages, usually made with a patent key by means of which they can be opened readily. This of course makes the goods more expensive, but guarantees their preservation. On the other hand the sealing of tin packages with paper is entirely inadequate for the Chinese climate. According to a consul residing in China proper attention to packing and quotations on complete outfits after the British fashion would result in an enormous increase of American trade with the Orient.

Cereal Notes.

T. O'Brien's flour and grist mills at McIntosh Mills have been destroyed by fire; loss estimated at \$20,000.

In a recent report to the Department of Trade and Commerce, Ottawa, A. W. MacKinnon, Canadian agent at Bristol, says that Canadian shipments of flour do not always prove equal to samples submitted. Another complaint is that shipments are not always in accordance with the terms of the contract.

The alarming news has reached The Grocer that thousands of bushels of Canadian wheat are being hauled across the line into North Dakota without paying duty. The practice is said to be one of several years' standing although this year the amount that is being hauled across is enormous, owing to difference in price in the two countries.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.
Capacity 1,200 bbls. per day.
Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

F. C. CALVERT & CO.

Manchester, England,

whose specialties have been awarded more than 100 Medals and Diplomas for superior excellence in competition with other manufacturers

Calvert's Carbolic Preparations include Disinfectants, Dentifrices, Soaps and other toilet specialties, which are well known, reliable articles, finding a ready sale in England, the colonies and many foreign countries. The Soaps are probably of most interest to grocers and full particulars and prices of the various qualities, suitable for the Canadian market, in addition to the two enumerated below, are given in price list mailed free on request.

Calvert's 20 per cent. Carbolic Soap affords protection against mosquitos and other insects, and is also refreshing to use. Each tablet is packed in a metal box. Retail price, 30 cents a tablet.

Calvert's No. 5 Carbolic Soap is a good soap for all ordinary purposes, retailing at the low price of 5 cents a tablet.

F. C. C. & Co. ensure the quality and efficiency of their soaps by guaranteeing definite percentages of carbolic acid.

have now opened a wholesale depot for the further extension of their Canadian trade, at

807 Dorchester St., Montreal.

W. T. LEACH, Representative.

Price Lists, etc., mailed on application.

To the Trade :

We beg to notify the trade generally that we have now in operation one of the best equipped mills in Canada for the manufacture of

Rolled Oats,	Standard and Granulated Oatmeal,	Flaked Wheat,
Granulated Wheat,	Pot and Pearl Barley,	Split Peas,
Gold Dust Cornmeal,	All Kinds of Feed,	Pea Meal,
Ground Wheat,	Ground Oats,	Ground Corn,
	Grain of all Kinds.	

We are prepared to ship promptly any of the above in mixed car lots or otherwise. Write for quotations.

Letter Orders Promptly Executed.

Wm. McCann Milling Co., - Toronto

Office and Mills : Foot of Jarvis Street

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Tobacco Culture in South Africa.

THE growing of tobacco in South Africa is reported on by the Agricultural Assistant to the Department of Agriculture as follows:

During the past season unusual interest has been evinced in the culture of tobacco. Above one hundred farmers have grown plots of from 1,000 plants to 30 acres, and the results have been exceedingly encouraging. In the past the tendency has been to plant the crop on the richest soils, and grow quantity regardless of quality, but this year there has been a fuller realization of the importance of soil and seed, and a distinct improvement in the tobacco has been the result. Small plots on the granite formation have produced golden and mahogany-colored cigarette leaf equal to the average American leaf of the same type. The culture of this class of tobacco will be greatly extended during the coming season. Good pipe tobacco has been grown in nearly every district. Seed supplied by the Department of Agriculture has effected a marked improvement in the class of leaf. Some first-class cigar leaf has been grown in the Melsetter district, and when Cuban seed is used, and the crop properly cured and fermented, the best cigar leaf in Africa should be the result.

Several growers have been receiving an average of \$625 per acre for their crop, but this is much more than could be generally expected. A return of from \$150 to \$250 an acre would be fairer figures on which to base an estimate. The working expenses are, approximately, \$60 per acre. Both the working expense and the selling price must eventually be reduced. At the present time there is no other agricultural crop yielding so large a monetary return as tobacco culture in South Africa, and this, considered with the quick return, the non-perishability of the cured crop, and the ease with which it may be shipped, shows how desirable a crop it is for general cultivation. No attempt as yet is being made to export tobacco out of Africa, the African mar-

kets being at present far more profitable than the European markets.

Philippine Exports to England.

The imports of tobacco into Great Britain from the Philippines were as follows during the year 1902: Unmanufactured 10,421 lbs., valued at \$3,815; manufactured 400,640 lbs., valued at \$569,500.

Effect of English Law.

The English statistics in regard to the import movement of tobacco into Great Britain for the nine months ending September 30, 1904, are interesting owing to the revolution caused by the recent English law discriminating against American stemmed leaf:

The total number of pounds of stemmed leaf imported by the United Kingdom this year from the United States was 25,109,883 pounds, a falling off from 1903 of 9,488,649 pounds, and from 1902 of 44,126,320 pounds. The imports of unstemmed leaf amounted to 35,612,572, an increase of 19,225,122

pounds, or 117 per cent. over 1903, and an increase of 23,294,198 pounds, or 189 per cent. over 1902. The importations of leaf tobacco from other countries than the United States only amounted to 1,484,000 for stemmed leaf and 6,599,669 pounds for unstemmed leaf for the first nine months of 1904.

Australian Competition.

To further encourage the cultivation of higher-grade tobacco within the Commonwealth, the British Australasian Tobacco Co. is offering special prizes for merit and an over and above price for winning parcels on the following conditions: Upon certain fixed days during 1905, to suit the convenience of growers, the judging and awarding of prizes will take place at Tumut, Bathurst, Tamworth and Texas. Parcels of leaf grown in the respective districts, to be not less than two tons in weight. Two first prizes for each district of £10 each, with certificates. Four second prizes for each district of £5 each, with certificates. Winners of first prizes in each

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

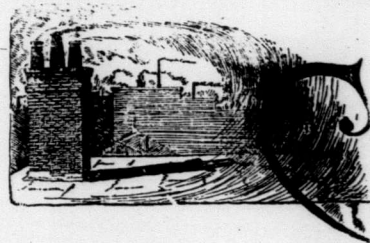
Send Your Order by Mail.

There are half a hundred of you grocers standing on the verge of decision. You have almost made up your mind to try our offer, and you hold back for no good reason. Now get down to business and send us an order ; so :

Dear Sirs,—Please send us 1,000 Cigars, assorted as you think best (we suggest 750 **Pebble** at 5c., and 250 **Pharaoh** at 10c.), expressage paid ; you to take back any unsold stock at invoice price at the end of 3 months.

We'll fill that order, quick.

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



ITY smokes, country
smokes **T. & B.** to-
bacco. Smoke nuis-
ance laws would be unheard of if
factories would use **T. & B.** (10-cent
size is best) tobaccos. We wish they
would use our tobacco. It would be
good for the grocers, would it not ?

Sell it in the meantime to your most particular
smokers. It just suits men of taste.

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

district indicated by the above towns are to be paid 8d per pound for the whole two tons. Winners of second prizes will be paid 7d per pound for the whole two tons. The company, moreover, undertake, under the control of the Director of Agriculture, to properly pack for export in barrels one ton of the finest sample to be shipped to London. The Agent-General there will be requested to place the tobacco upon the market, after which the company will publish a statement of the cost, expenses and account sales.

Egypt's Exports of Cigarettes.

The figures on the imports of tobacco to and exports of cigarettes from Egypt during the first six months of the current year, are of some interest. During the first six months of 1904 tobacco was imported to the value of 340,586 Egyptian pounds of livres (an Egyptian pound being equal to about five dollars in American money). This tobacco came mainly from Turkey and Greece, Turkey supplying tobacco to the value of L. E. (Egyptian livres) 192,820. The total exports of Egyptian cigarettes for this period was valued at L. E. 233,368. During the corresponding period

of 1903 the exportation of cigarettes from Egypt was valued at L. E. 206,964. By weights the exports increased from 259,827 kilograms (a kilogram equals 2,204 pounds) in the first six months of 1903 to 292,419 kilograms for 1904. England was the largest single consumer of these cigarettes in both years, although its importation in 1903 exceeded that in 1904 by 4,887 kilograms.

Tobacco Notes.

A Rogers has opened a cigar store in Owen Sound.

Royal Egyptian Cigarettes

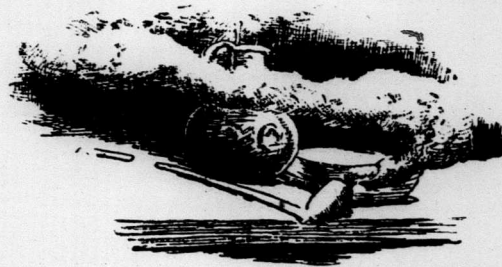
Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal



Tobacco Satisfaction

is assured, both to seller and user, if

McAlpin's Tobaccos

are those sold.

TONKA
SOLID COMFORT
PINCHIN'S
HAND-MADE

BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT

McALPIN CONSUMERS' TOBACCO CO., Limited, TORONTO.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas.

Van Houten's "beats the Dutch."

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

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

"Irresistibly
Delicious!"



One taste
will make a
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

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

old
reputation

Attention!

old
reputation

The BEST
of

Swiss Milk Chocolates

**KLAUS'S
CHOCOLATES**

are now introduced in the Canadian Market.

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

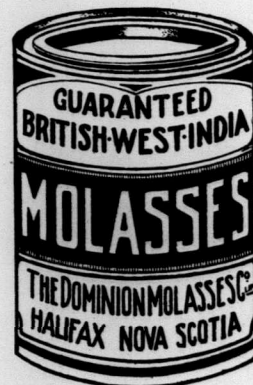
Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,
MONTREAL.

MOLASSES

2 lb.



5 lb.

3 lb.

10 lb.

Finest quality West India Molasses in cans.

For samples and prices write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

Agents

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

TORONTO
HAMILTON
LONDON
WINNIPEG

BATGER'S

CUT MIXED PEEL

POPULAR BECAUSE

1/2 lb. and 1 lb. Drums.

IT IS HANDY, RELIABLE, READY FOR USE, ABSOLUTELY PURE, ALWAYS GIVING GOOD RESULTS—TO YOU—AND THE CONSUMER.

AGENTS: ROSE & LAFLAMME, MONTREAL.



Your Customers

say that it is a fact that

Paterson's Camp Coffee Essence

is the acme of Coffee perfection. This means sales.

ROSE & LAFLAMME, AGENTS, MONTREAL.

Table listing chocolate products: Queen's Dessert, Mexican Vanilla, Royal Navy Rock, Diamond.

Table listing ingredients for cake: Chocolate, Orange, Confections, Cream bars, Chocolate ginger.

Table listing Fry's chocolate products: Caracac, Vanilla, Gold Medal, Pure unsweetened, Fry's Diamond.

Table listing Cocoa products: Concentrated, Homeopathic, Epps's Cocoa.

Table listing Bensdorf's Cocoa and A. F. MacLaren products.

Table listing John P. Mott & Co.'s products: Diamond Chocolate, Mott's Broma.

Table listing Mott's products: Prepared Cocoa, Breakfast Cocoa, No. 1 Chocolate, Caracas Chocolate, Navy Chocolate, Cocoa Nibbs, Cocoa Shells, Vanilla Sticks, Confectionery Chocolate, Sweet Chocolate Liquors.

WALTER BAKER & CO., LIMITED.

Table listing Baker's products: Premium No. 1 chocolate, Vanilla chocolate, German sweet, Breakfast cocoa, Cracked cocoa, Caracas sweet chocolate, Caracas tablets, Soluble chocolate, Vanilla chocolate wafers.

WALTER M. LOWNEY CO.

Table listing Canadian Branch products: Breakfast cocoa, Sweet chocolate powder, Premium chocolate, Medallion sweet chocolate, Milk chocolate, Vanilla sweet chocolate, Tid-Bit chocolate.

Table listing Diamond sweet chocolate and Anchor brand condensed milk.

Condensed Milk.



Borden's Condensed Milk Co. Eagle brand, Gold Seal brand, Peerless brand.



Truro Condensed Milk & Canning Co., Limited. Jersey brand, Reindeer brand.

Table listing Coffee products: Jersey brand, Reindeer brand, Bee brand, The Eby, Blain Co., Ltd.

Table listing Royal Java and Mocha, Nectar, Empress, Duchess, Ambrosia, Fancy Bourbon, High Grade package goods.

JAMES TURNER & CO.

Table listing Mocha, Damascus, Cairo, Sirdar, Old Dutch Rio.

E. D. MARCEAU, Montreal.

Table listing Old Crow Java, Mocha, Condor Java.

Table listing 15-year-old Mandheling Java, hand-picked Mocha, fancy tins choice pure coffee, Madame Huot's coffee.

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

Table listing Mocha and Java coffee in various tin sizes.

Cheese.

Table listing Imperial cheese in large and small jars, Roquefort cheese.

RECKITT'S BLUE and ZEBRA PASTE (Always give your Customers Satisfaction.)

Try a barrel of

WILSON'S PURE REFINED CIDER

if you want the best.

Ask for it.

Take no other.

THE
W. H. WILSON CO., LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY			
per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA			
per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 34 1/2-lb. cartons in a case, and in 50-lb. box.
TORONTO SALT WORKS, Toronto, Ont

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

"GLENER"

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.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week - therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members society, etc., and we are prepared to address and mail circulars or letters to these at any time.

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McLAREN'S



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.

Lamps for Xmas Trade



RETURN
NOV

Cut & 10
P.

We have a number of different assortments of lamps, made up of four, six and eight lamps, no two alike, ready for shipment. We illustrate each package showing exact contents and will be pleased to send sheets to you for a postcard. These assortments are just the thing for sorting up.

GOWANS, KENT & CO.
16 Front Street East
TORONTO

Branches at
Winnipeg and Montreal



"Perfectly clean from our kitchen to your customer's."
Food goodness is a mighty important thing to every housekeeper. Purity, freshness and wholesomeness are the virtues they require in everything that goes on their dining tables. Most housekeepers know that

Wethey's Mince Meat

is pure, clean, wholesome and appetizing. More housekeepers are learning this every day. That means business for you in Wethey's Mince Meat. Are you well stocked?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

TWO GOOD SELLERS.

KKOVAN PLUM PUDDINGS.

Packed in 1-lb., 2-lb. and 3-lb. delft basins. A rich home-made English Plum Pudding. Put up in a clean and attractive form.

KKOVAN MINCE MEAT.

In 1-lb. and 2-lb. stone jars. A home made Mince Meat of highest quality. Made by people who know how.

JAS. R. OREIG, MONTREAL, Sole Canadian Agent for Kkovah specialties.



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

MATCHES

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The Wethey