

**PAGES
MISSING**

Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality —*the highest*. Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it*.

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods" — fine because of the great

regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

"Easter" Brand.

Seeded Raisins.

Clean and perfectly cured. Sound fruit always. *You should place your orders now for prompt delivery.* Ask your wholesaler. *Insist on having the "Griffin" Brand. They satisfy.*

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal.

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4 40

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7 80
3 90

Per doz
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3 10
10 50
8 50
7 50
6 50
1 75
1 90

\$1 00
1 00
1 00
1 80

You want the best. Buy our

CRYSTAL GLASS WASH BOARD

It is the best Wash Board made.

IT IS MADE IN CANADA.

There are cheap imitations made in the U. S. Beware of them

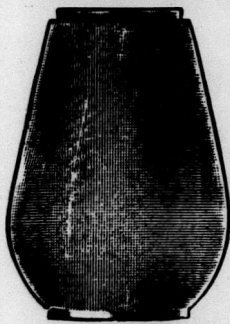


This Wash Board will give your customers satisfaction. When ordering see that you get **"THE CRYSTAL."**
Your wholesale grocer will supply them.

TAYLOR, SCOTT & CO.

Toronto, Canada.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG Limited.



MERCHANTS.

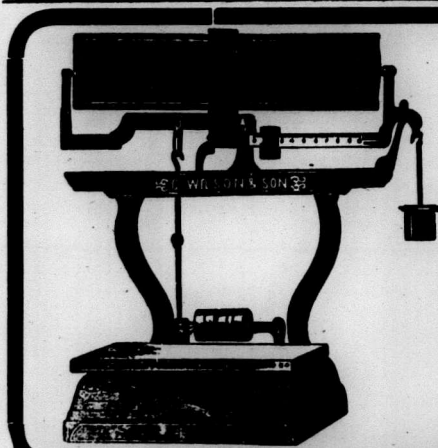
The Toledo Automatic Computing Scale SHOWS TO EVERY CUSTOMER IN LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUELESS. The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

MADE IN CANADA.

Drop a postal asking for Catalogue to

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

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



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

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

Yours truly,

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

C. WILSON & SON, - - TORONTO.



System or
Guess Work?

The grocer shown above is guessing, and the scale he has will keep him guessing, too.

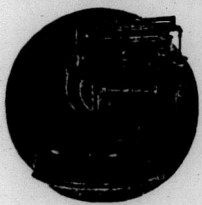
He's an honest fellow, so he sees that his scale goes down on the customer's side every time, and he always gives full weight.

People buy so queerly nowadays: 10c. worth of 90c. tea; 25c. worth of 11c. dry fruit; 50c. worth of sugar at 54c. per lb.

They know they can get more for their money this way. Can't blame them either.

You've noticed this, haven't you? Then you need our Dayton Money-weight Scale as badly as he does.

Send for our 1903 catalogue. It tells how to stop this and how to



Do it to-day.

Ask Dept. "M" for catalogue.

Save three Pennies

THE COMPUTING SCALE CO. OF CANADA, LIMITED,
164 King Street West, Toronto, Canada.

TRADE OUR MARK **A** MARK OUR TRADE MARK **A** MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

Our Chief Business

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

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

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

Write for our quotations on:

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

AUER LIGHT CO., - MONTREAL.

JAPAN TEA

is a natural leaf, strictly pure and wholesome. The delicious flavor and full strength of **JAPAN TEA** is due to the beautiful climate and rich loamy soil of Japan. It's a tea producing country, and knows how to grow good Tea.

ALL GROCERS SELL

JAPAN TEA.

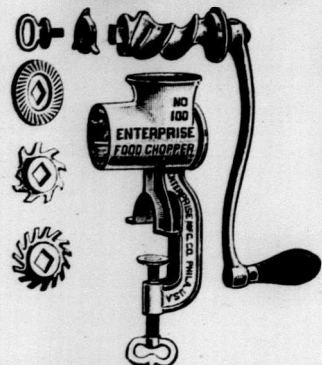
It's the popular fancy; in demand by all classes the world over.

ENTERPRISE on an article is a
Guarantee of **QUALITY**

ENTERPRISE

FOOD CHOPPERS

Four Knives
with each Machine

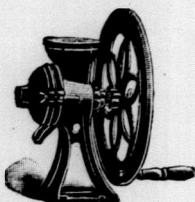


No. 100, chops 2 lbs. per minute, \$1.50
No. 300, chops 3 lbs. per minute, \$2.25

Sell every Day in Year
GUARANTEED TO CHOP RAW MEAT

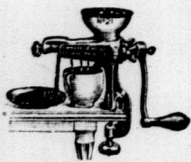
Illustrated Catalogue FREE Order through your Jobber

Bone, Shell & Corn Mill



No. 750, \$8.50.

Meat Juice Extractor



No. 21, \$2.50

Cherry Stoners
5 Sizes & Styles



No. 1, \$7.50 doz.

Rapid Grinding & Pulverizing Mills

15 Sizes & Styles for Hand & Power, \$1.25 to 300.00



No. 2 1/2, \$4.75

New York Branch,
10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch,
105 Front Street

THE CANADIAN GROCER

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

is Cold Water **STARCH
IVORINE**

ASK
TRAVELLERS
THE PRICE

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

CONDENSED MILK



The Most Attractive and Popular Brand

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

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

**DON'T FOOL
YOUR CUSTOMERS.**

Give them the very best article in its respective line. **TEA ROSE DRIPS** is the best pure cane sugar syrup made. It will pay you to push it.

ROSE & LAFLAMME, Agents,
MONTREAL.



"A Coffee Essence with an idea—the right idea—back of it."

**GOOD
VALUE**

is the idea that has been carried out in the making of

**PATERSON'S CAMP
COFFEE ESSENCE.**

ROSE & LAFLAMME,
Agents, Montreal.

Ceylon Tea

Black and Green.

Ceylon Tea

Black and Green.

Fragrant

Delicious

Ceylon Tea

is, without doubt, the favorite
tea of the Canadian people.

Black or Green it is absolutely pure

Don't waste your time and
energy trying to sell teas
your customers don't want.

Sell CEYLON TEA
Black and Green.

It will make your customers happy
and you prosperous.

Refreshing

Invigorating

Ceylon Tea

Black and Green.

Ceylon Tea

Black and Green.

He who Hesitates is Lost!!!

Salmon packs this season are undoubtedly short.
Enterprising men are now fixing their orders.

If you Hesitate you will Miss Your Chance

RED SOCKEYES

" Nimpkish "
" Griffin "
" Sunset "
" Lowe Inlet "

COHOES

" Oagle "
" Golden Net "
" Harlock "
" Empress "

These brands are quality and show fine margin of profit.

The British Columbia Packers' Association,

VANCOUVER, B. C.

There are Plenty of Ideas for Grocery Ads.

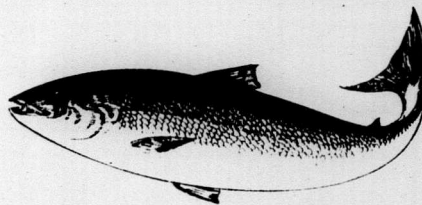
in the book on grocery advertising by W. Arthur Lydiatt entitled "100 Goods Ads. for a Grocery Store."

It contains the copy for 100 different ads.—some examples of effective display—nearly a hundred short, snappy sayings for headlines, show cards, etc.—and a good chapter on the how, when and where of grocery advertising.

All it costs is \$1 a copy. Sent postpaid on receipt of the dollar.

MacLEAN PUBLISHING CO.,
Toronto.

SOCKEYE SALMON



"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

O Yes!

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

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

No store is complete without it.

In witness thereof we have affixed our name :



Batty & Co.

LIMITED

Sauce and Pickle Specialists.

LONDON, S.E.

ESTABLISHED 1824

T. A. Lytle's Mince Meat

is the kind
that sells.

In preparing for the Christmas Trade every grocer should stock up with this brand of mince meat because it is of a high grade and reliable quality. The ingredients used in the making of this mince meat are of the choicest kind.

Done up in convenient sized fibre and wooden pails.

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

Manufacturers of high-grade Mince Meat.

124-128 Richmond St. West, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire

SAUCE

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited,

WORCESTER, ENGLAND.

THE CANADIAN GROCER

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



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



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

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

Notwithstanding Short Pack

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

TOMATOES, CORN and PEAS.

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

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

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

LEES AND LANGLEY.

Canada's Ideal

Worcestershire Sauce.

LIPTON'S TEAS

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

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


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

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

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

MALAGA FRUITS.

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

 and ATLAS PEELS, are brands of superior quality.

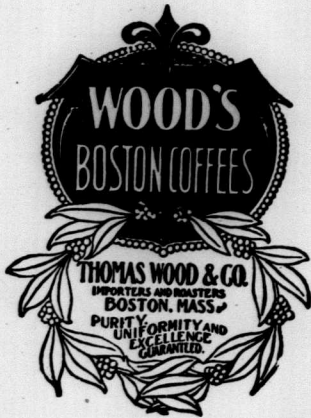
NEW ELEME FIGS, 2 inch, 2¼ inch and 2½ inch, in 10, 20 and 28 lb. boxes.

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

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

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

Branch CANADA GROCERS LIMITED.



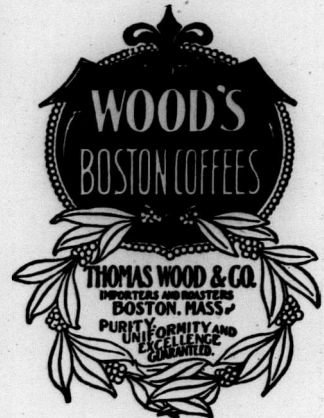
WOOD'S COFFEES

They lead the pathway to success.
Pleasure, Profit, Increase of Trade—
these benefits follow.

THOMAS WOOD & CO.

Canadian Factory and Salesroom,

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



Special Sale of Currants

Half-Cases. Cleaned Abroad.

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

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

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

PHONE AT OUR EXPENSE, OR WRITE

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

BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada

MALAGA TABLE RAISINS

IMPERIAL CLUSTERS

BLUE BASKETS
BLACK “

DEHESA CLUSTERS
ROYAL “

SOLITO CLUSTERS, IN ONE-POUND TRAYS

Strictly fancy quality.

Prices figured down to a bargain basis.

WARREN BROS. & CO., - TORONTO

THE MANUFACTURERS AND THE GREAT WEST.

(Continued from last week.)

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

In accordance with what was promised last week there is given below a continuation of the impressions gathered by the Canadian manufacturers during their trip to the West and summarized for "The Grocer" in answer to questions submitted in a circular letter on their return home.

C N Bell, Secretary Winnipeg Board of Trade.

1st. Having been a resident of Winnipeg and the West for over thirty years, and having made frequent trips through the country between Lake Superior and the mountains, (my first journey having been made to the mountains in 1872 when not a sod was turned beyond a distance of seventy miles west of Winnipeg), my chief impression was the great development that has taken place during the last two or three years. Where two or three houses comprised the town of five years ago, thriving villages, surrounded by cultivated areas, now exist, and these places bear every evidence of prosperity and business activity.

2nd. Contrary to the somewhat generally conceived opinion, I am fully convinced that extensive manufacturing establishments will exist at a number of points in Manitoba, and the want, in my opinion is, in the main, a matter of population. It is true that at present the cost of power and labor is high, but with the transmission of electric power from the numerous falls on the Winnipeg river, Winnipeg will in the future have cheap power. It is not generally known that large power works are already nearly completed at a point some forty miles from the city, and within a year this plant will be in a position to supply far more power than there is any call for in Winnipeg to-day, and the operators have already publicly announced that they will, at the start, give power at one-half the present cost. While, as in all new countries, labor for factories is scarce, it may be taken as an axiom that increased population will provide factory labor as it is required. Large deposits of iron at Lake Winfipeg simply await development and the product can be floated right into Winnipeg. A glance at the map of Western Canada will show that the coal of the North Saskatchewan may be floated down to Lake Winnipeg and on to this city, provided the single existing barrier, the Grand Rapids at the mouth of the

Saskatchewan river, is overcome. So too, short canals from the Saskatchewan into Lake Winnipegosis, and from Lake Manitoba into the Assiniboine river, will provide continuous navigation from the head waters of both the North and South Saskatchewan rivers. It is to be noted that for all time a manufacturer in Winnipeg will have a virtual protection against the goods manufactured in Eastern Canada to the extent of the existing freight rates from eastern points to Winnipeg. Above all it is to be noted that the city already has become a centre for quite extensive manufacturing establishments along certain lines, and that those lines are of goods that a small population consume a considerable output. Then too, even where the raw materials have to be, in whole or in part, imported into Winnipeg, the difference in freight between

assist in developing the natural resources of the West by joining in with the western people and exhibiting more personal interest in such legislation, along the lines of transportation; encouragement by financial and other means, of a good class of immigration; and generally in doing what they can to place western provinces on a perfect equality with the older provinces. If the Canadian manufacturers could secure an amendment to the British North America Act, which would prohibit any man taking his seat in the House of Commons or Senate of Canada until he could produce satisfactory evidence that he had travelled through Canada from the Atlantic to the Pacific, they would render to the people of the West one of the greatest aids for the proper development of the West that could be imagined.

Col. W M Gartshore, McClary Mfg. Co., London.

First. What impressed me most in connection with the trip of The Manufacturers' Association to the coast was the immense possibilities of the Great West, from an agricultural point of view, and the great district which is yet undeveloped.

Second. Regarding the future of these provinces and territories there can be no two opinions. All that is required is settlers of the right stamp, competent to develop the resources of the country. As far as the manufacturing is concerned, with the exception of commodities used by the farmers, such as flour, meal and binder twine, and the product of animals, such as dressed meats, etc., it is too soon to give an opinion as to any other manufactures which may develop. Should iron ore be found in the vicinity of the coal fields it might revolutionize the iron industry so far as that market is concerned, but at present it is cheaper to manufacture in the east and deliver than to manufacture such commodities at any of these points.

Third. Manufacturers can secure a larger share of the trade by being more familiar with the requirements. No manufacturer should attempt to do business in that section of the country unless he is prepared to visit his principal customers at least once a year, as it is much easier to manufacture just the article the customer requires than to edu-

QUESTIONS SUBMITTED BY THE CANADIAN GROCER.

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

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

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

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

such raw material and finished goods will always be a strong factor in favor of Winnipeg. As regards British Columbia, with its varied resources in the direction of raw material and its facilities for shipping either to the interior or for direct export, it will certainly, with increased population, be in a position to maintain manufactories.

3rd. Manufacturers of the east can secure a larger share of the trade of the West by more carefully studying the particular class of goods required in the West by the circumstances of the soil, climate and the consequent general wants of the people; by making and shipping only the best qualities of articles (for it is notorious that the people of the West largely demand and will only take first quality goods) and by paying stricter attention to rapidly filling the orders of western merchants.

4th. Business men of the east can best

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.

cate him to adopt something which he (the manufacturer) has to sell. A great deal of this trade goes to the United States from the fact that present settlers in the West have been for a number of years buying goods from United States manufacturers, and are more familiar with them, but as it can be shown that Canadian manufacturers can make goods in every way as satisfactory, I see no reason why they should not get the preference.

Fourth. I do not see how manufacturers in the east can attend to their own business and also personally develop the West. There should be sufficient capital looking for investment which could and is already developing these territories. If eastern manufacturers possessed a portion of the enthusiasm and optimism of western men in general, greater progress would be made in all directions.

T. L. Moffat, Jr., The Moffat Stove Co., Limited, Weston.

1. The great resources and possibilities of the country. The faith and optimism of our western brethren. The large number of United States manufactured goods, especially stoves and ranges, which are being sold.

2. As the population increases and iron mining and smelting is developed, manufacturing in iron and steel lines will certainly follow, but at present there does not appear to be any great prospect of doing a profitable manufacturing business.

3. From a stove point of view, the manufacturers in the east have not been catering to a class of trade which demands some United States styles in stoves and ranges. The main difficulty, however, is, United States competition in cheaper grades. Canadian manufacturers, owing to their limited market, cannot specialize their goods to the same extent. Some of the United States factories have the facilities to turn out enough steel ranges in a few months to supply the whole western trade. The freight rates and special discounts given

overcome the tariff and combine to make the Great West a convenient dumping ground for our neighbors. The only effective way to remedy this state of affairs is to follow the example of the shrewd Yankee and make the tariff wall higher. The Canadian manufacturers would only be too glad to guarantee no advance in prices if they only had the privilege of supplying our own market.

O. E. Fleming, of Fleming, Wigle & Wood, Barristers, Windsor, Ont.

In reply to your communication of October 10 I now enclose you a short note in reply to the questions submitted to me in reference to the Manufacturers' excursion. I have made them as short and as concise as possible.

1. The apparent inability of the trade to take care of the business offered, due in a large measure to the lack of sufficient transportation facilities, and the unpreparedness for such an enormous influx of immigration and prosperous development.

I look upon the business and industrial possibilities of the Northwest as enormous, which can only be appreciated by a visit to the country. We Canadians have a problem to work out in our own great country, which offers the greatest inducement to young men who can, by honest and energetic effort, make more profitable than any country under the sun can offer.

2. There are only a few lines that could be profitably manufactured in either Manitoba or British Columbia at the present time, but, of course, time will increase this, and eventually they must become manufacturing provinces, equally with the older provinces.

3. (a) Have warehouses at the leading centres of sufficient capacity, well stocked, to enable them to give prompt delivery.

(b). Increased transportation facilities, with reasonable freight rates.

(c) Meet the requirements of the people; the country and seasons are differ-

ent from ours, necessitating many things different; a careful study of these questions by a personal visit of an intelligent representative from the different industrial concerns will accomplish much that has been sadly ignored.

(d) Of course a higher tariff will do much to enable us to retain our hold on this trade.

4. An active campaign in favor of better freight rates and transportation facilities, and by investing some of their money to assist in the development of the country.

Noel Marshall, The Standard Fuel Co., Toronto.

I have before me your letter of October 17, asking for answers to four questions.

To the first I would say that I was wonderfully impressed with the possibilities of our western country. As we passed through the Province of Manitoba and the Territories, the grain-growing possibilities of that enormous section of the country almost overwhelmed one.

Second. I believe that with the enormous quantities of timber obtainable in British Columbia, woodworking factories of nearly all classes should find a great opening.

Third. The manufacturer of the east, to secure a larger trade of the Great West, should recognize the fact that in all classes of articles our western brothers want the best that is made. From personal conversation with many of the business men, I am convinced they were in earnest when they stated that some of the manufactured goods sent from eastern Canada to the West did not suit their requirements as well as those they imported from the United States. This is an evil that should readily be cured. At the same time I do not believe that the trade of that western country can be retained to our own people unless there is a revision of the tariff, and unless I am very much deceived, the people of the West would support Canada as a whole in obtaining such a change, as it

Lucas, Steele & Bristol are now completing shipments of all their Aylmer Canned Goods and trust in the next week or ten days to finish shipments of Currants, Raisins, etc.

Their stock is now replete of all Foreign Goods and prompt shipment is guaranteed.

LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.

**Good Lines
to Handle.**

JERSEY CREAM BAKING POWDER
JERSEY CREAM YEAST CAKE
SOCIAL TEAS SOCIAL COFFEES
QUEEN'S BLEND COFFEE
GOLDEN BLEND TEA
JERSEY CREAM JELLY POWDER
JERSEY PURE MUSTARD

Standard Lye—Name of Standard Lye will be changed to Lumsden's Lye on January 1st when we will open a campaign in the interests of Lye.

LUMSDEN BROS., - - - Hamilton and Toronto.

BROOMS

Our brands are:

**"Standard"
and "Signal"**

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

Crosse & Blackwell's Goods:

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

JAMES TURNER & CO.

Wholesale Grocers, - - - HAMILTON, ONT.

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

Thos. Kinnear & Co.,

Wholesale Grocers,

49 Front St. E., Toronto.

SPECIAL XMAS OFFER

TO YOU

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



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

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

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

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

The above prices for the trade only.

ALL DELIVERY CHARGES PAID BY US.

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

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

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

would be in the best interest of the whole country.

Fourth. The business man of the east who has any surplus capital to invest can largely assist in the development of the whole western country by investing either in manufacturing or commercial enterprises, and the opportunities for some years to come will be many.

You Sir, like myself, must have been thoroughly convinced that there is room for a vast number of the right class of men. The young man who has been so trained that he can resist the temptations of a western life (and they are many) must undoubtedly succeed, and the time when a Canadian finds it either necessary or desirable for him to seek his advancement in the United States is surely past.

Business Changes

ONTARIO.

AN order has been granted J. P. Langley, Toronto, to wind up the departmental store of The North Bay Supply Co., Limited, North Bay.

The Battle Creek Sanitarium Health Food Co. have sold out their business at London.

The assets of the general store business of J. F. Newton, Milberta, are to be sold.

Isaac Kaiser, general merchant, Nashville, advertises his business for sale.

John Rhodes, of John Rhodes & Co., grocers, Brockville, is dead.

L. S. Morris, general merchant, Dover Centre, has sold out to J. W. Glover.

H. W. Nigh, baker and confectioner, Springfield, has sold out to John Drury.

M. Reid & Co., grocers, Toronto, have sold out to Wm. Monk.

Samuel & Co., grocers and fruit dealers, Toronto, have sold out to Sibbald & Co.

Budd & Co., tea and coffee merchants, Peterboro, have assigned to David Thompson.

THE CANADIAN GROCER

J. D. W. Darling, general merchant, Lansdowne, has sold out to Firman Cross.

Irvine Wallace, confectioner and grocer, Dresden, has assigned to Benjamin Bridgewater; meeting of creditors November 17.

J. D. Rooney, grocer and confectioner, Byng Inlet, has assigned to H. R. Duke. A meeting of creditors will be held November 16.

The premises of G. B. Lodge, grocer and crockery dealer, Windsor, have been damaged by fire; partly covered by insurance.

Geo. E. Train, flour and feed dealer, Toronto Junction, has sold out to Watt & Watson.

A meeting of the creditors of T. H.

Chambers, general merchant, Southwold Station, will be held November 13.

J. B. Davidson, butcher and grocer, Toronto, has sold his College street branch to Hill & Parkinson.

QUEBEC.

South & Co., grocers, have registered in Montreal.

J. W. Morrow, general merchant, Roberson, is dead.

L. H. Brooks, confectioner, Montreal, has sold out.

Letourneau & Bertrand, fishmongers, have registered in Montreal.

E. A. Bedard, grocer and confectioner, Lorette, has assigned to V. E. Paradis.

Miller & Riopelle, general merchants, Ville Marie, are asking for an extension.

The assets of J. L. Thibaudeau & Co., general merchants, Quebec, have been sold.

A meeting of the creditors of J. Pigeon, general merchant, Beloeil, was held November 5.

Paradis, Esdras & Co., general merchants, Plessisville, have dissolved partnership.

The stock of Beaudette & Co., grocers, Quebec, has been sold to L. I. Frechette at 60c. on the dollar.

Alfred Denis & Co., flour and grain dealers, St. Hyacinthe, have admitted B. Racicot into partnership.

Blais Larouche, sawmiller and general merchant, Les Grandes Bergeronnes, has made an assignment to V. E. Paradis.

The stock of J. Ayotte, general merchant, St. Marc des Carrieres, has been sold to D. Naud at 58c. on the dollar.

MANITOBA AND N.W.T.

G. B. White, confectioner, Ponoka, has sold out to W. Warnock.

Earl Bros., general merchants, Fairy Bank, have dissolved partnership.

M. J. McLeod, general merchant, Lacombe, has sold out to Burdick Bros.

T. Rivers, general merchant, White Brush, has sold out to Mr. Williams.

E. G. Brassey, baker and confectioner, Oak River, has sold out to H. Parker.

E. J. Merrel, baker and confectioner, Holland, has sold out to A. Rutherford.

McGillivray & Harrick, flour and feed dealers, Ponoka, are closing up business.

E. Poulin, general merchant, Vegreville, has been succeeded by Poulin & Lessard.

BRITISH COLUMBIA.

The grocery business of A. D. Miller, Vancouver, is advertised for sale.

T. S. McPherson, grocer, Nelson, has discontinued his branch store at Poplar.

The Salmon Arm Dairy, Salmon Arm, has been sold to Messrs. Harbell and Palmer.

C. Richards, general merchant, Fernie, has changed the firm name to C. Richards & Co.

The business of Killaby & Jones, cider and vinegar manufacturers, New Westminster, is advertised for sale.

NEW BRUNSWICK.

J. H. Williamson, grocer, St. Andrews, is dead.

E. G. Scovil, liquor and tea merchant, St. John, is dead.

NOVA SCOTIA.

S. Melanson, Moncton, N.B., and V. Melanson, Memramcook, N.B., have gone into partnership, and will carry on a general mercantile business at Springhill.

We can interest you if open to buy

SHELLED

ALMONDS

Full Range.

Prices Away Down.

THE


Davidson & Hay,

LIMITED,


Wholesale Grocers,

TORONTO.


UPTON'S
JAMS, JELLIES,
 -AND-
MARMALADE.



IT IS DETRIMENTAL TO THE BEST INTERESTS OF YOUR BUSINESS TO BE OFFERING YOUR CUSTOMERS SUBSTITUTES.



THOSE WHO ASK FOR "UPTON'S" KNOW WHAT THEY WANT.



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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

CURED MEATS IN THE GROCERY STORE.

THE last few years have witnessed a remarkable development of Canadian trade in the direction of cured meats. Thirty years ago very little cured meat with the exception of salt pork was handled in the average grocery store. The economical farmer has and will always find it to his interest to salt down a barrel of pork for Winter use. Most grown ups whose youth was spent on a farm, have a vivid recollection of hog-killing day, which was solemnly observed all over the country. They can tell you that 196 pounds makes a barrel of pork; how it takes a head, two hams, two shoulders and a quantity of mess, to fill the aching void. The farmer regularly salted down enough for his own use, and occasionally some extra for sale to his less fortunate neighbors or the village storekeeper.

As the country became more prosperous Canadian palates grew more sensitive. The home-cured product was no longer all in all to them, and city and town began to import ham and bacon. At first a Detroit pork packer got the bulk of the fancy Canadian trade; later it passed into the hands of Armour, of Chicago.

"But now it is all changed," said one patriotic grocer. "Canada cures her own meat and exports large quantities to the United States and Europe. Very little American bacon is sold in Canada now except some sliced bacon put up in tins and a brand or two of breakfast bacon which certain conservative individuals persist in using. It may give you some idea of the turn over," said he, "when I tell you that we send ten times as much bacon and hams to the States as we have been importing from them. American bacon can no longer compete with our Canadian breakfast bacon, so greatly superior is our cure to the article put up across the line. The popularity of Canadian bacon in England has become almost a by word. One injustice, however, has been done us: until lately Canadian meat was paraded under false colors—simply because English dealers were afraid to tell their customers it was Canadian grown. 'Made in Canada' has no uncertain ring at the present time, and even Englishmen have been compelled to give credit where it is due."

"What is the secret of the popularity of our bacon?" was asked of another dealer in groceries and provisions.

"It is mildly cured and has a peculiarly fine flavor, due largely to the fact that particular care is taken in feeding" was the answer. "Our best bacon is not soft or corn fed, but firm and fed on peas or wheat."

"To whom does the cured meat trade rightfully belong?" was further asked.

"To the grocer, undoubtedly," he replied; "though for various reasons the latter often fails to get his share. One trouble with a great many dealers is that they are careless in their meat department. They get in a stock of hams, shoulders and bacon, and expect it to last forever, like the old fashioned article, which was literally embalmed in salt. They should be reasonable, and, at the outset should recognize the A B C's of the cured meat trade—that mild-cured meat must be turned over quickly, while a drier cure will remain preserved for a much longer period. Another way in which the grocer allows the butcher to take this trade from him is by neglecting to exercise ordinary care in cutting, and then wonders why the latter is getting the cured meat customers away from him. If he expects to make a success of this department—the grocery and provision

man must first make an attractive display, then he must have a competent man to handle the goods."

The manager of a large city grocery, which is making a great success of its cured-meat department, remarked recently that he found the department an indispensable part of the business. "Our provision department is growing every day," said he; pointing to a fine display of hams, rolls, shoulders, back and side pork and beef knuckles; "and there is no reason so far as I can see why the town grocer and even the country grocer to a certain extent should not make it profitable, as it is certainly proving to us."

New Cheese Company.

It is announced that The Detroit Cream Cheese Co., manufacturers and importers of fancy cheese, will shortly enter the Canadian field and establish a branch at Windsor.

Visible Stocks of Lard.

The N. K. Fairbank Co., of Chicago, Ill., under date of November 3, write THE CANADIAN GROCER as follows:

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

	1903. Nov. 1.	1903. Oct. 1.	1902. Nov. 1.	1901. Nov. 1.	1900. Nov. 1.	1899. Nov. 1.
Liverpool and Manchester	11,000	11,000	3,500	8,000	10,500	42,500
Other British ports.....	2,200	2,000	700	5,000	5,500	7,500
Hamburg.....	20,000	30,000	2,500	12,000	2,500	12,000
Bremen.....	500	500	700	1,500	2,000	3,000
Berlin.....	6,000	2,000	500	2,000	1,500	2,000
Baltic ports.....	8,500	11,500	4,000	8,500	7,000	7,000
Amsterdam } Rotterdam } Mannheim }	250	100	700	1,000	1,000	1,500
Antwerp.....	2,500	1,000	1,000	4,000	3,000	4,000
French ports.....	700	2,000	900	3,000	4,000	3,000
Italian and Spanish ports.....	500	500	500	1,000	1,000	1,000
Total in Europe	52,150	60,600	15,000	46,000	38,000	83,500
Afloat for Europe	50,000	45,000	37,700	45,000	42,000	90,000
Total in Europe and afloat.....	102,150	105,600	52,700	91,000	80,000	173,500
Chicago prime steam.....	44,409	110,938	9,567	26,193	11,259	117,391
Chicago other kinds	4,181	8,081	4,803	5,091	9,080	9,487
East St. Louis .....	.....	.....	.....	1,027	1,913	.....
Kansas City.....	2,684	4,315	2,928	4,705	2,880	6,909
Omaha.....	1,140	1,072	775	1,968	3,413	2,049
New York.....	3,863	5,488	4,458	3,345	8,949	15,328
Milwaukee.....	1,789	1,894	547	1,023	2,723	2,906
Cedar Rapids.....	.....	.....	.....	1,098	1,253	437
South St. Joseph.....	3,383	5,939	1,388	1,986	600	950
Total tierces.....	164,019	243,327	77,166	137,436	122,070	328,957

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada.



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

**WRITE OR WIRE FOR
PRICE LISTS.**

NOTHING FINER CAN BE PRODUCED
THAN OUR

Beech-Nut Hams and Bacon

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

We are offering attractive prices on

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

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

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

MINCE MEAT

We are pleased to tell you that our sales of Mince Meat are larger than ever. We regret some little delay in shipping orders, owing to the non-arrival of Choice California Raisins. These are now to hand and we can fill all orders. We say our Mince Meat is the finest on the market. Try it and see for yourself.

PUT UP IN

**Kegs, 70 lbs.
Pails, 5, 12 and 27-lbs. each.**

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

Our English Brawn

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

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

Order Sample Case.

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

THE PROVISION MARKETS.
Toronto.

The provision market shows no great change since a week ago. The Fall packers are beginning to operate, however, and this with the usual tendency in the Fall has given the market an easier turn. Hams show a slightly lower value and short cut is also somewhat easier than lately. Lard still continues on a low basis and some dressed hogs in carlots are reported as delivered in Toronto at a concession from quotations. We quote:

Long clear bacon, per lb.	8 0 10	\$0 10 1/2
Smoked breakfast bacon, per lb.	0 14	0 15
Roll bacon, per lb.	0 10 1/2	0 11
Medium hams, per lb.	0 13	0 14
Large hams, per lb.	0 12	0 12 1/2
Shoulder hams, per lb.	0 10	0 10 1/2
Backs, per lb.		0 15
Heavy mess pork, per bbl.	17 00	18 00
Short cut, per bbl.	19 50	20 50
Shoulder mess pork, per bbl.	16 00	16 50
Lard, tierces, per lb.	0 08 1/2	0 08 3/4
" tubs "	0 08 1/2	0 08 3/4
" pails "	0 08 1/2	0 08 3/4
" compounds, per lb.	0 07 1/2	0 08 1/4
Dressed hogs, light weights, per 100 lb.	7 25	7 50
" heavy "	7 00	7 25
Plate beef, per 200 lb. bbl.		12 50
Beef, hind quarters.	8 00	9 50
" front quarters.	4 50	5 50
" choice carcasses.	6 50	7 50
" medium.	6 00	6 50
" common.	5 00	5 50
Mutton.	5 00	7 00
Lamb.	7 50	8 50
Veal.	7 50	9 00

Montreal.

The market is quiet and prices continue about the same as quoted in last issue.

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

The English market is reported dull for bacon. We quote:

Heavy Canadian short cut mess pork	\$18 50	\$20 00
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb.	0 13	0 14
Hams, per lb.	0 12 1/2	0 13

Lard is steady at the advance noted last week. We quote:

"Boar's Head" brand	0 08 1/2
Carlonds, less	0 0 1/4
20-lb. tin pails, tierce basis	
Half-bbls., over tierce	0 00 1/2
60-lb. tubs	0 00 1/2
20-lb. wood pails	0 00 1/2
10-lb. tins	0 00 1/2
5-lb. tins	0 00 1/2
3-lb. tins	0 01
Wood net, tin gross weight	
1 to 25 pails	Wood. Tin.
26 to 49 pails	1 78 1 68
50 pails and over	1 76 1 66
	1 72 1 62 1/2

St. John, N.B.

This is the active season. Dealers buy quite freely of mess pork from local packers. These advise pork quite scarce, owing, it is said, to the farmers holding back supplies for higher prices. In beef there is fair sale at even figures. Lard is very low with fair demand; refined, while rather lower, is held quite firmly. There is improved sale for smoked meats; trade is supplied by local cured; prices are firm. In fresh meats prices have changed little. Beef is quite plentiful. Lamb is low and freely offered. Mutton continues dull. Veal is little offered. Pork is in fair supply. Poultry is more plentiful, but not in over supply. We quote:

Mess pork, per bbl.	\$17 00	\$19 00
Clear pork	18 00	21 00
Plate beef	13 00	14 00
Mess beef	12 00	13 00
Domestic beef, per lb.	0 05	0 07
Western beef	0 07	0 09
Mutton	0 05	0 06
Veal	0 06	0 07
Lamb	0 06	0 07
Pork	0 07	0 07 1/2
Hams	0 13	0 15
Rolls	0 12	0 14
Lard, pure, tubs	0 09 1/2	0 10
" pails	0 09 1/2	0 10
" compound, tubs, per lb.	0 09	0 09 1/2
" pails	0 09	0 09 1/2
" Fairbank's refined, tubs, per lb.	0 09 1/2	0 09 1/2
" pails	0 09 1/2	0 10

DAIRY PRODUCE.

Toronto.

BUTTER.

The market is featureless this week. No demand is felt from England and while there is a fair demand locally for choice there are but small quantities of such coming forward. We quote:

Creamery prints	0 22	0 23
" solids, fresh	0 20 1/2	0 21 1/2
Dairy rolls, large	0 16	0 17
" prints	0 17	0 19
" in tubs, best	0 16	0 17
Under qualities	0 13	0 15

CHEESE.

The market is easier this week both on the boards and among the jobbers. Despite the lower values trade is quiet and very little is changing hands, as buyers are at a loss to know which way the market is going. We quote:

Cheese, large	0 11 1/2	0 11 1/2
" twins	0 11 1/2	0 11 1/2

Montreal.

BUTTER.

Owing to an apparent shortage in deliveries there is a decidedly firm tendency on the local butter market. There is always more or less of a shortage of fresh butter at this season, as now the Summer creameries stop making and the Winter creameries commence. This shortage may not be relieved as it usually is at this season by factories dropping cheese and commencing to make butter. The reason

is that at present prices it is almost as profitable to make cheese as it is to make butter. Fresh creamery butter is selling locally at 21 1/2 to 22c.; August and September makes 20 1/2 to 21c., early goods 20 to 20 1/2c.

The deliveries of fresh made dairy are light, and what is coming forward is meeting with ready sale at 16 to 17 1/2c. There is some inquiry for rolls, and they would meet with ready sale here at about 18c. For dairy tubs there is also some inquiry, but to meet with a ready sale the quality requires to be good. Ruling price for same is 16 to 17c. There is not much demand for Summer dairies, the price ruling about 15 to 16c.

CHEESE.

There is not much change in the market. Exporters are still active at the decline. The local trade, however, is not very much affected by the fluctuations which have occurred during the past few weeks. Mild cheese has been selling for 12 to 12 1/2c.; strong, 12 to 12 1/2c.

St. John, N.B.

BUTTER.

While stocks are quite ample good butter is already in demand and commands rather better prices. Dairy butter is being quite freely supplied in boxes. Creamery is very firm. We quote:

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

EGGS.

The stock offered is good. Prices are rather higher and are likely to work up toward the holiday season. There is a good demand with but fair supply. We quote:

Eggs, new laid, per doz	0 20	0 22
" case stock, per doz	0 18	0 19

CHEESE.

The output in the province has been large and has largely gone out of first hands. Because of the very large receipts English prices are rather easier. Sale there is materially affected if prices advance very much. We quote:

Cheese, per lb.	0 12 1/2	0 13
-----------------	----------	------

Winnipeg.

BUTTER.

The receipts of dairy butter are small and unsatisfactory, and the price is 11 to 11c.

CHEESE.

Manitoba cheese, 13c., and Ontario 13 1/3c.

Provision Notes.

A filtering plant for purifying water to be used in washing butter, is the latest device in dairying.

H. W. Lockwood, of Westport, Ont., will establish a cheese factory just out of Innisfail, Alta. It will be ready for operation next Spring.

The William Davies Co. are considering the establishment of branches of their provision stores in Woodstock and other places throughout Ontario.

The Winnipeg police are carrying on a crusade against the violators of the early closing by-law.

GILLETT'S

HIGH  GRADE

CREAM TARTAR

ABSOLUTELY PURE.

SOLD IN PACKAGES AND CANS.

Same Price as the cheap adulterated kinds.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

**Poultry,
Butter
AND Eggs.**

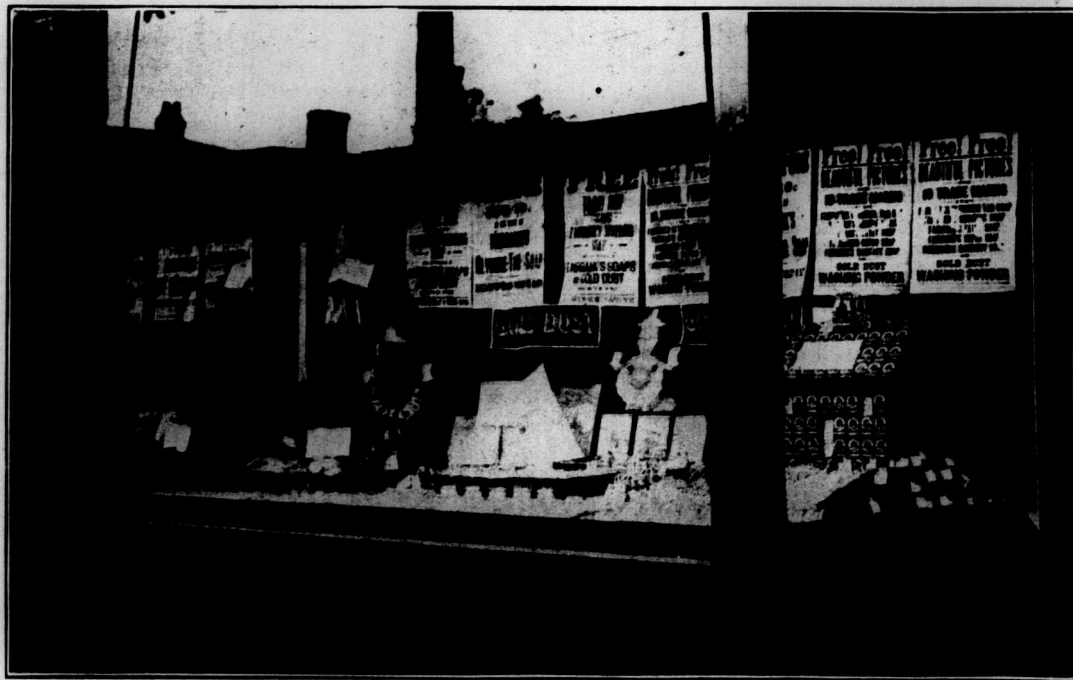
The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.



The accompanying Window Display of The N. K. Fairbank Co's products is in the store of Messrs. W. E. Crowe & Co., Halifax. Merchants interested in this equipment will be entitled along with it to goods which have a retail value of \$5.00, in payment for the use of their window for a period of 30 days. The proposition is one which absolutely insures the sale of the goods and pays a profit of about 60 per cent. as well as being a great trade attractor. Over 200 merchants have accepted this offer.

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

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

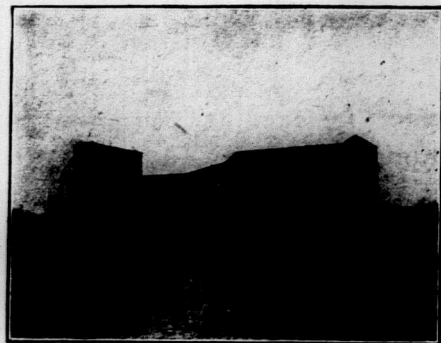
IMPRESSIONS OF THE GREAT WEST

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

By W. L. E.

WE had our introduction to the prairie shortly after leaving Winnipeg, under auspicious circumstances.

The day was an ideal one and the monotony of the distant horizon on either side of us was



An Elevator at Fort William, capacity 3,400,000 bushels. The largest in the world.

relieved by mirages in which were seen numerous woods and lakes. For two or three hours these optical illusions accompanied us. I have no recollection of seeing a mirage afterwards at any time during our journey. We had all seen mirages on lakes, but there were many of us who had never seen them on land before, at any rate on the vast and boundless prairie. Naturally we were all very much interested, and scarcely noticed the fields, reaching as far as the eye could see, from which the golden grain had just been garnered. "Now we get some idea of how easily thirsty travellers on African deserts have been led on wild goose chases after water and shelter," remarked a fellow passenger. We all acquiesced and continued to feast our eyes on the imaginary lakes and imaginary scattered clumps of trees, and when the optical illusion had vanished we found enough in the realities of the surrounding prairie to excite our interest.

The soil of the prairie, which the farmers here and there were beginning to plow in strips that often reached as far as the eye could see, by its very darkness and richness was enough to excite the interest of the veriest tyro in agricultural matters. The very rich inky-blackness of the soil almost made one's mouth water and excited a desire in the breasts of more than one of us whose days are spent within city limits, and whose vocation is

confined to office, factory or shop, for the life on the prairie, where the air is dry, always in active circulation, and invigorating. But what must the rich prairie land be to the trained farmer? No wonder so many thousands of experienced agriculturists from the United States and eastern Canada are taking up their homes on the dark soil of the Great West, rich in those properties which produce No. 1 hard—the best wheat in the world—and good healthy, sturdy livestock, to say nothing of sturdy citizens.

But the prairie is not only a paradise for the farmer, it is also a paradise for



Our Kazoo Band, with Drum-Major Noel Marshall in charge.

the sportsman. Prairie chickens are easily obtained by the man who can shoot straight. We had at least one man in our party who could shoot straight and he demonstrated this to our entire satisfaction. He had travelled all the way from Halifax to journey across the prairie with us, and he refused the two days' pleasure which Winnipeg offered for the purpose of supplying the 170 passengers on our train with a taste of the famous prairie chicken. When we picked him up at Virden, the morning after we left Winnipeg, he had with him many brace of prairie chickens, or as one man in our party remarked, "chairie pickens," and a couple of large cottontail rabbits, to say nothing of an odd mallard or two. Some of our passengers joked Mr.

Frank Simson (for he it was who was our good provider) as to how much he had paid for his birds and rabbits, but Mr. Simson is a crack shot as well as an expert curler and it was his own unerring aim that killed all but one of the rabbits. When the would-be wits were threatened with the elimination of prairie chicken from their bill of fare, they protested that they were not serious in their allegations, and were accordingly forgiven. That night prairie chicken graced the menu card of the two dining-cars that accompanied our train; and then everybody called Mr. Simson blessed, for prairie chicken is good, particularly when you are indebted to the prowess of a friend for the supply of the toothsome bird. Mr. Simson was shortly afterwards presented with a handsome pipe as a token of esteem. It could not be called the pipe of peace, for after that dinner in which prairie chicken so largely figured everyone had the most kindly feelings toward the man from Halifax.

It was the wild duck, however, and not the prairie chicken that most excited the spirit of sportsmanship in the breasts of our gentlemen fellow passengers. The prairies of the Great West are not barren of water. Indeed the water spirits have been good to the Great West. Here and there rivers and streams are encountered and the surface of the prairie is liberally



An Indian family at Chapleau Station with Major J. S. Hamilton and Mr. Packard on the right.

indented with ponds and small lakes of fresh and saline water, and quietly feeding in nearly every pond and lake wild ducks innumerable met our astonished view. Talk about sparrows in eastern Canada, if wild ducks are not relatively as plentiful in the Great West, my eyes

As staple as Rolled Oats

AND AN ALL-YEAR-ROUND SELLER.

The **quickest seller and the most profitable line you can handle.**

AN IDEA HOW IT SELLS.—



all to Eby Blain Co
 Dear Sirs, *see cut from 13 page 60*
 Please ship me at once 5 sacks "WHEAT-O'S." The trial order only lasted three days.

Yours truly,

Made from the Finest Wheat.

It contains all the Nitrates and Phosphates of the whole wheat berry.

NO TIME LOST WEIGHING OUT AND TYING UP PARCELS.

PUT UP IN CLEAN, HANDY PACKAGES TO RETAIL AT POPULAR PRICES.

2-lb. carton cases, 24 packages, - to sell at **10c.**

7-lb. bags, sacks contain 14 bags - " **25c.**

SPECIAL—Freight paid on 5-sack lots.

**FOR BRAIN
 BONE AND
 MUSCLE**

THE EBY, BLAIN CO., LIMITED
 Sole Wholesale Distributors, - **TORONTO.**



for once very much deceived me. I said wild ducks, but that name requires some modification. The species were wild, but I never saw wild ducks so tame. They seemed to be no more concerned about the presence of our train as it rushed past the ponds and lakes, on the bosom of which they lazily swam, than if they were ordinary domestic ducks from eastern Canada farmyards. It would have been quite possible to have killed many of them with stones, even if the stones had been in the hand of the average woman. A friend of mine who is an alderman in Toronto told me the other day, when I was speaking to him about the large number of ducks that I had seen in the West, that he was certain that during his visits to Manitoba, covering some years, he had killed at least 1,000 wild ducks by knocking them on the head with a stick. A smile of doubt passed over the faces of some of those within hearing, but he positively declared that he was telling the truth. Notwithstanding that he was an alderman, I am inclined to believe him; in fact what I saw of the tameness of the wild ducks on the prairie I am prepared to take as corroborative evidence. Possibly the ducks on the prairie of the Great West may be beneath the contempt of the average

sportsman in eastern Canada, where ducks are so wild that it is only by the merest accident that one can get within half-a-mile of them, much less within gun shot; but as for me, give me the wild duck shooting of the prairie ponds and lakes. The very multitude of their number is a guarantee that I should be able to bag some of them. Even if I could not shoot straight enough to hit a barn, I could secure an occasional duck, for in case my aim failed me I would still have recourse to my gun for use as a club.

The alkaline lakes and ponds are quite interesting, particularly to those who for the first time see them. They are scattered far and wide over the prairies of the Great West and are without apparent inlet or outlet, while the white incrustations around the edges of many of them appear at the first glance like light sprinklings of snow. That the buffalo in their day drank of the waters of these alkaline ponds and lakes is evident from the trails which converge at them. The late Principal G. M. Grant, in his book on "Ocean to Ocean," which is in reality a diary of his journey across the prairies in 1872 with Sandford Fleming, deals at some length with these alkaline lakes. In speaking of the theories as to the causes of these lakes and ponds he says

that several are suggested and adds, "Here is one that explains all the facts so far as known to us. Suppose that formerly a superabundant quantity of alkaline matter was diffused through the soil generally, over our Northwest, as we know it is over a wide extent of the American desert and in sections on the Pacific coast. We found it so in some places where there are no lakes and where it could be carried off by rivers. On the bank of the Assiniboine near Fort Ellice, similarly on the Saskatchewan near Edmonton, and at other points it was observed. If it had once been generally diffused through the soil, what must have happened in the course of centuries wherever there was an ordinary rainfall? The water percolating through the soil would carry off the alkaline matter into lakes and rivers, and it would be retained only in those lakes that had no outlet. This theory explains all the features of the case and starts no new difficulties. It suggests, too, that the one great reason why the American Desert must remain both desert and bitter is that there is no rainfall on it, whereas further north in the same longitude there is abundance of rain."

(To be continued.)

ALDERMAN LAPORTE FOR THE MONTREAL MAYORALTY.

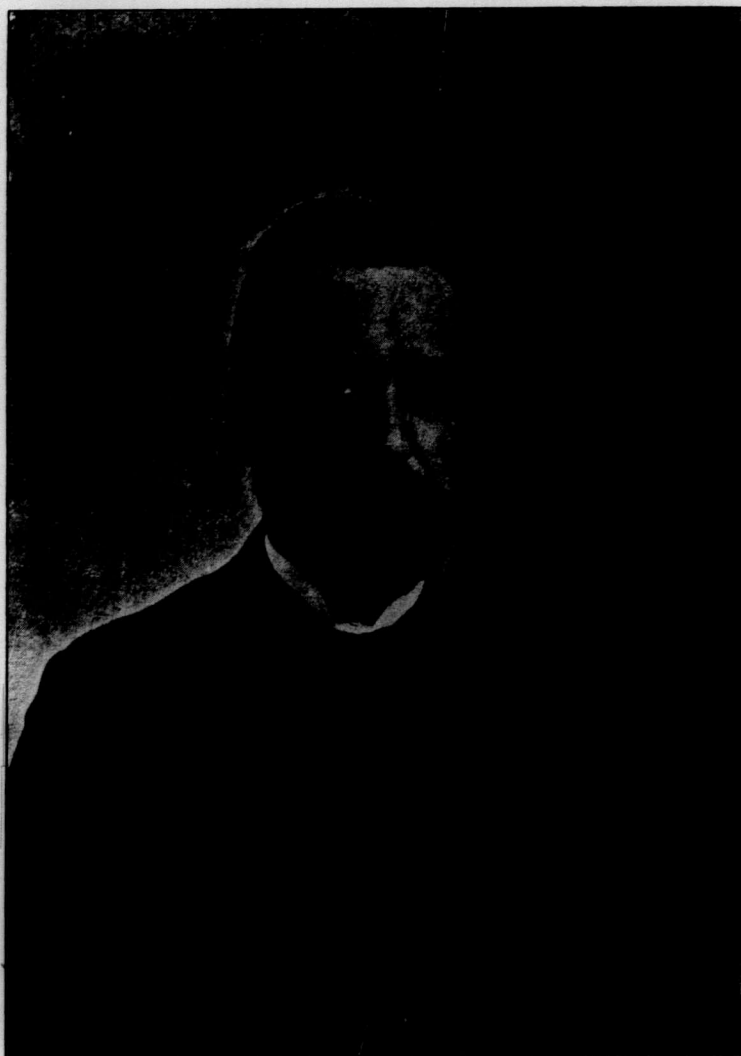
MR. HORMIDAS LAPORTE, head of the well-known Montreal wholesale grocery house of Laporte, Martin & Cie., Montreal, who has for many years been an active and prominent alderman, has been petitioned by the business men of his city to allow himself to be put in nomination for the mayoralty. After mature consideration Mr. Laporte has decided to enter the field, and has announced himself as a candidate. His record as an alderman is one that any man might be proud of, as throughout his entire career in the council he has borne a reputation for integrity, diligence and sound business sense, and his valuable services in the interest of the citizens of Montreal will no doubt be duly appreciated by his election to the mayor's chair. That Mr. Laporte is appreciated by the grocery trade of his city is evidenced by the fact that at the last meeting of the Retail Grocers' Association of Montreal, held Thursday, 5th inst., a resolution was unanimously passed declaring the intention of its members to loyally support him in his candidature. The Butchers' Association of Montreal had previously at their monthly meeting signified their intention to support Mr. Laporte, another evidence of his popularity among business men. Other mercantile bodies are also endorsing his candidature, and the citizens

of Montreal generally, from press reports, look with favor upon the entering into this civic campaign of a man of Mr. Laporte's ability and trustworthiness.

THE CANADIAN GROCER is gratified to learn that Mr. Laporte has secured to himself the confidence of the members of the grocery trade, as well as the high esteem of his fellow business men and citizens, and wishes him the realization of his ambition, the mayoralty chair of the City of Montreal. With his undoubted energy, business training and true con-

ception of the requirements of a great city like Montreal, the citizens will doubtless find him always alive to their best interests and an honor and credit to the chair.

The wholesale grocery house of Laporte, Martin & Cie., of Montreal, of which Mr. Hormidas Laporte is the senior member, is prominent in the trade. Mr. Laporte is one of the living examples of the pushing intelligent Canadian merchant who,



Ald. Laporte, the Business Men's Candidate for Montreal Mayoralty.

from a very small and comparatively insignificant beginning, has risen to be a prime factor in the commerce and trade of this country. He was born in Lachine, P.Q., in 1851, and at the early age of 14 years began to make his own living by working in a nail factory, and at the same time picking up what education he could between the primary schools of his native village and attending the night school when he came to Montreal. In 1870 he left the employment he was engaged in as nailmaker and joined the service of a

large wholesale grocery firm as clerk, where he gained that knowledge of the business that he has so well applied since.

After a few years he established a retail business of his own in the same line, in which he worked assiduously for some time, and finally founded the wholesale firm of which he is now the senior partner. The business of his house has increased enormously within the past few years, and is still growing, this being the result of the reputation the firm have of doing everything in their power to meet

the wants and circumstances of their customers. Mr. Laporte was elected to the Board of Trade in the year 1883, and has since been a prominent and active member of the Wholesale Grocers' Association in connection with that corporation. He is a past-president of the St. Jean Baptiste Society, and occupies a prominent position on the list of membership in most of the French institutions, in the management of which he takes an active part. He was also president of the Montreal District Chamber of Commerce, a director of the National Building Society, president of the Alliance Association, past-president of the Union St. Vincent Society, and actively interested in other kindred benevolent institutions, to all of which he devotes a good deal of time and contributes liberally.

CONDENSED MILK INDUSTRY.

In our report last week of an interview had with Mr. Gifford, manager of The St. Charles Condensed Milk Co., it was stated

that "condensed milk was first made in America in 1858 by Gail Borden." Mr. W. H. Dunn, eastern representative of The St. Charles Condensed Milk Co., kindly calls our attention to the fact that the idea of condensing milk or preserving milk was first discovered by Gail Borden while living in Connecticut in 1852, but was not patented until 1858.

Swiss milk, which came on the market a few years afterwards, was introduced and manufactured in Switzerland by W. D. Page, of Dixon, Ill. He was a clerk

--You are in business to make money

--So are we.

--You try to please your customers and hold their trade

--So do we.

--You can't make money with transient trade

--Neither can we.

--The business that sticks to you right along pays you

--So it does us.

The
above
points
a
moral.



“
Quaker” brand

Read this:

“Quaker” brand Ceylon Tea is packed by the growers on the plantation, from the finest Sirocco—Black and Green—in 1-lb. and ½-lb. pkgs.—leaded. All we ask is for you to try a sample lot.

Ceylon Tea

Will build up your trade.
Will hold your tea trade.
Will make money for you.

Send for prices.

J. A. Mathewson & Co.

WHOLESALE AGENTS FOR CANADA,

MONTREAL, P.Q.

in the patent office in Washington at the time Mr. Gail Borden got his patent, and discovering that there was no patent on this article in Switzerland, went over there and established a factory.

NEED FOR TECHNICAL TRAINING.

THE industrial history of the United States is being repeated to a very considerable extent in Canada. The growth of manufacturing is remarkable, and, from all indications, will continue to be so. This year as never before there has been a cry for men—an unsatisfied cry; and not for men only, but for boys and girls. It is a very common sight as one goes along the streets of our manufacturing centres, to see cards hanging out with the words "Boy Wanted," or "Girls Wanted." Another noticeable thing is the want columns of the large dailies. The list under "Help Wanted" is far greater than that under "Situations Wanted."

This demand for boys and young women is robbing our schools of many who would otherwise continue to be students for several years to come. The temptation to earn a little money proves greater than the love of learning. The boy does not perceive the value for his late career of an education, and his parents are too often indifferent. However, there comes soon or late to most of these boys who leave school early a perception of the value of a specialized training, and when the facilities offer, a good many attend night schools. Clerks in stores, as well as young fellows at the bench or in the factory, are acquiring a thirst for knowledge—the special knowledge that will advance them in their line of work.

In the case of these young men who have left school all too soon, correspondence schools have sprang up. This is particularly true of the Great Republic, and some scores of such schools, some excellent, some the reverse, are making their appeals to that portion of Young America who have neglected or were never offered the advantages of high school and college.

In Canada The Canadian Correspondence College, Limited, Toronto, is doing creditable work along these lines, particulars of which they furnish on application.

The good of such "colleges" to earnest young men is very great. The pity is that there are not thousands more using their opportunities to acquire a technical training. It is the man who knows who compels success. Real success is not a lucky chance; it is won by labor; by purpose; by a diligent and intelligent use of means. The demand for prepared men is growing and is far in excess of the supply. The lack is not in the num-

ber of men seeking the choice position; it is in the number of men qualified for the position. Hundreds of men are willing to take a good appointment, determining to learn to discharge its duties—afterwards. The wise young man will prepare himself beforehand. In that preparation he should find the correspondence college of the greatest aid.

A MONTREAL BROKER.

ONE of Montreal's leading brokers and commission merchants directly interested in grocers' specialties is Mr. W. H. Dunn, 394 St. Paul St. Mr. Dunn started in business in a small way about fourteen years ago, after having served an apprenticeship of five years with a leading Montreal wholesale grocery house, and has represented during that time most of the firms he now represents, but the business of his firm here has so



Mr. W. H. Dunn, Montreal.

increased that on three occasions he has had to enlarge his premises, and is now negotiating for a still larger and more modern building, which he hopes to occupy next Spring.

The following firms are represented by Mr. Dunn:—J. L. Prescott & Co. enameline, New York; B. T. Babbitt, soap, New York; Borden's Condensed Milk Co., New York; Libby, McNeill & Libby, Chicago; St. Charles Condensing Co., St. Charles, Ill.; Chas. B. Knox, gelatine, Johnstown, N.Y.; Bendsorp & Co., cocoas, Amsterdam; Melrose & Co., teas, Edinburgh; Courtenay Sauce Co., Worcester, Eng.; Pure Gold Mfg Co., Toronto; Ingersoll Packing Co., Ingersoll, Ont.; Bart Cottam Co., London, Ont. Storage warehouses are maintained

in Hamilton and Quebec, and sub-agents at the principal distributing centres from the Pacific to the Atlantic.

COMPANIES INCORPORATED.

The Owen Sound Distillery & Cattle Feeding Co., Limited, have been granted a charter under the Ontario Companies Act to manufacture, distil compound, blend, buy, sell and deal in all kinds of spirituous and alcoholic liquors, and for the consumption or economic use of the refuse or by-products, to buy, sell, deal in, cattle, etc. The share capital of the company is to be \$500,000, divided into five thousand shares of \$100 each; the head office of the company to be Owen Sound and the provisional directors to be William Harvie Prittie, Toronto, and Samuel Lloyd, William Boyd Stephens, Matthew Robert Duncan, and William Andrew Grier, of Owen Sound.

A charter under the Ontario Companies Act has been granted by the Lieutenant-Governor-in-Council, creating Ashley C. Cornell, James H. Hallett, Edmond L. Young, Joseph Doust, Alexander J. Williams, all of the City of Toronto, a corporation, to carry on in all its branches, a ranching, farming, stockyard and packing-house company, under the name of The Ontario Alberta Ranch and Packing Co., Limited; the share capital of the company to be \$500,000, divided into five thousand shares of \$100 each; the head office of the company to be in the City of Toronto, and the provisional directors to be J. H. Hallett, A. J. Williams, A. C. Cornell and J. Doust, hereinbefore mentioned.

DEATH OF E. G. SCOVIL.

E. G. Scovil, one of the best-known citizens of St. John, N.B., died last week, at the age of 61 years. He was carrying on a large wholesale tea, wine and liquor business. Deceased married the daughter of the late Col. S. K. Foster, who with one daughter and four sons survives. The sons are: Harry, in Calgary; Walter, who travels for a Montreal house; Earl, in Kootenay, and Kent, in St. John. Mrs. Domville, wife of Senator Domville, and Mrs. J. Morris Robinson, of St. John, are sisters of deceased.

EASTERN TRADE.

"The Canadian Grocer" is in receipt of a letter from a firm in Calcutta, India, having also extensive connections in Persia and Burma, asking for samples from any reliable firm engaged in the growth or manufacture of Canadian goods. "The Grocer" will be glad to hear from any firm wishing to extend their trade in the countries mentioned.

SAVE TIME

It is just as important to a merchant to economize in the way he spends his time as it is to save his money. Time is money.

JAMES' DOME LEAD

sells itself. It saves your time and also pleases the consumer.

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

Poor Goods



will spoil the best business. You sell a customer a poor lot of Condensed Milk just once and you'll suffer for it. The customer may not say anything about it to you, but will quietly go somewhere else when buying again.

“REINDEER”

Brand Condensed Milk is always right.

Style, Quality and Price

are important factors in business.

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

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

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

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

MONTREAL RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Retail Grocers' Association of Montreal was held last Thursday, the 5th inst., in the Monument National. A very large attendance of members was noted, and business of considerable importance was put through. Mr. N. Chartrand, president, occupied the chair.

After the minutes of the previous meeting had been read by the secretary, Mr. J. A. Beaudry, and adopted, a letter from Mr. Wm. O'Brien, an old member, who had been nominated for 1st vice-president at the annual meeting, but who had subsequently resigned from the association, was read by the secretary, and on motion of Mr. Landry, seconded by Mr. J. P. Dixon, the secretary was instructed to write Mr. O'Brien, asking him to reconsider his resignation.

A number of new names of candidates for membership were brought forward, but as some of the propositions were for travellers, and it being against the constitution to elect salesmen as active members of the association, it was decided

holder. It was pointed out that several of the suburbs had through their town councils, already prohibited the house-to-house vending, and it was agreed that united action on part of the members of the Grocers' Association would be the means of abating the nuisance in the city. A motion was passed authorizing the secretary to solicit the Butchers' Association of Montreal also to take measures against these hawkers. A resolution was passed, after long discussion, that the auditor's report be presented in writing and in detail, as some of the members took exception to the manner of its presentation.

The question of wholesalers selling to consumers in retail quantities was discussed with a good deal of warmth, and some very uncomplimentary remarks were made against certain dealers. A delegation was appointed to wait upon the wholesale dealers with a view of getting them to refuse to sell retail quantities at wholesale prices.

Another resolution was adopted requesting the secretary to communicate with

Hochelaga, it was stated, the grocers had commenced to close at seven o'clock on Wednesdays.

A resolution was read by the secretary endorsing the candidature of Mr. Laporte, of Laporte, Martin & Cie., wholesale grocers, for the mayoralty, and the association pledged itself to give him cordial support. It was pointed out that the election of Ald. Laporte was not only deserved by that gentleman, but would also be an honor to the grocers of Montreal. The association in thus giving their influence in behalf of a member of their calling, were doing only what was right and proper, as Mr. Laporte's career as an alderman of the city for many years had shown him as ever alive to the citizens' best interests. This resolution was unanimously adopted, and it was hoped that the next mayor of Montreal would be a grocer.

NEW CANNING INDUSTRY.

LAST week a representative of "The Canadian Grocer" visited the new canning factory recently erected in the flourishing and pretty little town of Burlington.

The building, which is four storeys in height, with basement, is built of brick, and has a floor surface of 40,000 feet.

It extends from the main street to the shore of the lake and has a substantial and imposing appearance. The factory is equipped throughout with the most modern machinery, and has every advantage in the way of shipping facilities. In addition to good water communication and connection with the Grand Trunk and Canadian Pacific Railways, the Hamilton Radial is about to construct an extension leading to the shipping doors of the building.

The industry has proven a great boon to the farmers of the district, and the business people of the town are already reaping good results from the new enterprise.

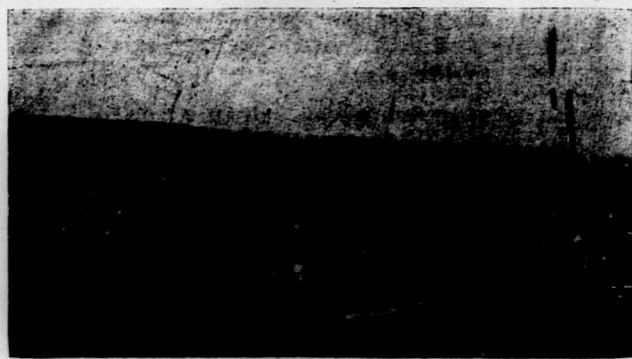
The vegetable pack of the factory has been nearly all distributed this season, but the company are now employing a numerous staff in the canning of apples, pumpkins, etc.

Very shortly they purpose going largely into the manufacture of ketchup, jams and jellies, as also the packing of chicken, turkey, pork and beans, and other delicacies of this description.

The directorate is composed of George E. Fisher, president; Wm. Kerns, vice-president; W. F. W. Fisher, W. G. Pettitt, Chas. G. Davis and Thos. H. Fisher.

The president, Mr. Fisher, is also managing director, and is known to the people of Western Canada as a prominent and successful farmer and fruit grower.

Mr. Jas. Edgecombe, who superintends the manufacturing department, has had a wide experience in connection with some of the largest canning concerns in Canada and the United States.



Montreal from the Mountain.

on motion that such travellers be elected as "auxiliary" members.

It was also decided that the night of meeting be changed from the first Thursday in each month to the first Wednesday of the month.

The treasurer's report was read and the satisfactory showing of a balance in the bank of \$295 was gratifyingly received by the members.

A question that has been brought up in almost every similar association in the country, the pedlar nuisance, was a subject of active discussion, and very strong speeches were made. Petition forms were passed around among the members for signature by the taxpayers and electors for presentation to the City Council, asking that licenses be refused to street pedlars, and that existing licenses be cancelled and not renewed in future. These pedlars had grown to be not only a detriment to the grocery and other kindred trades, but the bane of the house-

the Hon. Chas. McCorkill, provincial treasurer, to obtain an interview to meet the officers of the association relative to having the transfer license fees reduced from \$55, the present tax, to the price formerly ruling, namely \$20.

The question of early closing was brought up, it being the desire of many members to close their stores at seven o'clock, at least one evening a week, though several members claimed that this was practically impossible, on account of the fact that many stores not actually grocers, but who handled certain grocery staples, could not be brought into line, and unless the closing hour was generally observed, a loss of trade would result. After an interesting discussion, delegates were appointed to visit the grocers generally, to obtain their consent to this early closing. Mr. Chartrand, the president, signified his intention of inaugurating the early system by closing his store at seven o'clock next Wednesday. In

THE CELEBRATED
Bar-le-Duc
Jellies

HAVE ARRIVED

Red and White



HENRI JONAS & CO.

Agents for Mamias & Co.,

Bar-le-Duc, France.

**Remember that we are Selling
Agents for:**

Ph. Richard	Brandies
Chs. Couturier & Co.	“
F. Marion & Cie.	“
Mitchell & Co.	Scotch Whisky
Mitchell Bros.	Irish Whisky
Blandy Bros.	Madeira Wines
Pollen & Zoon	Gins
Sir Thos. Lipton	Teas
Vve. Amiot	Champagnes
Cardinal & Cie.	“

All the above firms are old established and have the widest reputation in Europe. Their goods are well known here.

LAPORTE, MARTIN & CIE.

**Wholesale Grocers, Wine and Spirit Merchants,
MONTREAL.**

CLASSIFIED LIST OF ADVERTISEMENTS.

The Canadian Grocer

Accountants and Auditors.

Barber, Henry, & Co., Toronto.
 Fahey, Wm., Toronto.
 Hoskins, David, Toronto.
 Jenkins & Hardy, Toronto.
 Kidd, F. H., Toronto.
 Merson, Geo. O., Toronto.
 Williamson, T. G., Toronto.

Amusement.

Harvey, John T., Todmorden, Ont.

Baking Powder.

Gillett, E. W. Co., Toronto.
 Lumsden Bros., Hamilton and Toronto.
 McLaren, W. D., Montreal.
 Ocean Mills, Montreal.
 Greig, Robert, Co., Toronto.

Barristers, Solicitors, etc.

Beatty, Blackstock, Fasken & Riddell, Toronto.
 Burrill, Jas. H., K.C., Pembroke, Ont.
 Cameron, D. O., Toronto.
 Douglas, Wm. M., K.C., Toronto.
 Hamilton, J. C., Toronto.
 Tupper, Phippen & Tupper, Winnipeg.

Baskets.

Oakville Basket Co., Oakville, Ont.

Bird Seed.

Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.

Browne & Wells, Toronto.
 Canada Biscuit Co., Toronto.
 Christie, Brown & Co., Toronto.
 Cowan Co., Toronto.
 Crown Mfg. Co., Toronto.
 McGregor-Harris Co., Toronto.
 Mott & Co., John P., Halifax, N.S.
 National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.

Smith & Gregory, Bristol, Eng.
 Oakley, John & Sons, London, Eng.
 Lambie, W. G. A., & Co., Toronto.

Brooms, Brushes, Etc.

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

Butter Tubs.

Woods, Walter, & Co., Hamilton.

Canned Goods.

Anglo-British Columbia Packing Co., Vancouver, B.C.
 Balfour & Co., Hamilton, Ont.
 British Columbia Packers' Ass'n, Vancouver, B.C.
 Burlington Canning Co., Burlington, Ont.
 Canadian Cannery Consolidated Co., Hamilton, Ont.
 Castle, F. J., Co., Ottawa.
 Lucas, Steele & Bristol, Hamilton.

Cigars, Tobaccos, Etc.

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

Cash Registers.

Hallwood Cash Register Co., Toronto.

Clothes Lines.

Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.

Baker, Walter, & Co., Dorchester, Mass.
 Epps James, Co., London, Eng.

Commission Merchants and Brokers.

Cameron, Gordon & Co., Winnipeg.
 Clark, R. W., & Co., Victoria, B.C.
 Dawson Commission Co., Toronto.
 Duck, Geo. H., Toronto.
 Nicholson, E., Winnipeg.
 Rutherford, Marshall Co., Toronto.
 Ryan, Wm., Co., Toronto.
 Sipes, Milford, & Co., Detroit, Mich.
 Stagg, M. G., & Co., Toronto.
 Steele, M. B., Winnipeg.

Computing Scales.

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

Condensed Milk and Cream.

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

Cream Tartar.

Gillett, E. W., Co., Toronto.

Crockery and Glassware.

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

Dairy Produce and Provisions.

Clark, Wm., Montreal.
 Dominion Packing Co., Charlottetown, P.E.I.
 MacLaren, A. F., Imperial Cheese Co., Toronto.
 McLean, J. A., Produce Co., Toronto.
 Park, Blackwell Co., Toronto.

Delivery Wagons.

Ewart, James, Toronto.

Educational.

Canadian Corr. College, Toronto.
 St. Margaret's College, Toronto.
 Western Business College, Toronto.

Financial Institutions.

Bradstreet Co.

Flours and Cereals.

American Cereal Co., Peterborough, Ont.
 Carter, G., Son & Co., St. Mary's, Ont.
 Eby, Blain Co., Toronto.
 MacKay, John, Bowmanville, Ont.
 McCann, Wm., & Co., Toronto.
 McIntosh, P., & Son, Toronto.
 Napoli Macaroni Co., Toronto.
 Tillson Co., Tillsonburg, Ont.

Fish.

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

Flavoring Extracts.

Greig Mfg. Co., Montreal.

Food Choppers.

Enterprise Mfg. Co., Philadelphia, Pa.

Foreign Importers.

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

Fruits—Dried, Green and Nuts.

Balfour & Co., Hamilton.
 Clemes Bros., Toronto.

Davidson & Hay, Toronto.
 Eby, Blain & Co., Toronto.
 Gillard, W. H., & Co., Hamilton.
 Gibb, W. A., & Co., Hamilton.
 Goodwillie's—Rose & Laflamme, Montreal.
 Hus and Bros. & Co., Toronto.
 Kinnear, T., & Co., Toronto.
 McWilliam & Everist, Toronto.
 Simpson, R. & J. H., Co., Guelph, Ont.
 Tippet, A. P., & Co., Toronto.
 Warren Bros. & Co., Toronto.
 Walker, Hugh, & Son, Guelph.
 White & Co., Toronto.

Gelatine.

Cox, G. & J.

General Groceries.

Balfour & Co., Hamilton.
 Eby, Blain Co., Toronto.
 Laporte, Martin & Cie, Montreal.
 Lucas, Steele & Bristol, Hamilton.
 Turner, James, & Co., Toronto.
 Snowden, Forbes & Co., Montreal.

Grocers' Grinding and Packing Machinery.

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

Hides.

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

Interior Store Fixtures, Trucks, Etc.

Auer Light Co., Montreal.
 Dominion Show Case Co., Toronto.
 Metallic Roofing Co., Montreal and Toronto.
 Slingsby, H. C., Montreal.

Jams, Jellies, Etc.

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

Ledgers and Office Systems.

Briggs Ledger System Co., Toronto.
 Hart & Riddell, Toronto.

Mince Meat.

Capetan Mfg. Co., Toronto.
 Clark, Wm., Montreal.
 Fearman, F. W., Co., Hamilton.
 Lytle, T. A., Co., Toronto.
 Wethey, J. H., St. Catharines.

Mustard.

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

Office Stationery.

Weese, G. A., & Son, Toronto.

Oil Tanks.

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

Oils.

Queen City Oil Co., Toronto.

Pass Books, Etc.

Allison Coupon Co., Indianapolis, Ind.

Peels.

Batger's—Rose & Laflamme, Montreal.

Pickles, Sauces, Relishes, Etc.

Batty & Co., London, Eng.
 Brand & Co., London, Eng.
 Canadian Cannery Consolidated Co., Hamilton.
 Colson, C. E., & Son, Montreal.
 Lees & Langley, Toronto.

Patterson's—Rose & Laflamme, Montreal.
 Stretton & Co., Worcester, Eng.
 Turner, James, & Co., Hamilton.

Polishes—Metal.

Oakey, John, & Sons, Montreal.
 Smith & Gregory, Bristol, Eng.

Polishes, Stove.

Morse Bros., Canton, Mass.

Powdered Lye.

Gillett, E. W. Co., Toronto.

Rubber Stamps.

Young, C. G., & Co., Toronto.

Safes.

Ford & Featherstone, Hamilton.
 Taylor, J. & J., Toronto.

Salt.

Toronto Salt Works, Toronto.

Sodas—All Kinds.

Winn & Holland, Montreal.

Soda—Baking.

Dwight, John, & Co., Toronto.

Starch.

Brantford Starch Works, Brantford.
 Edwardsburg Starch Co., Cardinal, Ont.
 St. Lawrence Starch Co., Port Credit, Ont.

Sugars, Syrups and Molasses.

Dominion Molasses Co., Halifax, N.S.
 Edwardsburg Starch Co., Cardinal, Ont.
 Tea Rose Drips—Rose & Laflamme, Montreal.

Telephones.

Bell Telephone Co. of Canada.

Teas, Coffees, and Spices.

Balfour & Co., Hamilton.
 Blue Ribbon Tea Co., Toronto.
 Ceylon Tea Traders' Ass'n.
 "Commissioner" Tea, London, England.
 Ewing, S. H. & A. S., Montreal.
 Ewing, S. H., & Sons, Montreal and Toronto.

Japan Tea Traders' Ass'n.
 Lipton, Thomas J., New York.
 Lumsden Bros., Hamilton and Toronto.
 Marceau, E. D., Montreal.
 Mathewson, J. A., & Co., Montreal.
 Salada Tea Co., Montreal and Toronto.
 Wood, Thos., & Co., Montreal.

Vinegars.

Grimble & Co., London, Eng.
 Hill, Evans & Co., Worcester, Eng.

Wash Boards, Washing Compounds, Etc.

Fairbank, N. K., Co., Montreal.
 Taylor, Scott & Co., Toronto.

Watches.

Ingersoll, Robt. H., & Bro., New York.

Woodenware.

United Factories, Toronto.

Wines, Liquors and Beer.

Laporte, Martin & Cie, Montreal.
 Dominion Brewery Co., Toronto.

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Canada Paper Co., Toronto.

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Gillett, E. W., Co., Toronto.
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You will injure your trade and send much good business to your competitor if you do not sell

Blue Ribbon Ceylon Tea

This tea is rapidly outselling all others, because the public recognize and appreciate its superior delicacy of taste and its drawing power.

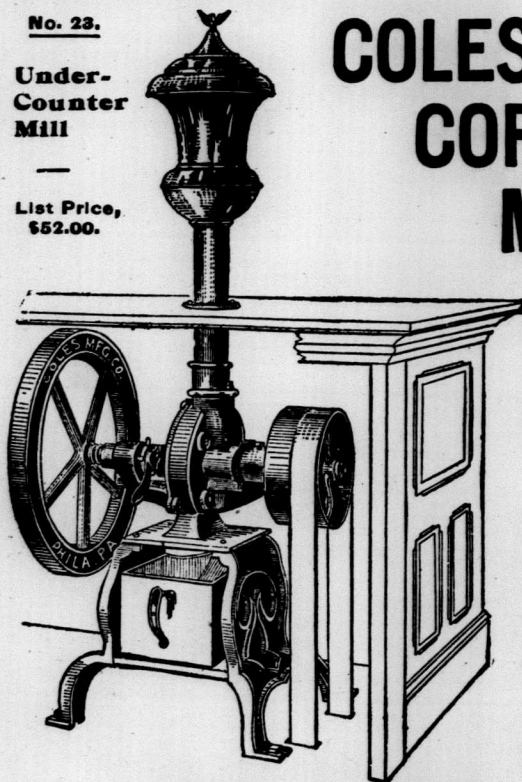
Push the Red Label Brand.

Each Grocer our agent.

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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FORBES BROS., Montreal.
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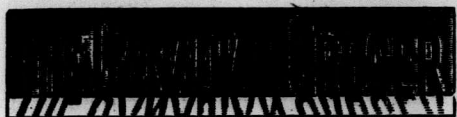
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Your Own Brand

will attract attention. Your progressiveness will be commended. You will be pushing your own business and not advertising that of someone-else—then, too, you will make a larger profit on it than on any proprietary brand.

We are making a specialty of packing Baking Powder under grocers' own brands. We will be glad to send you samples of labels and any other information on the subject you may wish. Write us about it.

THE ROBERT GREIG CO., Limited, TORONTO.



President:
JOHN BAYNE MACLEAN,
Montreal.

**The MacLean Publishing Co.
Limited**

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

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APPROACHABLE MEN.

COURTESY in business costs nothing, often brings pecuniary results, and never can do any harm. No person having occasion to meet business men in different parts of the country can fail to notice great differences in the men with whom he has to deal. Some men are always approachable, always courteous, while others hedge themselves about like little gods, and are almost as inaccessible as royalty itself. It is always dangerous to draw sweeping deductions, but nine times out of ten the approachable man is the successful man, the man with the largest business and the widest and most varied interests; while the man who would impress you with a sense of his own importance, who can be approached only with great fear and trembling, through a number of careless and sometimes impertinent subordinates, is the little man who does a small business but always makes a great fuss about it.

As with men individually, so with towns and cities. Every town has its own individuality. Travellers often remark upon the unfailing courtesy of business men in one city, and upon the

difficulty of approaching business men in another city, and their lack of courtesy when access is finally gained. We happen to know of the case of the head of one of Canada's large manufacturing concerns, himself one of the kindest and most approachable of a city of courteous business men, visiting in another town a house which, although large, was by no means so important or well known as his own. The difficulties which he encountered in obtaining an interview or even an appointment with the head of that firm would have been amusing had not the time at his disposal been so short that they were annoying. When admittance was finally gained the excuse given was that the pressure of business is so great as to make it absolutely necessary for the head of the firm to shut himself in his office and keep visitors out. The caller's surprise may be pardoned. He knew that his own business was considerably larger, and he had never found it necessary so to hide himself from the public. His office is near the entrance to his establishment, and, through the glass doors, he can see all who enter. No customer or visitor ever retires dissatisfied without his knowledge. Were we to mention the names of the two firms the absurdity of the excuse given would be apparent. If the head of the larger business has time to be affable and approachable, and finds that such conduct is profitable, why should it be impossible for the head of the smaller business to follow his example?

No business man, whether his trade be large or small, can afford to be unapproachable and discourteous, for, besides the direct harm done to the firm by the offence which he himself gives to customers and clients, the spirit of the chief is communicated to the subordinates, and a discourteous manager is almost invariably served by impertinent assistants who follow his example and go far beyond it. The character of a business house is determined by its head.

Now, by the foregoing, it is not meant to be said that a business man never has a valid excuse for refusing to see callers. We mean nothing of the sort. The de-

mands of a business are often such that the manager can see only those whose business is of a pressing nature. But on such occasions there is no reason why a caller should be unceremoniously turned down, as he is in some houses. He should be informed when the manager will be free, and in most cases an appointment might be made. Such action pays in the end. Courtesy is never unprofitable.

A CUP OF TEA.

WE are inclined to live too strenuously on this continent. The thing that most surprises the Englishman on visiting the United States or Canada is the tremendous hurry everyone is in. The card the Chicago man is said to hang on his door, "Gone to lunch; back in three minutes," is indicative of the restless energy with which we are all more or less afflicted. Even in our games and amusements the same thing crops out. We rush off to a baseball game, and if it is not all over in an hour we vote it slow. No one but an Englishman has time for cricket. At the theatre we are bored to death if we have to wait four minutes for the curtain to rise; and between acts the male portion of the audience are reputed to be partial to neighboring temples of Bacchus, where a bell rings thirty seconds before the curtain rises.

Is it any wonder that cases of nervous prostration are so frequent? And, after all, is it proper, as it is customary, to ascribe these cases of breakdown to overwork? Is it not rather misdirected and ill-advised energy? We are so eternally bent on doing something that very often we are not fit physically to do anything.

They attend more to the amenities of social life in England. What a howl of derision there would be should the directors of a great company in Montreal or Toronto pause in the midst of their deliberations, abandon all thoughts of the matter at issue, while an afternoon cup of tea was being served and a quarter hour spent in social conversation! Yet, this is by no means uncommon in England, and the directors resume their deliberations with a keener zest and more penetrating insight as a result of the short mental re-

laxation and the cup that cheers, but does not inebriate.

The average grocer in Canada is an overworked man. He comes down to business early and he goes home late. He is distracted from hour to hour with a multitude of details. If there is anyone who needs a mid-afternoon relaxation it is the grocer. Why should he not have his afternoon cup of tea as well as his English cousin across the sea? He has all the materials handy. In many of the smaller towns four o'clock is a slack time in the day's work. In a snug den in the rear of the store, with the clerks gathered around a steaming pot of tea, affairs even of business could be discussed from a new standpoint. Clerks could be encouraged to throw out suggestions, and a better feeling generally created between employer and clerks. Occasionally a customer, whose interest it was desired to enlist, or to whom it was desired to do a favor, might be invited into the sanctum to try, perhaps, a new tea. If occasion demanded, the grocer's wife might be present to preserve the proprieties.

There is much virtue in a cup of tea. The grocer, who knows more about tea than any other man in the community, should be on the alert for demonstrating new ways of enjoying those virtues.

JUDGING BY APPEARANCES.

IT is a trite saying that it is not safe to judge by appearances, but, as a matter of fact, people do judge by appearances. That is often the only way they have of judging and in most cases they are right in so doing.

This is a fact that the grocer should continually bear in mind. Upon the appearance of his store will he be judged. From the nature of the lines carried it is difficult perhaps to keep the grocery store as neat and tidy as might be desired, but, on the other hand, in no line of business does a neat and tidy appearance count more in one's favor, or in which untidiness and disorder are so injurious. Mortal woman was born with a desire to get things cheap, but every well-brought-up woman has a horror of dirt, and especially in connection with things to be eaten.

She will pay an extra price every time as a premium on cleanliness.

Go into the busiest grocery in any town or city and almost invariably it will be found that despite the hurry, and the large quantity of goods handled, a scrupulous neatness is maintained. The double inference is that attention to appearances pays in good solid trade and that being too busy is no valid excuse for being untidy.

It pays to make the store look cheerful. It pays to decorate for the holiday season, and some of the most successful stores have found it a good investment to have handsome bouquets of cut flowers here and there throughout the store.

But the appearance of the store itself is not all. The personal appearance of the proprietor and the clerks is an important matter. There has been a great improvement in this matter within recent years, but there is still room for improvement in some cases. The proprietor should insist upon his clerks coming to work well, though not expensively, dressed, and he should set the example himself. He should insist upon them coming to work clean shaven and generally well kempt. Soap and water, brushes and whisks are cheap and made to be used. People like to deal with well groomed young men, and it is the grocer's business to give the people what they want. Moreover, the employe who is careless as to his personal appearance will in all probability be careless in business affairs. Appearances as a subject for an evening's quiet consideration might be advantageously taken by not a few men now in business either as employers or employes.

AMERICANS IN NORTHWEST.

SIR CHARLES DILKE, speaking recently, said that in Canada the fact of a preference on wheat would weaken the Imperial tie by increasing the already rapid rate at which the Northwest is being flooded by capital and labor from the United States.

Sir Charles need not be alarmed. Give us the preference and we will look after the Imperial tie. It is true that Americans are flocking into the Northwest, but so far as can be learned they are proving admir-

able settlers. They are generally well supplied with capital, and are familiar with the conditions of agriculture in the West. They are men of discernment, as is evidenced by the fact of their leaving the poorer lands of the United States for the No. 1 hard wheat lands of the Canadian Northwest. They have already shown their preference for Canadian soil; the same acumen of intellect will lead them to show a preference for Canadian laws and customs, which, especially in the matter of municipal government, are immensely superior to those of the United States. Then again, the little red school house is a wonderful power for instilling Canadian spirit. The sons and daughters of these American settlers will substitute Wolfe and the Fathers of Confederation for George Washington and the signatories of the Declaration of Independence, and the first of July will be found as propitious a day for exploding fire-crackers and nigger-chasers as the "fourth" ever was.

Yes, it may be objected, you may make them Canadian, but not British—and there is force in the objection.

But the preference on wheat is the very thing to bring the advantage of British connection home to people who, however devoted to the land of their adoption, might be unaffected by those traditions which bind us of British origin and descent to what we delight to call the Motherland. The preference would have the very opposite effect to that suggested by Sir Charles Dilke.

DAIRY INTERESTS PROSPEROUS.

THIS has been a great year for the dairy farmer. Although cheese is at present somewhat weak the prices taken the season through have been excellent and the make has been a record breaker which the fine weather of early November seems likely to still further increase. Butter which, owing to the partiality shown to cheese this year, has not been a large make, is on the other hand bringing very attractive prices, indeed from one to two cents above same time last year.

Altogether the farmer who includes dairying in his arrangements, and in the older provinces there are few who do not, should have plenty of ready money this Fall. The advantage of this condition to the trade generally is obvious.

HINTS TO BUYERS.

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

The Eby, Blain Co., Ltd., report their first shipment of Valencia shelled almonds in store.

Buyers of chicken soups may procure some of the "Simcoe" brand from H. P. Eckardt & Co.

Balfour & Co., Hamilton, report a very large sale of nuts, figs and table raisins; larger than ever before, also a large demand for Ceylon green and black teas.

The R. & J. H. Simpson Co., Guelph, report that they have exceptionally good values in new season cleaned currants and extra selected and fine off-stalk raisins.

Ocean Mills received an order this week from their Quebec city representatives, Boivin & Grenier, for 400 cases Chinese starch and 2,500 lb. Ocean baking powder. Boivin & Grenier state that Chinese starch is fast becoming a leader with the grocery trade.

"Griffin" and "Thistle" brands of seeded raisins, 1-lb. packages, are in stock with The Eby, Blain Co.

Laporte, Martin & Cie. report having made deliveries in full of all their orders for dried fruit. As prices have advanced materially buyers can congratulate themselves on having placed their orders with Laporte, Martin & Cie.

H. P. Eckardt & Co. are selling choice California evaporated apricots at a very low price.

The Greig Mfg. Co., Montreal, report that their sales of fikovah jellies, custards and blanc manges, etc., are increasing in volume, some very large orders having been received from the Maritime Provinces. In fact the demand lately has exhausted their stock, but another shipment is arriving this week, when all orders will be promptly executed.

The R. & J. H. Simpson Co., Guelph, are just in receipt of a shipment of new Hallowee and Sair dates, and they state that the quality is very fine, and that the prices are right.

The attention of buyers is directed to the advertisement of Laporte, Martin & Cie. in this week's issue. Special attention is drawn to the list of special agencies controlled by this house.

The Eby, Blain Co. are just in receipt of a shipment of Morton's herrings, fresh, kippered, and in tomato sauce, and are quoting same at low figures.

PERSONAL MENTION.

Mr. Thos. Smart, late Toronto representative for The California Fruit Agency, has left for New Orleans. Mr. Brownlow, late of Brownlow & Husband, takes his place.

Mr. A. G. Snowdon, of Messrs. Snowdon, Forbes & Co., Montreal, is in the Ancient City this week looking after the interest of "Bee" brand goods, and the numerous other specialties of his firm.

Mr. D. W. Douglas, eastern representative of E. W. Gillett Co., Ltd., Toronto, is in Ottawa this week and Royal Yeast and Gillett's Lye, to say nothing of his other lines, are getting close attention at his hands.

Mr. David Brown, of Winnipeg, representing Tetley's Teas, has just returned from a visit to England. Mr. Brown will have something of interest to all buyers of Terley's Teas on his arrival home in Winnipeg.

Mr. H. R. Barnard, Montreal representative of Messrs. Hunt & Co., Yokohama, is on a business trip through Western Ontario this week, visiting Toronto, Hamilton, London and other large centres in the interest of Japan teas.

Mr. Frank Adams has joined the staff of The Comfort Soap Co., having been appointed assistant to Mr. F. D. Cockburn, manager of the eastern distributing department, at 1676 Notre Dame street, Montreal. Mr. Adams is a brother of Mr. J. E. Adams, Ormeau, and both he and his brother have long been readers and subscribers of "The Grocer."

A visitor to the Montreal office of "The Canadian Grocer" this week was Mr. C. L. Farnworth, representing the F. F. Dalley Co., Ltd., Hamilton, Ont. Mr. Farnworth has, for many years, represented his firm in Eastern Ontario, and as far east as Quebec City, and through the Eastern Townships. He reported very satisfactory business throughout his entire territory. His devotion to "2-in-1" is apparent in the very large number of stores now handling this line in the city of Montreal. Mr. Farnworth's headquarters are at Ottawa.

GOOD REPORTS FROM THE PROVINCES.

Mr. A. M. Piper, of Todhunter, Mitchell & Co., coffee and spices, Toronto, dropped in at the Montreal office of "The Grocer" on his way home from the Maritime Provinces, the other day. Trade is reported as very good in all lines throughout the Maritime Provinces, and it is gratifying to learn that the general activity noticeable in the eastern section of Canada has an air of permanency about it that augurs well. Mr. Piper reported that unfortunately for certain fishing districts the season just closed had not been a good one, the failure, being attributable to scarcity of bait, inclement weather and absence of schools of fish, but on the whole the prosperity of the provinces was undeniably evident. The recent strong advances in spices and coffees had been so stimulating to buyers that very good

orders had been booked. The coal industry was never in better shape and the mines driven to their utmost to supply the ever-increasing demand. Mr. Piper's trip covered a period of some seven weeks, during the major portion of which he had been favored with good weather, and the salt air had put a very ruddy color on his genial countenance. "It is astonishing," remarked Mr. Piper, "how 'The Grocer' is looked to down in the Provinces, and, as an old friend of your journal, I am always glad to find it on my trip, as it keeps me in thorough touch with the trade and its changing conditions." Thanks, Mr. Piper!

A TEA MISSIONARY.

Mr. A. Suter, of the Montreal branch of Crosfield, Lampard, Clark & Co, the London, Eng., and Colombo tea house, has returned from his two weeks' tour through New York State, Ohio, Michigan and Pennsylvania. Mr. Suter's trip was made with a view of opening branches and agencies for his house in the special interest of Ceylon and Indian teas, and though the popular taste has not taken hold of our southern and western cousins as in Canada, he was pleased to learn that owing to the stimulating advertising that had been done during the past number of years the trade was beginning to look with distinct favor upon these teas, and it was only a question of a few years when the excellent merits of British-grown teas would meet with favor. Many of the leading jobbers in Bay City, Detroit, Cleveland, Columbus, Buffalo and Pittsburg were considering the advisability of taking hold of Ceylon and Indian teas, and there is little doubt but that the St. Louis Purchase Exhibition next year, where large bungalows are being erected by the Ceylon Government and Tea Association, for the purpose of introducing these teas to the American public, will have a marked effect. The introduction of Ceylon green teas since the Chicago Fair will make the work of diverting the taste of tea drinkers easier, as Americans are, if drinkers of tea at all, more friendly to China and Japan greens than to blacks. Mr. Suter reports his reception as very favorable and most encouraging.

RAYMOND SUGAR FACTORY OPENS.

The first sugar made in Western Canada was made at the Raymond factory, Alberta, on Tuesday. Owing to the scarcity of labor, the crop fell short of what was expected, but will reach 1,200 tons.

The proprietors of "Silvia" tea, of Buffalo, being threatened by suit by The "Salada" Tea Co. for imitating their packet, have agreed to discontinue using the name and label resembling "Salada."



YES!

... As the old saying reads, "The closer the stem, the sweeter the fruit."

12 Million Packets Sold Annually.

Therefore in like manner, the closer you can get to the "first hand man," the better you are apt to be served, not only in prices, but reliability of qualities.

"SALADA" Ceylon Tea is controlled and operated by the largest handlers of Ceylon Teas on the American Continent.

The margin of profit is good.

And, it is not a visionary profit, but a protected one.

That the Quality is "Right," the enormous sale proves beyond all argument.

BLACK, MIXED or }
NATURAL GREEN }

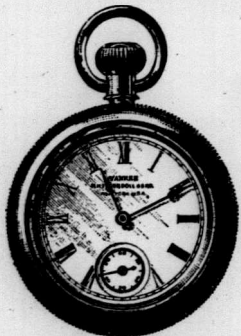
SEALED PACKETS ONLY—

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THE
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ARGUMENT.

We now offer a practical time piece for the Grocery Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelry trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Grocery Dealer who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

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We're keeping everlastingly at it—telling your customers of the goodness of

Celluloid Starch
Never Sticks Requires no Cooking.

Once we induce them to try it they never use any other kind. It is good starch, well advertised. That is why you should sell it.

THE BRANTFORD STARCH WORKS,
LIMITED,
BRANTFORD, CANADA.

MARKET AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, Nov. 12, 1903.

WHOLESALERS report they are now in the midst of the Fall rush. Orders for canned goods and dried fruits are rapidly being filled since the arrival of the Bellona. City trade is especially good. Collections are reported satisfactory and the prospects encouraging. The canned goods situation is more satisfactory than for some time. There will be plenty of tomatoes, but perhaps a slight shortage in corn and peas. Coffees are firm with an upward tendency and buyers cautious. Spices still continue to maintain a strong position, with indications pointing to a reduction of stocks. Syrups and molasses are meeting with a fair demand, with particular inquiry for corn syrups. On the London market teas continue to show strength and have fully maintained the advance reported last week. Locally there is a more healthy tone, and buyers have realized that teas have made more than a temporary advance. In dried fruits the most interest centres round the advance of 2s. 6d. to 3s. per cwt. in Valencia raisins at Denia. The advance has stiffened prices locally, but has as yet resulted in no quotable advance. Sugar is dull with no quotable change. Wallaceburg has listed standard granulated at 4, and also No. 1 yellow, an innovation for domestic beet factories.

CANNED GOODS.

During the last week the canners have been more liberal in filling orders, and many wholesalers on the street report that they have all they want. It looks now as if tomatoes will be fully sufficient, but doubts are entertained as to corn and peas. Tomatoes are now on a basis of 1.05, and some concessions from this have been heard of on the part of holders of large stocks. We quote:

Apples, 3's.....	0 80
" gallons.....	2 20
Asparagus.....	3 50
Beets, 2's.....	0 90
Beets, 3's.....	1 00
Blackberries, 2's.....	1 50 1 70
Beans, 2's.....	0 82 0 85
Corn, 2's.....	0 90 1 00
Cherries, red, pitted, 2's.....	2 20
" white.....	2 40
Peas, 2's.....	0 87 1 40
Pears, 2's.....	1 45 1 60
" 3's.....	1 90 2 10
Pineapples, 1 1/2's.....	1 50 1 60
" 2's.....	1 80 2 00
" 3's.....	2 25 2 40
Peaches, 2's.....	1 55 1 70
" 3's.....	2 45 2 60
Plums, green gages, 2's.....	1 10 1 40
" Lombard.....	1 00 1 30
" Danson, blue.....	0 95 1 25
Pumpkins, 3's.....	0 95
" gallon.....	2 50
Rhubarb, 3's.....	1 80
Raspberries, 2's.....	1 40 1 60
Strawberries, 2's.....	1 40 1 60
Succotash, 2's.....	1 00
Tomatoes, 3's.....	1 05
Lobster, talls.....	3 35
" 1-lb. flats.....	3 50 3 70
" 1-lb. flats.....	1 90 2 90
Mackerel.....	1 00 1 25
Salmon, sockeye, Fraser.....	1 65 1 75
" " Northern.....	1 65 1 75
" " Horseshoe.....	1 65 1 75
" Cohoes.....	1 15
Chums.....	1 25 1 35

Sardines, Albert, 1/2's.....	0 15
" " 1/2's.....	0 23 1/2
" Sportman 1/2's.....	0 14
" " 1/2's.....	0 23
" Portugese 1/2's.....	0 08 0 10
" P. & C., 1/2's.....	0 25 0 27
" P. & C., 1/2's.....	0 35 0 38
" Domestic, 1/2's.....	0 03 0 04
" Mustard, 1/2 size, cases 50 tins, per 100.....	3 00 9 00
Haddies.....	1 00
Kipperd herrings, domestic.....	1 00
" imported.....	1 45 1 55
Herrings in tomato sauce, domestic.....	1 00 1 10
" imported.....	1 45 1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans.....	1 50 1 65
" 2-lb. ".....	2 65 2 75
" 6-lb. ".....	9 00
" 14-lb. ".....	20 50
Lunch tongue, 1-lb. ".....	2 85 3 00
" 2-lb. ".....	6 00
English brawn, 1-lb. ".....	1 50 1 60
English brawn, 2-lb. ".....	2 75 2 85
Camp sausage, 1-lb. ".....	1 50 1 65
" 2-lb. ".....	2 65 3 00
Soups, assorted, 1-lb. ".....	1 00 1 50
" 2-lb. ".....	2 20
Soups and Boull, 2-lb. ".....	1 30
" 6-lb. ".....	4 50
Sliced smoked beef, 1/2's.....	1 50 1 70
" " 1's.....	2 65 2 80

COFFEES.

In New York the market is fluctuating between the bulls and the bears with the bulls usually on top. As to spot, the market is more steady. The "Ariosa" and "Lion" brands have been advanced from 8 to 9 1/2c. within the last week, a good indication of a strong feeling. Locally there is an improving retail demand, but the high values have rather frightened wholesalers, and buying is cautious. We quote:

	Per lb.
Green Rios, No. 7.....	0 07 1/2
" " No. 6.....	0 08 1/2
" " No. 5.....	0 08 1/2
" " No. 4.....	0 09 1/2
" " No. 3.....	0 10 1/2
Mocha.....	0 21 0 25
Java.....	0 22 0 30
Santos.....	0 10 0 11 1/2
Plantation Ceylon.....	0 26 0 30
Porto Rico.....	0 22 0 25
Guatemala.....	0 22 0 25
Jamaica.....	0 15 0 20
Maracaibo.....	0 14 0 20

SUGAR.

The market for the past week has been extremely dull. There have been some sales of raws in New York at 1-16c. decline, the Arbuckle Refinery taking 11,000 bags of Cuba centrifugals at 2 1/2c. cost and freight for basis of 96, which equals 3 3-16c. duty paid. At close, this quotation is only nominal, and the tone and tendency rather favor buyers. There have been buyers at 3 1/2c. but no sellers thus far. The concession in prices already referred to was given by importers rather than put cargo in store, and, since, a cargo of Cuba sugar arriving in port has been stored in absence of buyers at recent quotations. Receipts at United States four ports for week ending November 4 were 21,575 tons, with estimated meltings same as previous week, namely 30,000 tons, leaving total stock in all hands of 120,917 tons, which is 45,000 tons less than same week last year. As against this, stocks in Cuba are about 40,000 tons over same time last year. Combined stocks thus show a decline of about 5,000 tons. Combined European and American stocks at latest uneven dates are 1,234,917 tons, against 1,293,098 tons last year, a decrease of 58,181 tons. It is estimated that sugar afloat to United States ports is 30,000 tons less than same time last year. There is considerable conjecture over the probable action of the United States Congress on the Cuba reciprocity treaty, which will come up for consideration this week, although there is likely to be considerable delay in passage. The proviso inserted by the Senate on March 19 last, that the treaty should not take effect until approved by Congress, is believed to be a technical error and gives the opponents of the treaty an opportunity to block its progress for some time. Should the reciprocity treaty be passed promptly, taking 20 per cent. off Cuban sugars, the prospects are for the demoralization of the immediate future of the raw market, as the bulk of the 125,000 tons remaining in Cuba will be promptly shipped to the United States ports. In the meantime, as may be gathered from the figures above, the statistical position is favorable and prices should hold about steady. There have been only slight fluctuations in Europe to 8s. 7 1/2d. basis, f.o.b. Hamburg, 88 test, since reacting 3 farthings per hundredweight to 8s. 6 1/2d. The apparent reason for this has been the continued favorable reports from Mr. Licht, the latest of which was "No change in the situation." The condition of the New York refined market is about as last advised, the only change being a reduction of 5c. per hundredweight on the long price, the net, however, remaining at the former figure. There is little to advise as to the local situation. The movement of sugar is slow at the moment and prices are without change. On referring to list it will be noted that the Wallaceburg beet sugar factory have listed 1903 granulated and No. 1 yellow. The latter is an innovation, no other domestic beet factories having heretofore made this grade. We quote:

Paris lumps, in 50-lb. boxes.....	4 83
" " in 100-lb. ".....	4 73
St. Lawrence granulated.....	4 18
Redpath's granulated.....	4 18
Acadia granulated.....	4 08
Maple Leaf granulated (Berlin), 1903.....	4 08
" " 1902.....	3 98
Standard granulated (Wallaceburg).....	4 08
Crystal granulated (Wallaceburg), 1902.....	3 98
Imperial (Dresden).....	4 03
Beaver " (Wiartron).....	4 03
Phoenix.....	4 03
Bright coffee.....	3 88
Bright yellow.....	3 83
No. 3 yellow.....	3 78
No. 2 ".....	3 58
No. 1 ".....	3 48
No. 1 " (Wallaceburg).....	3 48
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

SPICES.

The general tendency is toward a reduction of supplies and higher price levels. The market is active with a good grinding demand for pepper, cloves, nutmegs and mace. Locally the wholesale trade are pretty well supplied, but there is no weakening of the firmness which has recently prevailed in the market in all lines. We quote:

	Per lb.	Per lb.	
Peppers, blk.....	0 18 0 19	Cloves, whole.....	0 20 0 25
" white.....	0 23 0 27	Cream of tartar.....	0 25 0 30
Ginger.....	0 18 0 25	Allspice.....	0 13 0 16

SYRUPS AND MOLASSES.

At New Orleans receipts of new crop molasses have been small and prices

YOUR CANDY TRADE

builds itself up fast
if you sell

McGregor-Harris

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

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

McGregor-Harris Co., Limited

33 Pearl St., TORONTO.

We are the people who make "Quaker" Marmalade

**TOBLER'S
SWISS MILK CHOCOLATE**
is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS WHOLESALE.

The F. T. JAMES CO., Limited
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**Butter Eggs
Poultry Game**

CORRESPONDENCE SOLICITED.

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

BUTTER and EGGS

— WE ARE —

BUYERS and SELLERS

Correspondence solicited from ONTARIO,
MANITOBA and LOWER PROVINCES.

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

extreme. More satisfactory conditions are shortly anticipated. Locally there is just a fair business doing. In New York syrups are steady. Locally corn syrups continue to be inquired for extensively and prices are well maintained. We quote:

Syrups—		
Dark	0 30	0 32
Medium	0 35	0 37
Bright	0 40	0 42
Corn syrup, bbl., per lb.	0 02	0 02
“ 1/2 bbls., “	0 03	0 03
“ kegs	1 30	1 30
“ 3 gal. pails, each	0 90	0 90
“ 2 gal. “	1 90	1 90
“ 5-lb. tins (in 2 doz. case) per case	2 35	2 35
“ 10-lb. “ (in 1 “ “ “	2 25	2 25
“ 20-lb. “ (in 1 “ “ “	2 10	2 10
Molasses—		
New Orleans, medium	0 20	0 30
“ open kettle	0 45	0 50
Barbados	0 47	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts.	0 27	0 27
1-gal. cans, per gal.	0 95	1 00
5-gal. cans, per gal.	1 00	1 00
Barrels, per gal.	0 75	0 75
5-gal. Imp. brand, per can.	4 50	4 50
1-gal. “ per case	5 10	5 10
1/2-gal. “ “	5 60	5 60
Qts. “ “	6 00	6 00

RICE AND TAPIOCA.

An average market is reported in these lines. Rice is meeting with a fair demand, and prices are maintained. Tapioca is strong at Singapore and is firm with upward tendency locally. We quote:

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

TEAS.

The advances in the London market reported last week have been fully maintained, with a tendency toward the hardening of prices in most grades, though mediums continue relatively cheap. Buyers have perhaps not been quite so keen as a week ago, transactions being of the hand to mouth character, while offerings are by no means liberal. A circular from Brooke Bond Co. reports good demand for common Pekoe Souchongs in London, with a tendency upwards on account of the shortage of Ceylons. Many gardens there are reported under water, which will probably check the growth for some months. The circular hints that we have seen the lowest prices of the season. Locally the inquiry for cheap teas continues and last week some brokers placed considerable quantities at a small advance. The tone is decidedly healthier. One wholesaler said he thought the market had got beyond the buyers, who were too slow in anticipating the rise. We quote:

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

FOREIGN DRIED FRUITS.

Cable advices on Monday from Marseilles announce the shipment of new crop Grenoble walnuts, via New York. The latest estimates from Denia place the crop of Valencias this year at 1,800,000, the original estimate published in "The

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets, TORONTO

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

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

Importers of...
Skinner's Queensland Turtle Soup
Dealers in...

Fraser River Canned Salmon
British Columbia Herrings

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

CHEAPER AMMONIA

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

JOHN G. HARVEY,

Manufacturing Chemist, Todmorden, Ont.

TEA.

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

"COMMISSIONER,"

CANADIAN GROCER,

109 Fleet Street E.C. London, Eng.

Carload Lots.

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

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

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

Grocer" some time ago. This is an improvement on late reports, but nevertheless there has been a sharp advance of 2s. 6d. to 3s. per cwt. at Denia, as was forecasted in last week's "Grocer." The result locally has been a stiffening of prices, but as yet scarcely any quotable advance. Prices are now about a cent lower than this time last year when London stocks were exhausted in January. As the market was bare and the crop this year same as last, it would not seem that local prices are warranted by conditions. Jobbers, however, are understood to be well stocked at low prices and are more disposed to unload than to make fancy profits. The arrival of the Bellona has aroused greater interest in dried fruits, and the Christmas demand is making itself felt in a general steady call for all these classes of goods. We quote:

CURRENTS.

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

RAISINS.

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

DATES.

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

PRUNES.

100-110s.....	Per lb. 0 04 1/2	60-70s.....	Per lb. 0 07 0 07 1/2
30-100s.....	0 04 1/2 0 05 1/2	50-60s.....	0 08 0 08 1/2
30-50s.....	0 06 0 06 1/2	40-50s.....	0 08 1/2 0 10
70-80s.....	0 06 1/2 0 07		

CANDIED PEELS.

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

FIGS.

Capnets.....	Per lb. 0 04	Elemes.....	Per lb. 0 09 0 20
Naturals.....	0 06 1/2 0 09 1/2		

APRICOTS.

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

Californian evaporated.....	Per lb. 0 08 0 12
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COUNTRY PRODUCE.

EGGS.

The market is firm at last week's quotations. The demand is good for strictly new-laid, with but few arrivals. The export orders for pickled are largely filled although some dealers report they could have filled more had they the eggs. We quote:

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

WHITE BEANS.

The situation is opening up in the bean market and from all appearances there will be sufficient supplies for requirements. Dealers are now being offered all they can handle. We quote:

Beans, under grades, pe bush.....	1 25 1 50
" mixed, per bush.....	1 50
" prime.....	1 80
" handpicked, per bush.....	1 90 2 00

HONEY

The honey market is moving along under nominal conditions. Supplies are quite normal and the demand is ordinary. We quote:

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

FLORIDA ORANGES

Fresh Car HEAVY, JUICY and RIPE
RUSSETS AND BRIGHTS,
 Also Car JAMAICA ORANGES, in Boxes and Barrels,
GET OUR PRICES. VERY INTERESTING.
WHITE & CO.,
 Wholesale Fruits and Produce **TORONTO.**

FANCY NEW ELEME FIGS.

FINEST GOODS PACKED; in all the different grades.

Fancy Malaga Grapes (heavy weights).

QUALITY AND PRICES RIGHT.

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

F. KESSELL & CO. 7&8 Railway Approach, ENGLAND
 London Bridge,

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

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

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GUARANTEED TO GIVE SATISFACTION.

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 27 St. Sacramento Street,
MONTREAL.

Tel. Main 778.

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TORONTO,
 HAVE

NEW ELEME FIGS,
 "Camel" Brand.

The finest on the market.

ALSO another car

JAMAICA ORANGES.

Write them for prices.

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We are always pleased to quote sellers and prospective buyers on carlots. Write, wire or 'phone to

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SEE OUR
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McWILLIAM Mc. AND E. EVERIST
 27 Church street, **Toronto.**

The Fruit quoted is fancy, and we invite comparison in prices.

Winnipeg Brokers.

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WRITE
CAMERON GORDON & Co.
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

P.O. Box 731. WINNIPEG, CANADA.

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—AND—

SHIPPERS.

All **EYES** are
turned on
MANITOBA AND THE WEST.

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Represent some of the leading houses in
CANADA and the U.S.

INCREASE YOUR TRADE. WRITE ME.
E. NICHOLSON, WINNIPEG,
Wholesale Commission Merchant and Broker.

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facturers and others wanting repre-
sentatives in the leading business
centres here and abroad.

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

Address, BUSINESS MANAGER,
CANADIAN GROCER,
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THE

Burlington Canning Co.

Burlington, Ont. Limited

Manufacturers of

ALL KINDS OF CANNED GOODS

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

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

THE MARKETS

New Orleans.....	0 22	0 35
Antigua.....	0 37	0 37
Porto Rico.....	0 45	0 48
Corn syrups, bbls.....	0 02 1/2	0 03
" " bbls.....	0 03	0 03
" " 32-lb. pails.....	1 30	1 30
" " 25-lb. pails.....	0 90	0 90
Bbls., per 100 lb.....	2 75	2 75
3-bbls. ".....	2 75	2 75
Kegs.....	3 00	3 00
Cases, 2-lb. tins, 2 doz. per case.....	1 90	1 90
" 5-lb. " 1 doz. ".....	2 35	2 35
" 10-lb. " 1 doz. ".....	2 25	2 25
" 20-lb. " 1 doz. ".....	2 10	2 10

TEAS.

In China greens there has been quite a demand for Moyune 2nd and 3rd, Young Hysons, and particularly Ping Suey and Gunpowders and Young Hysons in boxes during the past two weeks. Such teas as have arrived have been eagerly picked up. It is understood, however, that the bulk of these teas are to arrive by the Suez Canal, which will take till about the middle of February before the major portion of them come to hand; in the meantime these teas are very hard to get for immediate use.

Ceylon and India black low grades are exceedingly close and range from 6 1/2 d. to 7 1/2 d.

Japans are enquired for freely from the West during the week and import orders have gone forward both from here and the West for teas ranging from 15 1/2 to 17 1/2. We quote:

Good to medium Japans.....	0 18	0 20
Fine to choice Japans.....	0 23	0 26
Ceylon greens.....	0 14 1/2	0 18
Indian greens.....	0 16	0 19
Japan style China congoes.....	0 08	0 10
Pealeaf Gunpowder.....	0 21 1/2	0 23
Common.....	0 12 1/2	0 15
Ceylon blacks.....	0 14	0 18
Indian ".....	0 11 1/2	0 20

COFFEE.

Coffees are reported advanced and local coffee-grinders have put up their prices. This was found necessary on account of the gradual rise in price during the last two months. We quote:

Good cucutas.....	0 08 1/2	0 09 1/2
Choice.....	0 11	0 12
Jamaica coffee.....	0 08	0 10 1/2
Java.....	0 17 1/2	0 22

SPICES.

There has been a gradual stiffening of values on all grades and the report of short crop is confirmed.

Cloves are reported high and active again, and as stocks in New York are in two or three hands, the position is very strong and no likelihood of prices easing up.

Nutmegs are steady. Pimento will likely advance before 1905. Cassia is active with no special changes in value. We quote:

Nutmegs, per lb., as to size.....	0 40	0 60
Penang mace, per lb., as to quality.....	0 70	1 00
Pimento, ground.....	0 18	0 20
Cloves.....	0 20	0 25
Pepper, ground, black (according to grade).....	0 18	0 24
" " white.....	0 27	0 29
Ginger, whole Cochin.....	0 17	0 19
" " Japan.....	0 13	0 14
" " Jamaica.....	0 12	0 18
" " African.....	0 12	0 13
Ginger, ground Japan.....	0 15	0 15
" " Cochin.....	0 19	0 20
" " Jamaica.....	0 18	0 20
" " African.....	0 13	0 14
Cassia.....	0 14	0 16

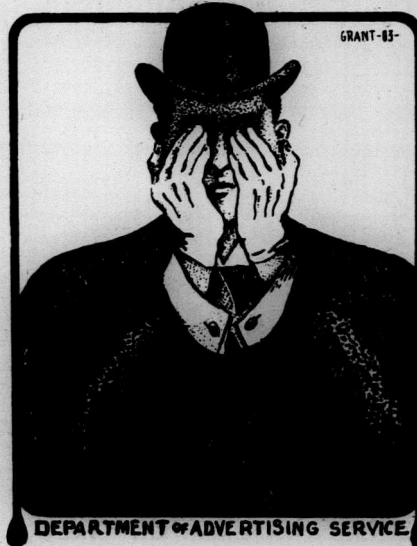
RICE AND TAPIOCA.

Trade is quiet at unchanged prices. We quote:

B rice, in bags.....	3 40	3 40
" " 1-bags.....	3 40	3 40
" " 1-bags.....	3 50	3 50
" " pockets.....	3 50	3 50
In 10-lb bag lots an allowance of 10c. is made.		
CO rice, in bags.....	3 30	3 30
" " 1-bags.....	3 30	3 30
" " 1-bags.....	3 40	3 40
" " pockets.....	3 40	3 40
Imported Patna rice, in bags.....	4 62 1/2	4 62 1/2
" " in 1-bags.....	4 75	4 75
" " in 1-bags.....	4 87 1/2	4 87 1/2

In the open territory prices are about 10c. less

The Canadian Grocer



**Of course you
can't see if
you close
your eyes,**

nor can you hear if you
plug up your ears.

That THE CANADIAN GROCER is a most valuable advertising medium for those who seek the trade of the grocers and general storekeepers of Canada is as plain as day—yet some folks can't see it.

Like the man who was looking all over the house for his glasses when they were on his forehead, there be some who are looking for more business among grocers yet can't see that the easiest and cheapest way to get it is through advertising in THE GROCER.

And as long as they won't listen to nor see the reasonableness of our arguments in favor of their advertising in THE GROCER, just so long are they going to be denied the business that GROCER subscribers are continually sending to GROCER advertisers.

See?

The Canadian Grocer

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna.....	4 25	Japan Glace.....	4 50
Imp. Glace Patna.....	4 75	Crystal Japan.....	3 87½
Polished Patna.....	3 87½		
Indian Bright.....	3 60		
Java Caroline.....	3 50		
Lustre.....	3 75		
Snow Japan.....	4 87½		
Japan Ice Drips.....	5 25		
Tapioca, medium pearl.....	0 02½	0 03	
" seed pearl.....	0 03	0 03½	
" flake.....	4 00		
Imported Italian.....	0 09		
Fancy Head Carolina.....	0 10		

CANNED GOODS.

The trade in canned goods is quiet and outside of the fact that a few sales of tomatoes at a dollar, corn at a dollar, and peas at 85c. have been made, there is nothing of importance to note. Salmon keeps high and scarce. We quote:

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

FOREIGN DRIED FRUITS.

The arrival of the Bellona from Mediterranean ports with figs, dates, currants and raisins has put a little more activity into the dried fruit market. As regards Valencia raisins, importers having supplied their requirements, have shown little interest in the reductions at Denia mentioned in our last report. The currant market continues firm, with tendency to advance.

The earliest of new crop shelled walnuts were shipped from Bordeaux on October 23. These goods are kiln-dried and will arrive considerably in excess of earliest shipments. Earliest natural dried Mayette Grenobles were shipped from Havre on November 7. The first direct shipment of figs is expected this week. Dates are also expected and prices will be in the neighborhood of 5c. per pound.

English manufacturers of candied peel advise a very material advance amounting to 1s. per cwt on lemon and orange, and 3s. on citron. The last mentioned will be very high next year owing to a further failure in the citron crop. We quote:

CURRANTS.	
Fine Filiatras, per lb. in cases.....	0 05
" cleaned.....	0 05½
" in 1-lb. cartons.....	0 06
Finest Vostizzas.....	0 06½
Analias.....	0 05½
SULTANA RAISINS.	
Sultana raisins, per lb.....	0 06½
VALENCIA RAISINS.	
Finest off-stalk, per lb.....	0 06½
New, finest off-stalk, per lb.....	0 07½
Selected, per lb.....	0 07
Layers.....	0 07½
FIGS.	
Comadras, per tapnet.....	0 90
Elenes, per box, new.....	0 75

DATES.

Dates, Hallowees, per lb..... 0 04½ 0 04½

CALIFORNIAN EVAPORATED FRUITS.

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

MALAGA RAISINS.

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

CALIFORNIAN RAISINS.

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

PRUNES.

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

GREEN FRUITS.

There is a good demand for fancy stock of apples, fair quality selling from \$2 to \$2.75. The foreign market is keeping up remarkably well considering the enormous shipments that are being made.

Spanish onions are quoted from \$2 to \$2.15 per large crate. Red onions, 75-lb. boxes, \$1.50, and red onions, 150-lb. boxes \$3.10. This high price is due no doubt to the failure of the Canadian crop, and what is selling here is arriving from Michigan.

Cranberries, Nova Scotia, are selling at \$9.50 to \$10; Cape Cod, \$11 to \$11.50.

No change to report in sweet potatoes. We quote:

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

FISH.

There has been a good demand for all kinds of fresh fish. Haddock is arriving more freely from Nova Scotia coast and from this out ample supplies are offered from there. Same applies to steak cod. Dore and pike are looked for, as the close season for whitefish and trout commences on November 10. In green codfish there is nothing new to report since our last. The market is still bare of stock, although a small lot was offered from Quebec on Monday last, but this did not have any effect on the market, as the shipment was too small.

Prepared fish show nothing new to note. The demand is good and on setting in of cold weather a better business will be done.

Oysters have been arriving more freely during the past week and owing to the warm weather the consumption has not been up to the receipts, and consequently prices have fallen off some. We quote:

Bloaters, Yarmouth.....	1 25
Haddies.....	0 07½
Smoked herring, per box.....	0 15
Fresh haddock, per lb.....	0 04½
Dore, per lb.....	0 08
Pike.....	0 06
Halibut, frozen, per lb.....	0 10
Fresh halibut.....	0 14
Caspe salmon, frozen, per lb.....	0 14
Salmon trout, per lb.....	0 08
Fresh B. C. salmon, per lb.....	0 15
Steak cod.....	0 06½

White fish, per lb.....	0 08
No. 1 Herring, Labrador, per bbl.....	5 50
" half bbl.....	2 75
No. 1 Holland herring, per half bbl.....	6 50
No. 1 Scotch herring.....	6 50
" per keg.....	0 65
Holland herring, per keg.....	6 00
No. 1 green codfish, new, per 200 lb.....	5 00
No. 2 green cod, bbls. 200.....	5 50
No. 1 green haddock, bbls. 200.....	4 50
Green pollock, bbls. 200.....	6 50
No. 1 large green codfish, new, per 200 lb.....	0 06
Boneless cod, 1 and 2-lb. blocks, per lb.....	0 05
" fish.....	0 04½
" loose, in 25 lb. boxes.....	4 75
Skinless cod, cases 100 lb.....	13 50
Dried codfish, new, per 100-lb. bundles.....	1 40
B. C. salmon, per bbl.....	1 60
Standard bulk oysters, per gal.....	1 40
Selects.....	1 40
Marshall's kippered herring, per doz.....	0 90
Canadian kippered, per doz.....	3 75
Canadian sardines, per 100.....	1 30
Canned cove oysters, No. 1 size, per doz.....	2 25
Canned cove oysters, No. 2 size, per doz.....	6 75
Shell oysters, No. 1 Malpeques.....	5 00
" common.....	5 00

VEGETABLES.

Prices for potatoes are firmer than at the time of our last issue and it is now said to be difficult to buy under 60c. Spanish onions are now selling freely at prices given last week, viz.: \$2.25 to \$2.50 for large cases, and crates 70 to 80c. Canadian red onions are reported scarce. We quote:

Cabbage, per doz.....	0 30
red, per doz.....	0 45
Cucumbers, per doz.....	0 10
Onions, per basket.....	0 50
Caulliflower, per dozen.....	1 00
Carrots, per basket.....	0 40
Parsnips, per bunch.....	0 15
Green corn, per dozen.....	0 10
Lettuce, per dozen.....	0 25
Celery.....	0 15
Parsley, per doz.....	0 10
Radishes, per doz.....	0 15
Pumpkins, per doz.....	0 60

COUNTRY PRODUCE.

EGGS.

The demand still continues good, and is likely to remain so, as there does not seem to be sufficient stock to go round. Late Fall deliveries are selling readily at 23 to 25c., selects 22 to 23c., limed 19c. There is very little No. 2 stock on the market.

BEANS.

The bean situation continues very difficult to estimate. American prices are continuing to decline and many good judges of the Canadian market are confident that prices here will have to be reduced very considerably. On the other hand, some brokers are talking confidently of a rise. This feeling is perhaps due to the scarcity of goods on spot. Beans for immediate shipment are hard to get in any considerable quantity and for "rush" orders producers are holding out for stiff prices. For later delivery, however, prices may generally be said to be easier. We quote the following jobbers' prices which might be increased for immediate delivery:

No. 1 hand-picked, carlots.....	1 85
Choice prime, per bushel.....	1 75
" carlots.....	1 55
Ordinary (off grade), per bush.....	1 45

HONEY.

There is nothing new in the situation, Buckwheat honey is still very scarce and dealers are unable to secure the supplies needed to supply the demand. Comb honey is also in good demand, but other grades are not wanted at present. Producers are unable to sell their stocks to jobbers, although they are offering low prices. We quote the following unchanged prices to the trade:

Strained, white.....	0 07½
Clover and basswood.....	0 08
Buckwheat.....	0 07
Comb honey.....	0 13

Prices increased

New syrup, in New syrup, in Old " in Old " in Pure sugar, in Pure Beauce!

There have found are still the trade New, in carls New, in jobb

Some f below. high for seem that proper le Manitoba spr stro Winter when Saightr rolle Extra..... Straight rolle Extra, in bag

Busines demand Manitoba shorts prices a given ar Ontario bran sho Manitoba br sh Moullie.....

A fair prices. Gold dust, 1 b Ordinary, b

There is only Rolled oats,

Busine improve account foreign and loca their in of navie be said Ontario fore the

No. 1 hard No. 1 Nortl Eye..... Peas..... Corn..... Buckwheat Barley..... Oats..... Malt.....

Shipn increas local tr owing t who ar quote:

No. 1 timo No. 2 timo No. 2 timo Clover, ca

The r

THE MARKETS

The Canadian Grocer

MAPLE PRODUCTS.

Prices are steady in sympathy with an increased inquiry. We quote:

New syrup, in wood, per lb.	0 05½	0 06
New syrup, in large tins	0 70	0 75
Old " in wood	0 55	0 60
Pure sugar, per lb.	0 05½	0 06
Pure Beauce sugar, per lb.	0 07	0 07½
	0 08	0 09

EVAPORATED APPLES.

There have been no changes since last issue and it would now seem that prices have found their level. Wholesale houses are still quoting the following prices to the trade:

New, in carlots	0 05½	0 06
New, in jobbing lots	0 06	0 06½

FLOUR AND GRAIN.

FLOUR.

Some further reductions will be noted below. Prices have been abnormally high for some time back but it would seem that they are now settling to their proper level. We quote:

Manitoba spring wheat patents	4 60
" strong bakers	4 20 4 30
Winter wheat patents	4 25 4 35
Straight rollers	3 85 4 00
Extra	3 60 3 70
Straight rollers, bags	1 85 1 90
Extra, in bags	1 70 1 75

FEED.

Business is fairly active, with a good demand for all lines. Since last report, Manitoba bran has been reduced 50c. and shorts have also dropped 50c. Other prices are unchanged, and prices now given are firm. We quote:

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

CORNMEAL.

A fair business is reported at unchanged prices. We quote:

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

ROLLED OATS.

There have been no changes. Business is only fair. We quote:

Rolled oats, in bbls.	3 75	3 80
" in bags	1 80	1 83

GRAIN.

Business this week has not shown any improvement. Both for local and export account trade is very quiet as bids from foreign buyers are generally out of line, and local dealers are buying only to fill their immediate wants. With the close of navigation at hand, the season may be said to be closed, except for some Ontario deliveries which are expected before the close of the month. We quote:

No. 1 hard Manitoba	0 91	
No. 1 Northern	0 88½	
Eye	0 57	0 57½
Peas	0 72	0 75
Corn	0 53	0 54
Buckwheat	0 49	
Barley	0 50	0 51
Oats	0 34	0 34½
Malt	0 75	0 80

BALED HAY.

Shipments to Great Britain have been increasing since our last report. The local trade is, however, far from active, owing to light offerings from the farmers who are busy with Fall plowing. We quote:

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

LOOSE HAY.

The market is quiet at \$7.50 to \$8 per

load of 100 bundles of 15 lb. each, and old hay, \$8 to \$8.50.

ASHES.

Receipts continue small and the volume of actual business is not large. The demand is good and prices are strong. We quote:

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

HIDES.

Calfskins have declined 1c. from last week's figures. Other prices are unchanged. We quote:

No. 1 beef hides	0 09½	
No. 2 "	0 08	
No. 3 "	0 07	
No. 1 buff sheepskins	0 77	0 79
Lambskins	0 70	0 75
No. 1 calfskins	0 10	
No. 2 "	0 08	

RAW FURS.

The revised list of prices given last week is again given below. The fine weather has interfered somewhat with sales. Prices as given are not likely to be changed for two months or more. We quote:

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

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., Nov. 9, 1903.

AFTER some quite cold weather we have had nearly a week of Summer days, perhaps the finest of the year. Business while good has not the snap which the trade expect at this season; still they are very busy, country storekeepers being anxious to get supplies in before the close of navigation. Winter port matters are still of interest. The great need this year in the face of the large and continued increase of the Winter export business and the absolute need for another year, keeps the matter a live issue. The C.P.R. continue to say they will do nothing in the way of wharf building, but do say they will have to find another port if something is not done. Many feel, however, that from the fact of their own road coming here, and

that already they have spent much money, that they will be willing, if necessary, to do considerable before moving.

OILS.

Burning oil is again quoted higher, the advance during the past week being marked. The market is very firm. Business is active, as contracts were largely made when prices were lower. Lubricating oils are very firm, and already many contracts for Spring are being made. Paint oils, that is linseeds, are easy. Turpentine is quite high. Cod oil is very scarce with full prices asked. We quote:

American Water White	0 23
Best Canadian	0 22½
Prime	0 22
Linseed oil, raw	0 54
" boiled	0 57
Turpentine	0 89
Cod Oil	0 34 0 37

SALT.

In Liverpool coarse salt there is a fair stock held. Regular supplies will shortly be received. This will mean rather lower prices where shipments can be made direct from steamer's side, saving storing ex-

penses. In fine salt business is rather quiet. The season has been unsatisfactory because of the difficulty of getting supplies. We quote:

Liverpool coarse, per bag	0 60	0 65
English factory-filled, per bag	1 00	1 10
Canadian, per bag	1 00	1 10
Cheese and butter salt, per bbl.	2 25	2 35
" " 5-lb. bags, per "	3 10	
" " 10-lb. " " "	2 85	
" " 20-lb. wood boxes, each.	0 25	
" " 10 " " "	0 15	
" " cartoons, per case	1 90	2 00
English bottled salt, per doz.	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb.	0 60	1 00

CANNED GOODS.

The association have made quite an improvement in their reputation here by the deliveries they advise they will make. This is the more noted as several outside packers are short. Prices in corn, peas and tomatoes are very firm. In fruits the supply seems rather small and is controlled by the association. Salmon receipts are now quite large; prices are very firm. Domestic canned fish, particularly

sardines, are held at full figures. We quote.

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

DRIED FRUIT.

Business is active. Malaga loose muscatels, choice and fancy seeded, continue to arrive. While the seeded do not show the high quality of the loose, they are sound, and, at the low prices, being well below California stock, find quite a large sale. A new line of California seeded, called seeded seedless, are offered. While the raisins are small the stock is good and the price attractive. New prunes are slow arriving. Figs find a large sale. Dates are in fair demand. Peels are moving out freely. Direct shipments of new cleaned currants are here. In evaporated apples little has been done; the price in the west is firmer, but dealers here are inclined to look for lower figures. We quote:

VALENCIA RAISINS.

Finest off-stalk, per lb.	0 07	0 07 1/2
Selected, per lb.	0 07 1/2	0 08
Layers, new	0 08 1/2	0 09

MALAGA RAISINS.

London layers	1 75	1 90
" Connoisseur Clusters	2 25	2 50
" Royal Buckingham Clusters, 1/2-boxes	1 15	1 25
" Excelsior Windsor Clusters	4 50	4 60
Loose muscatels, 50s	1 30	1 40
Malaga, choice, seeded	0 08	0 09
" fancy, seeded	0 09	0 09 1/2
Loose muscatels, per lb.	0 08	0 09
" seeded, in 1-lb. packages	0 09	0 10 1/2

CURRENTS.

Fine Filiatras, per lb. in cases	0 04	0 04
" cleaned	0 06	0 06
" " in 1-lb. cartons	0 06	0 06 1/2

PRUNES.

30-40s	0 08 1/2	70-80s	0 06 1/2	0 07
40-50s	0 08	80-90s	0 06	0 06 1/2
50-60s	0 07 1/2	90-100s	0 05 1/2	0 06
0-70s	0 07	0 08		

APPLES.

Dried	0 04	0 04 1/2	Evaporated	0 06	0 06 1/2
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ONIONS.

Canadian onions, per bbl.	3 25	3 50
" per bag	0 09	1 50

FIGS.

Comadres, per tapnet	1 20	
Elemes, per lb.	0 10	0 20

DATES.

Dates, Hallowees, per lb.	0 04	0 05
" Sair	0 03 1/2	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.	0 11	
Peaches	0 09 1/2	0 10 1/2
Apples	0 06	0 06

PEELS.

Citron	0 15	0 15 1/2
Orange	0 12	0 12 1/2
Lemon	0 12	0 12 1/2

GREEN FRUIT.

Dealers are quite busy. Apples are perhaps not as firm, but best stock brings full figures. Nova Scotia shippers send their best fruit to England. Oranges and lemons are unchanged. In Malaga grapes

sales are quite active and quality particularly good. Cranberries are firm; some Nova Scotia berries are offered under Cape Cod figures. There are no quinces. We quote:

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

SUGAR.

The stocks held are not as large as at times during the past season, but the market is firm. There has been a large Fall business. We quote:

Redpath's granulated	4 20	
St. Lawrence	4 20	
Acadia	4 15	
" in bags	4 00	
Bright yellow	3 85	
Med.	3 55	
Paris lumps, in 50-lb. boxes	0 05	0 05 1/2
Powdered	0 05 1/2	0 05 1/2

MOLASSES.

Prices are firm. There is continued steady sale and prices tend to advance slightly. Porto Rico is held chiefly. We quote:

Barbados	0 40	0 42
Porto Rico	0 42	0 45
New Orleans	0 35	0 38

FISH.

The very firm market continues. Fall is a season of large sales, and, particularly in pickled herring, there has been some difficulty in supplying the demand. The quality of Grand Manan and Bay herring has been good, and the better grades are not offered. Smoked herring keep high. Dry cod and pollock are held at full figures. We quote:

Haddies, per lb.	0 04 1/2	0 05
Smoked herring, per lb.	0 11	0 12
Fresh haddock and cod	0 02	0 02 1/2
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb.	2 25	2 25
Pickled herring, per 1/2-bbl.	2 25	2 50
Dry cod	4 00	4 25
" small	3 00	3 25
Pickled shad, 1/2-bbl.	6 00	
Halibut	0 12	0 15

FLOUR, FEED AND MEAL.

In flour, prices are unchanged. There has been a quite active sale. Feed is quite high, with a good demand. Oats and oatmeal are firm. In beans, few are offered. Barley is a light stock. Shippers say they cannot get barrels. Split peas are rather higher. Cornmeal is quoted rather lower. We quote:

Manitoba flour	85 20	5 40
Best Ontario	4 65	4 70
Medium	4 15	4 50
Oatmeal	4 10	4 25
Cornmeal	2 65	2 75
Middlings, in small lots	23 00	24 00
Oats	0 38	0 40
Hand-picked beans	2 10	2 25
Prime	2 05	2 10
Yellow eye	3 25	3 35
Split peas	5 00	5 25
Barley	4 25	4 40
Hay	10 00	12 00

NOTES.

The first western corn and tomatoes to arrive is the "Quaker" brand, controlled by Dearborn & Co. These goods though on the market but a few years, command the very highest prices.

Upton's home-made jam in full pound bottles and Upton's marmalade in the same style, are offered by The F. E. Williams Co., who are now doing a jobbing business in fine groceries.

The Fall Number of "The Grocer," to hand a week ago, receives everywhere many words of special praise.

Bowman & Cole received another large shipment of choice Malaga seeded raisins this week. These sell well below California stock.

MANITOBA MARKETS.

Winnipeg, November 9, 1903.

THE fine weather still holds. With the exception of Friday, which was cold and windy, the week has been ideally perfect weather. Soft, balmy air, clear blue skies and bright sunshine all day have prevailed, and glorious moonlight nights, further enhanced by the most magnificent displays of the aurora that have been witnessed for many years.

The fine weather is keeping farmers close to their plows and the receipts of wheat continue to be small, and the slow sale of wheat and the fine weather are retarding the sale of heavy Winter goods in the clothing and fur lines, but grocers report business quite as brisk as ever. Fruit men state that the turn over in their business for October was better than last year. The fruit trade is pretty well settled down to apples and will not show much of interest until Christmas supplies begin to arrive. Three wholesale grocers called on this morning in succession made exactly the same reply: "business is very good, no change in prices that I have heard, in fact we are too busy to worry over prices just now."

A word as to the wheat trade may not be without interest. The last returns from terminal elevators show that the receipts are 2,340,000 less than for the same period last year, while shipments are very close to 3,000,000 behind those of last year. If Mr. Foster's predictions for November are as accurate as they have been throughout the season, navigation will be open late, but there is no doubt the crop is moving slowly and a large part of it will be out of the country before the Spring. Exporters report trade very dull in wheat and local prices considerably above export. The farmers are the men who will make the most money out of this crop, for all that has been sold up to the present time has brought very high prices to the farmers. The crop was, in many respects, a cheaper one to harvest than that of last year and though the grade was off considerably, from wet weather, the prices were so much in excess of last year as to cover these difficulties and leave a larger margin.

CANNED GOODS.

The situation is without change. Stock is moving freely and the demand is good at the higher prices. Jobbers are not keen to sell any of the leading lines of vegetables owing to the fact that their orders have not been filled in full.

The goods of factories outside the syndicate do not appear to be coming forward very rapidly, as some retail houses who are known to have bought this stock continue to tell their customers that the new pack of tomatoes is not in yet. We quote:

Tomatoes	\$2 75
Corn	2 00
Peas	2 00
Butter beans	1 85
Strawberries	3 10
Blueberries	2 25
Raspberries	3 10
Pears, 2s.	3 00
Peaches, 2s.	3 60
3-lb. apples	2 15
Gallon apples	1 25
2-lb. sliced pineapples	3 65
Grated pineapple	3 75
Salmon, pink	5 75
" sockeye	6 50

Kipper herring
Finnan haddies,
Corned beef, No. 1

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Redpath, St. 1
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In bags
Bright-coffee
yellow

Barbados, 1/2 bbl
New Orleans

Coffees a
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Finest off-stalk
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THE MARKETS

The Canadian Grocer

Kipperd herring, Canadian, case of 4 doz.....	4 25
Finnan haddies, 4 doz. in case.....	4 25
Corned beef, No. 1.....	3 20
No. 2.....	2 85

SUGARS.

The ordinary steady consumptive trade goes on from week to week and no change in price is to be noted, and none seems to be anticipated in the very near future. We quote:

Redpath, St. Lawrence and British Columbia granulated, bbls.....	\$4 65
In bags.....	4 60
Bright-coffee.....	4 00
yellow.....	4 00

MOLASSES.

Barbados, 1/2 bbl.....	0 03 1/2
New Orleans.....	0 02 1/2

Coffees and teas present no change for the week.

EVAPORATED AND DRIED FRUITS.

The only item of importance is the arrival of direct shipment raisins, which are quoted at \$1.90 to \$2 for fine off stalk. The prices in primary markets advanced 20 per cent. after orders were placed so that the spread between first shipments and direct is not so large as usual. The new stock is very fine in quality. We quote:

CURRENTS.	
Fine Filiatras, per lb. in cases.....	0 05 1/2
cleaned.....	0 06
in 1-lb. cartons.....	0 08
VALENCIA RAISINS.	
Finest off-stalk, new.....	\$1 90 2 00
Selected.....	1 55 1 95
Layers, new.....	2 10
London layers, old.....	1 35
Loose muscatels, 50s, 3 crown.....	0 08 1/2
Seeded.....	0 10 1/2

FIGS.	
Cooking figs, old stock.....	0 04 1/2
Elmes, 2 and 3 star.....	1 10
No. 4.....	8 00
5.....	3 90

CALIFORNIAN EVAPORATED FRUITS.	
Apricots, new, per lb., according to brand.....	0 12 0 12 1/2
Peaches, unpeeled, per lb.....	0 09 1/2 0 09 1/2
Apples, old, in 50-lb box.....	0 06 1/2 0 07

PRUNES.	
70-80s, old.....	0 05 1/2
80-90s.....	0 05
90-100s.....	0 04 1/2
40-50s.....	0 08 1/2
50-60s.....	0 07 1/2
60-70s.....	0 06 1/2

GREEN FRUITS.

As already stated, the trade now is largely confined to apples, for which there is a heavy demand. Cape Cod cranberries are out of the market and Jerseys have not yet arrived. They are due the coming week and will be quoted at \$11 per barrel. The first car of California oranges is booked to arrive about November 20. Prices are as follows: Mexican oranges, \$6; lemons, \$6; apples, \$3.50 to \$5 per barrel; Malaga grapes, \$8; bananas, \$4 a bunch.

PRODUCE.

The slow export trade is having a tendency to glut the local market with beef, and prices are down. Prices are as follows: Beef, 5 1/2 to 6c.; mutton 8c.; lambs, 12c.; hogs, 8 1/2c.

CURED MEATS.

Prices are easier in nearly all lines, quotations for the present week being:

Hams, 14 1/2; shoulders, 9c.; breakfast bellies, 13 1/2c.; backs, 12 1/2c.; rolls, 11 to 11 1/2c.; long clear, 10c.; dry salt backs, 11c.; lard in tierces, 9 1/2c.; 50-lb. tubs, \$4.70; 20-lb. pails, \$1.95; 10-lb. pails, \$5.95; 5-lb. pails, \$6; and 3-lb. pails, \$6.10.

NOVA SCOTIA MARKETS.

Halifax, Nov. 9, 1903.

THE open Autumn weather of the last week has been favorable to trading, and wholesale houses report business better than usual for the first week in November. Farmers are moving their produce to market, necessitating frequent visits to retail centres, which has led to an improvement in sales. Reports to hand from all parts of the province take a very favorable view of the trade outlook, and, with few exceptions, conditions are better than they have been for many years. There is unusual activity in all provincial industries, and whatever the outlook may be elsewhere, there is not apparent in this province any evidence of approaching depression.

The local cheese market is depressed, and there is very little movement in this article. The local factories are holding out for higher prices than obtain in Quebec, and buyers refuse to operate. The factories want about 11 1/2 to 11 3/4c. for October make. At the same time there are fairly large stocks in dealers' hands in this city for which 12c. must be had in order to afford a profit. Butter is in good demand, especially choice creamery, which is none too plentiful. Now that some cheese factories have closed down there will be an increase in the butter supply. Really choice dairy butter is in request, but buyers have become quite critical, and the poorer grades are not salable. Eggs are very scarce and high. They are jobbing to-day at 21c.. The time is now past when supplies come from general dealers throughout the province, and a further advance in price is certain, as the Prince Edward Island supply seems to be under strong control this season.

Large quantities of Prince Edward Island produce arrived by schooners during the last week. Sales, however, have been slow, as buyers have held off for lower prices. Some cargoes of island oats have sold under regular quotations. This has weakened the oat market in spite of the strong position elsewhere. Potatoes are held at 38c., but our buyers refuse to operate above 35c. per bushel. Turnips are selling ex-vessel at 80c. per barrel.

A good deal of interest centres in dried fruits and peels, for which there is a brisk

demand. Seeded raisins are now higher, owing to an advance in first cost. All other varieties are jobbing at about the same price as last year. Retailers are laying in their supplies well in advance of holiday requirements, evidently anticipating that repeat orders will carry higher prices.

Flour is unchanged with the exception of Manitobas, which are a little easier than last week. American pork is easier, as well as domestic. Sugar is steady, but the demand is lighter than a few weeks ago. Molasses is unchanged; the price remaining quite firm. Beans are a little lower. There is considerable outcry regarding the scarcity of grocery grades of codfish and herring. A small lot of codfish were offered last week at a price which would mean \$6 a quintal to the retailer.

Apple exports continue heavy. So far this season 172,201 barrels have been shipped from Halifax, as against 25,788 barrels up to the like date last year. As a consequence of the strong export very few choice apples are available for the local market. A dealer who spent the greater part of last week in the valley, reports that foreign buyers have taken about everything in sight, and that he had difficulty in getting enough good fruit to supply his trade. At present No. 1 Gravensteins sell here at \$3, and No. 2's at \$2.50. Blenheim's sell for the same, but Kings, Baldwins, Spies and Ribstons are selling at \$3.50 for No. 1 and \$3 for No. 2. Pears are selling at \$3 to \$4 per barrel. Bananas are scarce and high, owing to the storm in the West Indies. Fair bunches are worth \$2.50 each. Malaga grapes are in good demand at \$5 to \$6, according to weight and quality. Jamaica oranges arrive regularly by steamer and sell at \$5.50 to \$6 repacked.

JAPAN TEA TRADE.

Mr. C. M. Bernard, of Chicago, sends THE GROCER the following statistics showing the exportation of tea from Japan to America this season up to September 30, as compared with the same period last season:

New York.....	11,624,898	11,426,626
Chicago.....	15,523,570	12,171,082
San Francisco.....	5,055,942	2,675,903
Canada.....	3,340,079	2,261,421
Total.....	35,544,489	28,535,032

This shows an increase this season of 7,009,457 lb., of which the increase to Canada is 1,078,658.

Mr. Bernard says there is no sale for Ceylon greens in Chicago except for mixing with low-grade Japans.

CARE OF ORANGE TREES.

WHEN the engine driver of the railroad train passing through the orange country of Florida blows a prolonged blast with the whistle of the locomotive you can see men, women and children hastening toward the orange groves, as the people in a country town run to put out a fire. The whistle is a signal to them that a cold wave is coming, and unless they take steps to fight it a few hours may mean the loss of a year's work and perhaps ruin. This is why everybody who can help, from grandfather down to the youngster of ten, starts for the orange orchard.

Down in Florida the orange tree is as carefully matured as some of the invalids who go there in Winter for their health. In fact, in the country which is exposed to the frost many of the trees are provided with homes for themselves, and in some cases a whole grove is housed in a mammoth building, sheltered not only from the cold winds, but heated as well as some of the hotels. It is a curious sight to ride through the middle portion of the state during a cold spell. In places it seems as if an army of soldiers was encamped, for row after row of tents stretch away in regular order as far as the eye can reach.

In other places the sheds which enclose the grove cover from five to ten acres, and at a distance look like mammoth stables or exposition buildings, such is their length. Many of the tents are similar in shape to those used for military purposes, and large enough to hold a dozen soldiers comfortably. Where they are made entirely of canvas they are attached to a wooden pole driven into the ground and firmly buried. From the top of the pole extends a cross-piece which supports the top of the canvas when the tent is in use. Below the cross-piece is fastened a wooden hoop large enough to completely encircle the tree. When there is no danger of a frost the canvas covering is folded against the supporting post and tied so loosely that it can be unfastened by a mere pull of the hand. When the engineer gives the warning of an approaching cold snap, as already stated, everybody starts for the orchard.

The canvas fastenings are untied, the cloth pulled around the hoop and over the top by a jerk of the cord attached. Then the ends of the canvas are fastened securely. Only one person is required to cover a single tree, unless it is unusually large. The work of drawing the tent requires but a few seconds, but where there are three thousand or four thousand trees in a grove, time is indeed precious. Only a few hours may elapse before the frost comes, and it is often

necessary to work far into the night with the aid of lanterns.

Where the orchards are enclosed in sheds the sides and roofs of the sheds are composed largely of huge frames of glass, so that during the cold weather the trees can have the benefit of the sunlight. The frames are mounted on rollers so that they can be slid to one side and the trees exposed to the air. In some of the sheds there are hundreds of these frames, and the work of closing them is no small task, but if the weather indications are for an unusually cold spell the sheds are heated, as already stated. In some orchards lamps filled with coal oil are placed a few feet apart, all ready to be lighted at a moment's notice. Others have stoves which are made especially to heat a very large area.

Thanks to the United States Weather Bureau, the orange grower in Florida is no longer caught napping.

NEVER DRIP-A-DROP TEA STRAINER.

LAST week in the course of a few minutes conversation with a Montreal business man, a representative of "The Grocer" was shown a little novelty which is soon to be introduced to the Canadian public through the grocery trade, and which, because of its utility and cheapness, should very soon become popular. This little invention is a tea and coffee strainer of quite a different type from those to which we are accustomed. In naming it the promoters were divided between two names, each of which tells of a peculiar merit. These names were, "Never Drip-a-Drop" and "Out of Sight." The strainer is invisible, as it is inserted in the spout of the tea or coffee pot. It is so constructed that it will fit any spout. Like most useful inventions it is very simple, and the wonder is that it was never thought of before. It consists of an annealed rust-proof wire, to which are attached bristles of special quality. As the wire is quite pliable it can be made to fit any spout. The bristles scarcely interfere with the flow of the liquid, but, from experiments made, it is demonstrated that it will not allow any tea leaves or coffee grounds to escape. A good feature—expressed by the name—is that the strainer does not allow of any dripping on the table cloth.

We understand that it is the intention of the promoters to commence an energetic advertising campaign, which should make their strainer familiar to the whole country. It sells for 10c. and allows a good percentage of profit to the retailer. It will be easily handled and will represent only a small investment.

The manager of the company controlling this useful article, is at present in England closing arrangements with a large house there for its sale. The Greig Mfg. Co., Limited, Montreal, have the exclusive right for supplying "Never Drip-a-Drop" tea strainers to the grocery trade of Canada, and those interested should communicate with these parties.

A LARGE TEA PACK.

During last week one of the "Salada" tea-packing machines packed 18,400 lb. of tea. This is a considerably larger quantity than the lot of tea that made a great deal of noise in the world; the tea that was dumped into Boston Harbor, in 1776, for there were only 324 half-chests in the ship from which it was taken.

DIPLOMA FOR MERIT.

The A. F. MacLaren Imperial Cheese Co. have just received a diploma from the Osaka Exhibition, Japan, testifying to the merits of Imperial Cheese exhibited there. They say they have become so accustomed to taking highest awards for Imperial Cheese that the novelty of the thing has long since worn off, as where ever they have shown "Imperial" since the World's Fair, Chicago, they have carried off firsts.

APPLE EXPORT REPORT.

The following comparative summary of the quantity of apples exported from Atlantic ports for the week and season ending November 7 has been given out by Mr. Fred. Barker, apple exporter, Church street, Toronto:

	Liverpool.	London.	Glasgow.	Various.	Total.
Montreal.....	31,835	8,148	17,820	14,123	71,926
New York.....	13,777	11,945	6,632	26,566	58,920
Boston.....	59,120	3,811	4,146	.....	67,077
Portland.....	10,486	.....	.....	.....	10,486
Halifax.....	.....	19,002	.....	.....	19,002
St. John, N.B.....	.....	1,200	.....	.....	1,200
Annapolis, N.S.....	.....	.....	(Last week)	6,414	6,414
Week's total.....	115,218	44,106	28,598	47,103	235,025
Same week, 1902.....	72,125	14,701	28,195	13,204	128,225
Season to date.....	792,303	350,241	278,590	216,118	1,637,252
Last ".....	577,731	135,444	214,725	74,360	1,002,450

The following cable from Liverpool was received Wednesday afternoon by Mr. Barker in regard to the apple market there on Wednesday, 11th inst.:

"47,000 bbls. selling; market active at rather lower prices; Baldwins, 13 to 16s.; Greenings, 15 to 18s. 6d.; Spies, 12 to 16s. 6d.; Russets, 13 to 15s. 6d.; Kings, 20 to 23s."

The Winnipeg police are carrying on a crusade against the violators of the early closing by-law.

An eruption of the volcano Santiago, in Nicaragua, has damaged a number of coffee plantations in the neighborhood.

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BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Nov. 9, 1903.

VANCOUVER Board of Trade is still wrestling with the freight rate problem, as applying to the trade in the Northwest Territories, as far east as points parallel with Calgary and Lethbridge.

As reported in "The Grocer" at the time, the C.P.R., in August last, conceded a reduction on all freight rates as far as Calgary, on the main line. No concession on the Crows Nest line to Lethbridge was given, nor was any mention of the matter made by Mr. B. W. Greer, general freight agent at Vancouver, who wrote the letter informing the board of the company's decision. The special committee which had the matter in hand took up this question with Mr. Greer, and through him with Mr. G. M. Bosworth, the company's freight traffic manager at Montreal. On September 14 Mr. Greer wrote to say that the company would not interfere with existing rates to Lethbridge.

The Board of Trade and the Wholesale Grocers' Association, acting in conjunction in the matter, do not consider this satisfactory, as it does not meet the wishes of the coast merchants who hold that a dividing line should be established so that all distributing rates, both class and commodity, shall meet equally at the two points named, Calgary and Lethbridge, and that these rates should always be readjusted at these points should any future tariff changes be made from either end.

In submitting its report, which was endorsed by the Board of Trade, the committee submit in support of their claim that the Great Northern has recognized such a rule, and makes Butte, Montana, the dividing line as between St. Paul on the east and Seattle and San Francisco on the coast. The comparative distances are: Seattle to Butte, Mont., 1,036 miles; St. Paul to Butte, 1,246 miles. Vancouver to Calgary, 642 miles; Winnipeg to Calgary, 840 miles.

The cost per 100 pounds of first-class freight from Vancouver to Calgary is 35-100c. per mile. From Winnipeg to Calgary, 20-100c. per mile. From Seattle to Butte, 24-100c. per mile, and from St. Paul to Butte, 20-100c. per mile.

The committee's report recommends the acceptance of the rates offered by the C.P.R. as the best possible to be obtained under the circumstances, though they enter a strong protest against the failure to give a readjustment of rates on the Crows Nest line similar to that on the main line, holding that existing inequalities unfairly shut the coast wholesale merchants out of a territory rightfully theirs.

A great consideration in the decision to accept the concession is found in the assurance of Mr. McInnes, general traffic manager of the C.P.R., who assured the committee that a similar cut would not be made from Winnipeg west. The reduction granted amounts to a 12½ per cent. advantage over former conditions. Merchants express themselves as fairly well satisfied with the concession, which improves their chances of working up trade, especially in Northern Alberta, in which territory they now meet the Winnipeg merchants on an even basis.

Many of the independent canners in eastern Canada have notified the trade

It's Mince Pie Time

Make a prominent display of

Clark's Mince Meat

and you will be astonished at the quantity you will sell. There's a lot of Mince Meat used; the better the quality, the more you'll sell.



Now is the Time for Mince Meat

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

Put up in ¼ pails (½-do. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-do. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

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

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

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


that they will only be able to fill 70 per cent. of orders for tomatoes. The Consolidated Canners' Co. have made no announcement. Some think it is possible that they are continuing over-selling at the \$1.05 price now quoted and will then turn down some early orders altogether. One or two of the independent canners will fill their orders in full. In corn there is a likelihood of a shortage when orders come to be filled, but other lines of vegetables are likely to be filled in full.

Discussing the situation which would have existed had the combine's terms been accepted, one wholesale man said to-day: "We could not do business at all under those conditions. They have not the goods we want, and in their circulars sent out, no proviso of any kind is inserted. There are some lines of fruit,

for instance, which we have to get from California. In tomatoes, the situation is plain. The canners are unable to fill our orders as it is. We must look elsewhere for stock. My opinion is that the whole case could be summed up, as far as we are concerned, something like this—We could carry on our business without the combine and we could not do business at all if we conceded their demands."

Canned goods are coming forward freely now, as the western merchants require to take advantage of the lake and rail rate, and to do that orders must be rushed forward now. The same is true with heavy goods, such as salt.

Discussing with a wholesale man the reason that salt, which can be brought so cheaply by sailing vessel from Liverpool,

We don't want to say anything more about
Red Cross 
Jelly Powder

R. HERRON & CO.
 MONTREAL, P. Q.

than this fact—it is made from the purest ingredients money can buy,—it is an attractive package, it pleases your customers **and**

it pays you a good profit—
 all flavors. Try a sample case **Write us for price**

is largely imported from Windsor, he made the statement that the dairy and coarse salts are almost entirely brought from the Old Country by ship, while the finer table salt is imported by rail from eastern Canada, the rate given being specially low.

• • •

Christmas groceries, such as English candied peels, nuts, seeded raisins, etc., are beginning to come forward. The outlook for Christmas trade is very fair, and the opinion expressed is that the business this year will show a satisfactory growth over last year's total.

All lines of dried fruits are in and prices remain as they opened, firm. The price of raisins is slightly advanced again.

Finer biscuits, such as Christie Brown's, are coming in, partly in anticipation of Christmas trade and partly as the lake and rail rate is taken advantage of to bring the stock forward. Candies are also being received.

In produce lines there are one or two apparent anomalies. While American hams are the stock here, and the price has gone up 7c., though bacon remains steady; lard is being received in large quantities from eastern Canada. The price of this Canadian lard is low, a base figure of 8c. in tierces, equal to 9c. in smaller packages, at eastern points being the quotation.

Eggs are altogether from the east and fresh eastern case eggs are scarce, and hard to get. They are quoted here at 26 to 28c. now. The local fresh are retailing at 50c. per dozen. It is expected that pickled eggs will come in from the east soon to fill the demand.

Butter and cheese are in practically the same position as last week. Local creameries are selling to the trade at 30c., which is retailing at 35c. Northwest Territories Government creamery is quoted practically at 25c., though the figure is shaded somewhat yet. Dairy is not plentiful, and choice is scarce.

CHEESE FOR CHRISTMAS.

If you are thinking of sending something to your friends in the Old Country and are wondering what is the best thing to send, The A. F. MacLaren Imperial Cheese Co., Limited, recommend that you read their special offer for the holiday season, which you could not do better than embrace, as you would then be saved freight or express charges and be sending a Canadian gift that would be appreciated.

RICE AT ST. LOUIS EXPOSITION.

Louisiana has finally determined to make her rice exhibit at the St. Louis Fair surpass anything of the kind here before attempted by the Pelican State. A space of 2,000 feet has been assigned, inside of which will be installed a miniature rice field under irrigation, showing the plant, pumps, canals and ditches watering the same. The machinery employed in cultivating a rice crop, harvesting and threshing it, and finally the rice mill for cleaning, packing and preparing for market is to be in operation, in charge of a practical demonstrator.

Smith & Gregory,
 Bristol, England,

MANUFACTURERS

“WINDSOR CASTLE” Blue.

“ELECTRIC” Black Lead (or Paste in Tins).

“BEST OF ALL” Metal Polish.

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

Want Cash Buying Agents

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

HIGH-CLASS QUALITY. LOW PRICES.

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

Special Sale of Seasonable Goods.

For the balance of this month we are making special prices on all kinds of Dried Fruits. Cleaned Currants, Cases and Half-cases; Extra Selected and Fine Off-Stalk Raisins; Seeded Raisins in Packages; New Hallowee and Sair Dates; New C. & B. Lemon, Orange and Citron Peels; Shelled Nuts, etc.

It will pay you to ask us for our prices on the above lines. We will also be pleased to submit samples upon application.

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

TEA IMPORTERS AND WHOLESALE GROCERS,

Guelph, Ont.

THE CANADIAN GROCER

Madam Huot's Coffee

The Gem of all Coffees.

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

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

JUST STOP ONE MINUTE to see what I offer you this week

IN STORE:

275	Half Chests Kaisow Congou, of good liquoring quality, at	- - -	10 1/2 c.
50	" 80 x 1 lb. paper packets each, nice drawing, large siftings, at	- - -	9 1/2 c.
63	" choice Japan Tea, at	- - -	25 c.
(The "BEE HIVE," splendid leaf and extra liquor.)			
7	Bbls., 175 lb. each, Selected Brown Nutmegs, 98 to the lb., at	- - -	45 c.

COMING IN 10 DAYS:

63	Half Chests Nice Japan Nibbs, good strong, bright liquor, at	- - -	16 1/2 c.
25	" Large Fannings (Winnowings), choice liquor, at	- - -	11 c.

SPECIALTY OF HIGH-CLASS GOODS IN

Teas, Coffees, Spices and Vinegars.

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

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

E. D. MARCEAU,

281-285 St. Paul St., MONTREAL.

—look here!

—for
a **\$36.00**

purchase of our **"Bee"** brand goods
(now standard lines obtainable through every Jobber in
Canada), we will give you a
14-karat filled case WATCH
guaranteed for 10 years.

See

Current Market Quotations in this
paper for list of goods and prices—
make up your order.

Give us name of your wholesale
grocer and your order and we will
arrange for delivery of goods and
watch—or ask our travellers.

You'll want a watch for Christmas.

Snowdon, Forbes & Co.

MONTREAL, Que.

Window and Interior Displays

Timely Hints
and Suggestions.

THE style of window dressing usually adopted in this country is entirely different from that in England. It is not only that our ideas of an attractive window differ somewhat, but the class of goods consumed in this country requires a different arrangement.

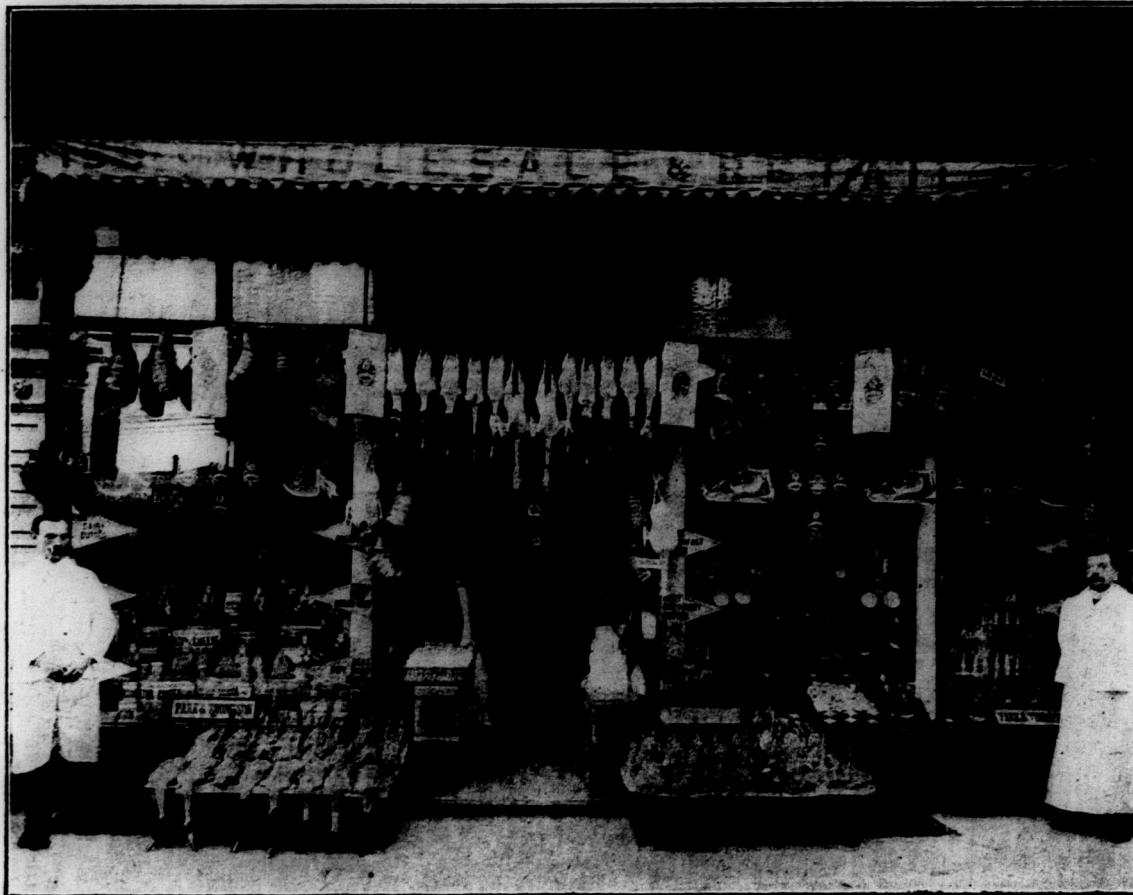
In England there are a hundred pounds of cheese consumed to one in this country, and less fresh meat is obtainable. From

style of arrangement differs so materially from ours. The general principle upon which we display goods is the flat or irregular shape, but the English grocer almost invariably starts his trim low at the front, and stacks up to a considerable height at the back. The result is a "stocky" rather than a select display. An immense quantity is contained in all their windows, while we consider that the tasty arrangement of a small quantity

and cut Stilton cheeses and jars of cream cheese. By means of boxes the arrangement slopes up to the back after the English fashion.

In the other window is an assortment of cured meats carefully placed, and a side fixture of bottled goods, standing up four or five feet. On the back partition is a stack of pails of lard, and depending from the ceiling is a figure of a pig.

On the glass are pasted a few very



Park & Thompson—An English Style of Provision Window.

this it is a common event for provision and grocery stores to cut up a great number of cheeses on certain days of the week and decorate the window with these. In this country the average grocery carries no more than two or three cheeses at a time, and only one is cut into. The prepared meats and bottled and canned goods which form so large a part of the English grocery store are always elaborately displayed in the window.

It is perhaps on account of the different class of goods demanded that the English

is much more effective. The English window, however, is not a breach of good taste or artistic work, but they arrive at results in a different way to what we do.

Park & Thompson, provision merchants, Toronto, almost always use the English method, and their windows are highly thought of, and, according to Mr. Thompson, are a profitable advertisement. The cut shows a recent trim in their pair of windows. One is a cheese arrangement, made up entirely of whole

realistic lithographs of cut meats, and some labels, while down the side triangular sign cards contain notices of the lines carried. A bar on the outside is hung with cured meats and fowl, and eggs are placed in the doorway.

The two windows between them show a fair inventory of all the goods carried, and yet are so arranged as to be in no way a breach of taste. The distinctly English tone, differing so much from the style generally seen in Canadian windows, forms one of the attractions of the display.

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Our Metallic Ceilings and Walls

Are an ideal finish for all kinds of buildings, because they combine both beauty and utility.

We make an almost countless assortment of artistic designs—the plates fitting accurately, the joins imperceptible, and the pattern continuous in perfect precision throughout.

The sanitary superiority, fireproof protection, handsome effect, and moderate cost, appeal to all progressive people.

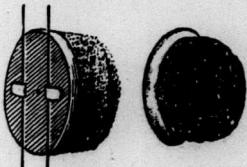
Full information in our Catalogue—it makes interesting reading.

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

To Butchers and Hide Buyers!

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

A SELLING ARTICLE.



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

1. The low price at which we have been able to sell it, notwithstanding the advance. 2. The quality, which has always been the same.

Samples and full particulars free

NICHOLSON & BROCK, TORONTO

We Make Brooms

The kind that sell.

WRITE US. Our prices are right

THE CANADIAN BROOM CO.,

LIMITED

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

BARBADOS MOLASSES FIGURES.

The exports of molasses from Barbados during the past season were as follows:

United Kingdom	193 puncheons
United States	1,660 "
Newfoundland	13,371 "
Montreal	1,392 "
Quebec	2,346 "
British Provinces	11,158 "
	30,120 "

Comparing these figures with those of last year the shortage to Montreal this year is 10,489 puncheons and to Quebec 2,042 puncheons, being a total of 12,531 puncheons less than last year, or looking at it from another standpoint the total importations to these two points last year was 16,269 puncheons, and this year only 3,738 puncheons; the quantity imported into the provinces is 2,350 puncheons in excess of last year, making a total shortage in the Dominion this year, as compared with last year, of about 11,000 puncheons. At it will be nearly six (6) months before any new crop Barbados molasses can arrive in Canada, it would look, judging by these figures, as if there was likely to be a great scarcity in this article about the Spring of the year.

The shortage and high price of Barbados is a matter of very considerable importance in Quebec and the Maritime Provinces, where, as is well known, the consumption is very large.

THE GROCER ran across genial Charley Haystead the other day on St. James street, Montreal. Charley, or Mr. Chas. H. Haystead, is out for Ed. Youngheart & Co., Montreal, manufacturers of Olympia, William Pitt and John Bull cigars, and reports that in business, like in his cigars, he has "no kick coming."

BUY

Star Brand

**COTTON
CLOTHES
LINES**

—AND—

COTTON TWINE

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

For sale by all Wholesale Dealer
See that you get them.

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 \$1.00) are allowed as one word.

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

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

FOR SALE.

FOR SALE—Valuable grocery and general jobbing business including large mail business, exceptional opportunity for active merchant to secure on reasonable terms a profitable opening in Toronto. Principals only. Address Box 82, CANADIAN GROCER, Toronto. (47)

SITUATIONS VACANT.

WANTED—An experienced second miller. Apply, stating wages expected, to Box 128, CANADIAN GROCER. (f)

WANTED—Clerk capable of taking charge of general store in small town; references. Box 129, CANADIAN GROCER, Toronto. (f)

SITUATION WANTED

AS MILLER—Twenty years' experience in up-to-date mills. For particulars apply to Box 124, CANADIAN GROCER, Toronto. (f)

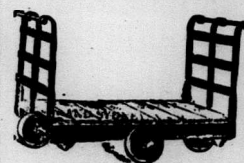
AS MILLER—Any system; twenty years' experience. Box 125, CANADIAN GROCER, Toronto. (f)

BAKER wants situation as second-hand baker; four years' experience. Apply to Box 126, CANADIAN GROCER, Toronto. (f)

CONFECTIONER seeks position; well up in all chocolate and cream work. Box 127, CANADIAN GROCER, Toronto. (f)

TRUCKS

for Warehouse
and Factory.



Save You Money
Do Men's Work
Draw no Salary

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

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Temple Building,
Ontario Street, MONTREAL.

FLOUR AND CEREAL FOODS

Canadian Made Breakfast Foods.

OUR Vancouver correspondent writes complimenting us upon our Special Fall Number and especially upon the cereal department thereof. He says:

"Many flattering remarks were made on the Fall Trade Number of 'The Canadian Grocer.' It attracted general attention. One gentleman was particularly struck with the advertisements of the various newer brands of Canadian-made breakfast foods.

"Why, you could have called it a Canadian Breakfast Food number very appropriately, merely from the attractive advertisements of that line of goods. I was much surprised, for though I am in the trade, I had no idea there were so many new names of breakfast foods which were 'Made in Canada.'"

"The Grocer" is gratified to hear this commendation of our cereal department. That Canada produces the finest cereals in the world is well known. As indicated by our correspondent, our readers are coming to realize that we also manufacture those cereals into the finest breakfast foods in the world.

Wheat Shortage in Russia.

According to statements made in the Russian newspapers there has been a very bad harvest and it will be necessary to purchase wheat abroad. There is great distress among the rural population, and many peasants will be forced to sell their cattle because of the lack of forage.

In the Province of Riazan the hay crop is two million quintals below that of last year. The harvest in Siberia is very bad. The new rye is found to be mixed with ergot, which has already had poisonous effects.

The Movement of Wheat.

THE reduction in the movement of grain since September 1, the beginning of the present crop year, up to and including October 31, amounts to nearly 2,131,000 bushels, according to figures posted in the grain exchange, and compiled by Chief Grain Inspector Horn, says The Winnipeg Telegram.

During the months of September and October of this year there was a total of 11,378 cars of wheat inspected at Winni-

peg, compared with 13,509 cars during the same two months in 1902, and 12,419 cars in 1901.

LOWER GRADES.

Not only has the amount inspected shown a falling off, but the quality also is by no means equal to that of the two previous years. The extremely wet and unfavorable weather in August and September had a disastrous effect on grades and while last year 7,731 cars, or 57 per cent. of the total inspected graded 1 hard, this year only 349 cars, or exactly 3 per cent., reached the grade which has made Manitoba famous. No. 1 northern about holds its own, being but 560 cars short of last year, but 3 northern, which in former years totalled much less than either of the two superior grades, this season is more than three times as much as in 1902.

MAKE GOOD FLOUR.

While the hard grades show such a reduction from previous years, grain men assert that the milling quality of 2 and 3 northern grades is this year nearly as good as 1 hard and 1 northern. The great percentage of what would otherwise have graded 1 hard is reduced owing to its being slightly frosted, but it appears that this has not to any great extent injured its nutritive qualities as a bread maker.

At the same time it is to be noted that the grades which generally come under the designation of "sundry grades," are greater in quantity than last year, rejected, no grade and feed wheat making up a formidable proportion of the total inspected.

OTHER GRAINS.

In the other grains, oats, barley and flax, while the movement has been less than in former years, the quality holds well, except possibly barley, while flax arriving is of excellent quality and well up in quantity.

The following table gives the total amount of grain inspected during September and October in each of the two years, 1903 and 1902:

Grain—	1903	1902
Wheat	11,378,000	13,509,000
Oats	240,000	207,600
Flax	212,000	174,000
Barley	57,000	44,000
Speltz	1,000	2,000
Total	11,888,000	13,936,000

INSPECTION FIGURES.

The following table shows in detail the total number of cars of grain inspected during the two months of September and October in each of the years 1901, 1902, and 1903:

Wheat—	1901	1902	1903
No. 1 hard	3,952	7,731	349
No. 1 northern	3,958	3,856	3,296
No. 2 northern	2,940	1,057	4,014
No. 3 northern	291	417	1,964
No. 4 . . . . .	...	124	298
Feed	7	31	129
Rejected one	98	152	178
Rejected two	26	60	102
No grade	1,133	67	975
Feed two . . . . .	...	...	34
Rejected	3	...	37
Condemned	11	14	2
Total wheat	12,419	13,509	11,378
Speltz . . . . .	...	1	2
Total inspection	12,805	13,965	11,784

Milling in the Argentine.

MILLING, of Liverpool, states that Argentina can boast of having as fine mills as any country in the world. In Buenos Ayres alone there are several large and excellent plants. One of the best is the Molino Rio de la Plata, which stands by the side of the docks and was built and equipped last year in the space of six months. Its initial capacity was 45 sacks per hour, but a contract to double the capacity was recently awarded.

Another large milling concern is that of the Riachuelo Mill. This was built in 1889 and is now increasing its capacity from 20 to 40 sacks per hour. A silo granary to hold 240,000 bushels of grain is also being constructed, and other improvements are in progress.

Other mills in Buenos Ayres and district are: Weber & Stricker's Palermo Mills, Fisher & Weber's Central Mercado Mills at Barracasal-Sud, a city which adjoins Buenos Ayres, and Vattuone y Vignolo's Mills at Lucia. There are several others in the district which make up a fairly large total output.

The export flour trade of the country has now reached about 500,000 sacks annually. While this is not a large total, it must not be overlooked that in the past the country has had many serious set-backs because of internal political dissensions. It is possible that in the future Argentina flour may be a factor in the world's markets.

The Oats that Named a Town.

The goodness of Tillson's Pan-Dried Oats starts in the fields. From this very best Canadian grain we select the large meaty berries, mill them by our own process, which brings out the richness of flavor and the nutritive value.

Your customers will enjoy

Tillson's PAN-DRIED Oats

A FOOD, NOT A FAD,

THE TILLSON CO., LIMITED,
TILLSONBURG, ONT.



NAPOLI MACARONI

Vermicelli and Fancy Paste for soups.

Made with absolute cleanliness from a specially grown macaroni wheat.

Put up in handsome air-tight, dust-proof 1-lb. packages 24 or 48 to the case.

20-lbs. bulk, packed in odorless boxes.

Full line of samples sent free on request, to any reliable merchant.

Napoli Macaroni is free from all coloring matter.

Send for prices by the case or carload.

Napoli Macaroni Co., Toronto.

Estimates of Western Crops.

The Northwest Grain Dealers' Association have issued the following estimates of the wheat and grain crop of 1903 for Manitoba and the Northwest Territories: Wheat, 3,123,663 acres, at 16.1 per acre, 50,290,974 bushels; oats, 1,101,333 acres, at 36.5 per acre, 40,198,654 bushels; barley, 381,135 acres, at 29.7 per acre, 11,319,709 bushels; flax, 64,639 acres, at 9 per acre, 581,751 bushels.

TELEPHONE { MAIN 1257
" 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay

Limited

Successors to John MacKay, deceased
ESTABLISHED 1854.

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

Caledonia Mills,
BOWMANVILLE, ONT.

Correspondence solicited.

FLOUR FEED CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated

" Barley, Oatmeal,

" Wheat, Pot and Pearl Barley.

Wheatlet, Farina, Split Peas.

"Matchless" Feed.

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

Strong and Weak Flours.

IT may safely be asserted that while some flour is spoiled in the process of manufacture, says The American Miller, a far greater amount is spoiled in the baking, because the baker does not understand the peculiarities of the particular flour being used.

Any one who has had even a limited experience knows that there is a marked difference in the fermentation of various doughs. Some will work much faster than others and if not taken at the proper time will not make a good bread. While these fast-working flours will, with care, produce a good loaf, any abuse will result in flat, coarse-grained, dark-colored bread.

To illustrate this it is only necessary to take a strong and a weak flour and work them under the same conditions. When due care is exercised in the case of both flours the result will be the same, good bread. But treat the flours with the same ferments and give them the same amount of work, neglecting, however, some little detail. For instance, have the temperature of the liquor used in making the dough a few degrees too high, or allow the dough to stand in the pans a little too long before being placed in the oven. The result will be that the bread from the strong flour will be as good as when baked under perfect conditions, while that from the weak flour will be poor, coarse and dark.

Dough made from strong flour will, during the fermentation process, rise up and "drop" and rise again a second and even a third time, but dough from a weak flour will not rise again if allowed to drop once. It is evident, therefore, that weak flours require very careful handling.

Reciprocity with Canada.

AT the seventh annual convention of The Grain Dealers' National Association of the United States, held at Milwaukee recently, Theodore Knappen addressed the delegates upon "Reciprocity with Canada," dwelling at length upon the growth and development of Canada, and saying that free, or freer, trade in natural production should be a matter of mutual convenience and benefit, rather than of trade invasion of each country by the products of the other. Mr. Knappen pointed out that the problem of trade relations with Canada was entirely different from that of such relations with any other country, and contended that the geographical conditions were such as to make free coal, free lumber, and perhaps free grain almost a necessity. He said it was a movement which would benefit the whole country.

These views were heartily indorsed by J. L. McCaul, of Minneapolis, who emphasized the fact that the reciprocity

movement was not a sectional one, and that reciprocity with Canada would mean an advance of from five to ten cents a bushel for American wheat, and that it would also bring up the grade of flour manufactured in that country.

Big Yields of Wheat.

Officer Wolfe, of the immigration staff, tells The Winnipeg Telegram that he saw Fall wheat thresh 52 bushels to the acre at Macleod. The crop is also very good in the vicinity of Wolseley and adjoining towns, one tract of 30 acres returning 1,000 bushels of machine measure, or 1,200 bushels ordinary measure. Near Edmonton, Officer Wolfe met a farmer named Staples who came into that country five years ago bearing a debt of \$1,000; now he is rated at \$10,000. He owns 520 acres of land, 40 head of cattle and nine horses. Staples went in mostly for mixed farming.

The Grain Insurance Dispute.

THE railroads and the underwriters have not yet settled their dispute over the doubling of insurance rates on grain stored at Fort William and Port Arthur. The companies have submitted to the increased rate so far as the ordinary elevators are concerned, but up to date they have refused to insure grain stored in the C.P.R. steel elevator at Fort William or the C.N.R. tile elevator at Port Arthur.

The banks are interested in the matter, and are at present taking the case up. Grain men who, previous to the arrangement with the railway companies regarding insurance, wished to raise money on grain stored in these elevators, were asked by the banks to produce their insurance policies. As the railways are now doing the insuring and refuse to insure grain in the steel and tile elevators at Fort William and Port Arthur respectively, in the regular line companies, it follows that the owner of grain stored therein is unable to produce the policy and can merely furnish the bill of lading showing the promise of the railways to put up for any loss through fire.

The question was, would the banks accept such bill of lading in lieu of the ordinary policy heretofore demanded? The Bankers' Association now has the matter under consideration, but in the meantime banks in Winnipeg have decided to take the bill of lading as security, pending the decision of the head offices.

To Corner Wheat.

A plan to corner the St. Louis December wheat market by the buying of all the possible insurance on the wheat in elevators, both on the east side and in that city is outlined in information given to the Republic by insurance men.

Corwin H. Spencer, John T. Milliken, Thomas Atkin, and Herman Kuehn are mentioned as the leaders in the movement which was begun last September.

Of the 120 insurance companies taking business in St. Louis it is said that every one of them has written policies about \$3,500,000.

The insurance far exceeds the visible supply in the elevators, but by taking out insurance for the full capacity of the warehouses at the marginal price of wheat, the bulls hope to make it impossible for outsiders to store their grain which would preclude the insuring of it, and necessarily prevent the borrowing of money on the part of the shorts who would be practically frozen out of the market.

Hand Mangled.

A. W. Maguire, Hamilton, flour and feed merchant, met with a very painful accident on Friday last. He was working with one of the machines when in some manner his hand became entangled in the mechanism, and before it was stopped his hand was seriously mangled. He was removed to St. Joseph's Hospital, and it is considered likely that the hand will have to be amputated.

Kansas Luck.

The latest hard luck story from Kansas is to the effect that farmers there hauling their grain to the elevators have found them full and have been compelled to dump the grain on the ground to rot. It is estimated that from the 4,000,000 bushels harvested, 500,000 will be lost.

Cereal Notes.

The Ogilvie Flour Mills Co. will build a mill on Mill street, Montreal, to cost \$25,000.

The flour mills of Minneapolis are gradually starting again, and the trouble has assumed a more agreeable aspect.

W. R. McInnes, freight traffic manager of the C.P.R. expects to see a vastly increased grain acreage in the West next year.

Mr. R. F. McDonald, who conducts the "Scotch Bakery" in Vancouver, B.C., took five first prizes at the Westminster fair this Fall.

October shipments of western grain reported at Montreal were 966,000 bushels, as compared with 886,000 for the same month last year.

Over forty million bushels of wheat can be stored west of Port Arthur. The C. P.R. capacity is 32,555,000 bushels, and the Canadian Northern 7,570,000.

Messrs. Currie, Van Ostrand and Powell, of Toronto, have bought out The Battle Creek Health Food Co., of London, and will continue the business under the same name.

WHEAT

is the one great food base of mankind. The most pleasing form of wheat is

Swiss Food

—a breakfast cereal. **SWISS FOOD** is no new thing, as every Canadian grocer is well aware. It has a definite place in the stock of every grocer who is honestly serving the best interests of his community in the matter of **PURE FOOD**. The sale of **SWISS FOOD** grows annually—no shrinkage such as follows a fad boom.

P. McIntosh & Son,

Millers and Manufacturers, ——— Toronto.



Taking advantage of the best

is the dealer's duty. He gains the goodwill of his customers when he recommends such reliable and durable goods as

Boeckh's Bamboo-Handle Brooms and Cane's Newmarket Woodenware

Our fair-price banner waves over all. Send your name for our new brochures "Broom-ology" and "Washboard Information" (free).

UNITED FACTORIES,

Head Office: TORONTO, ONT.

LIMITED.

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

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartons in a case, and in 50-lb. box.
TORONTO SALT WORKS, Toronto, Ont.
 Agents for the Canadian Salt Co., Windsor, Ont.

Modern Merchandising

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

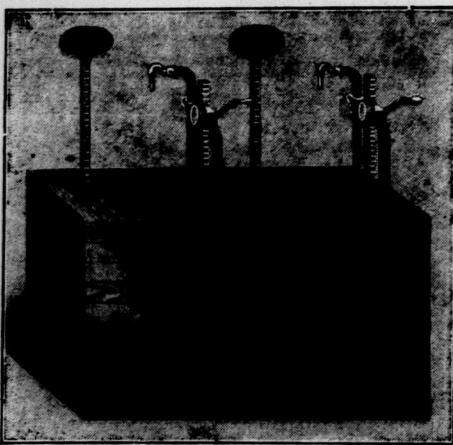


IF A MAN WANTS CREDIT

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

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

WASTE MEANS LOSS OF PROFITS.



FIRST FLOOR DOUBLE OUTFIT.

THAT'S WHY THERE'S SO LITTLE PROFIT IN HANDLING OIL OR GASOLINE IN THE OLD WAY.

STOP THE WASTE

CAUSED BY EVAPORATION AND LOSS FROM LEAKY BARRELS AND DIRTY, "SLOPPY" MEASURES BY INSTALLING AN IMPROVED

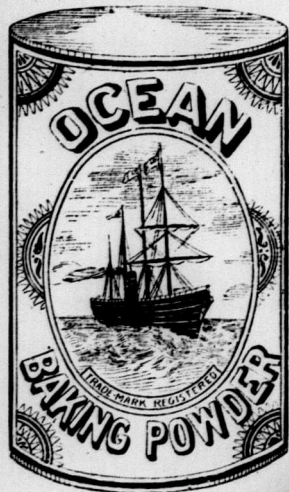
BOWSER 3 MEASURE SELF MEASURING OIL-TANK

IT'S THE NEW WAY.

It pumps a gallon, half gallon or quart, directly into the customer's can without use of measure or funnel. No waste of oil. No loss of time or labor. No dirty, oil-soaked floors. We shall be glad to explain more fully.

ASK FOR CATALOGUE "B," IT'S FREE.

S. F. BOWSER & CO.
 Factory, FORT WAYNE, Ind., 65 Front St. East., Toronto.



*Montreal Star account
 vol 13 page 751
 3 20*

Grocers and General Merchants

Having closed a heavy contract with the largest producers of Baking Powder ingredients in the United States, we are in a position to supply you with a first-class **BAKING POWDER** and at **LOWER PRICES** than any other firm in Canada.

We make a specialty of supplying merchants with Baking Powders under their own labels and trade marks, and of the same quality as our famous brands. We guarantee satisfaction in every case, and will be pleased to submit samples and prices. If you are open for a first-class BAKING POWDER, put up under your own label, we will be pleased to hear from you. **WRITE.**

MANUFACTURED BY

OCEAN MILLS, - Montreal, P. Q.

GOODWILLIE'S

FRUITS

are not only delicious in flavor,
beautiful in appearance and good
sellers,

BUT

always remind one of the glorious
Summer time in which they were
picked and put up in **GLASS.**



ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

Machine-cut Mixed Peel

in ½-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus
ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

These are some of the reasons for its
popularity.

ROSE & LAFLAMME,
Agents,
MONTREAL.

BRAND'S ESSENCE OF BEEF FOR INVALIDS

(Established over half a century.)

Prescribed by all the leading physicians, and sold
throughout the world.

For terms and descriptive advertising matter apply
to our agent—

I. S. WOTHERSPOON,
204 Board of Trade Bldgs., Montreal.

SOLE MANUFACTURERS,
BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Grimble's



Pure Malt

VINEGAR

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

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

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Ottawa Merchants' Trip to New York.

THE most eventful and most enjoyable pleasure trip in the history of The Ottawa Retail Grocers' Association took place when a party numbering 26, composed of business men and a few friends, availed themselves of the invitation extended to them by the "Clique Tourists," of New York and Brooklyn, to visit their city on October 28 and 29.

The Ottawa party consisted of Ex.-Ald. G. W. Shouldis, chairman and manager; Ald. Rosenthal, Ald. Plouffe, G. W. Hunt, Wm. York, C. J. Provost, president Retail Grocers' Association; J. K. Paisley, Ex.-Ald. B. Slinn, J. N. McIntosh, H. H. Leggatt, W. R. Cummings, R. G. Harris, E. Bambrick, J. Graham, J. C. Scott, R. Kennedy, H. W. Booth, J. C. O'Keefe, R. Tunnoch, J. Hawken, C. Dunlop, Chas. Sutherland, H. C. Ellis, secretary Retail Grocers' Association, and party; M. Hugh Convery, Thos. J. Potter and a Mr. Box, of Montreal, joined the Ottawans at Coteau.

A private Pullman was secured which aided in making the journey to New York a pleasant one; such a jolly time was spent that the distance seemed too short.

Mr. Frank W. Meyer, who is manager of the New York clique, boarded the train just outside of the city and presented

most respected grocers, took a special car direct to the down town district. The first place visited was the World building, 28 storeys high, where a panoramic view of the city was had. The next place visited was the Syndicate building, another sky-scraper, 33 storeys high. An appointment at 12.30 with Mayor Seth Low brought the party to the city hall, where each one was introduced to His Worship, who, in a few well-chosen remarks, extended the Canadians a glad welcome and wished them an enjoyable and profitable time while guests in the

after which a presentation was made to Mrs. Meyer, by the Ottawa merchants, of a set of solid silver carvers.

The next event of the day was a banquet at the Cortelyou Clubhouse, given by Mr. and Mrs. F. W. Meyer. The menu card was gotten up very tastefully, with the American and Canadian flags entwined on the front cover, while on the back was a picture of the "Royal Shanty," at Rocklife, which was visited by the Clique Tourists when in Ottawa last June.

After the toast list, which was responded to by Henry Meyer, the Hon. Jas. H. McInnes, ex-Ald. Shouldis, and others, the party broke up with three cheers for Mr. and Mrs. Meyer and the singing of God Save the King and The Star Spangled Banner.

Thursday morning at 9 a.m. began another day's entertainment as pleasant as already enjoyed. A sight-seeing automobile, which held 35, was in waiting at the hotel, and after all-aboard was sounded, we started to visit the great many interesting points of the city. The Bowery, Chinatown, Brooklyn Bridge, Fish Market, Wall Street, Sub-Treasury, Castle Garden, Rubber Neck Row, Broad Street, Trinity Church, etc., were pointed out.

A stop was made at Mr. L. J. Calla-



Chas. J. Provost, President Ottawa Retail Grocers' Association.

city. In the absence of Mayor Cook, of Ottawa, Ald. Rosenthal replied, thanking New York's Mayor, whom he said he considered it a great honor to have met.

The party were then escorted to the "Hardware Club," one of the most exclusive clubs of the city, where an elaborate luncheon was partaken of.

After luncheon was over the party had the choice of a drive over Brooklyn bridge, or the privilege of walking. Most of the boys walked. On the Brooklyn side a parlor car for sight-seeing was in waiting, laden with refreshments and good cigars. It was boarded and the first stop made was at the city hall of Brooklyn, where some of the officials were met. The next stop was at the large departmental store of Abraham & Strauss, which was gone through from top to bottom.

The car was again boarded and a trip taken to Coney Island, for the purpose of viewing the wide, wide ocean—which was new to a good many. The Summer hotels were all closed, but the magnitude of everything was there and an idea of what goes on during the Summer season could be had.

A visit to some of the leading dancing halls which were still open was made and the party started again for Mr. Meyer's home in Flatbush, a suburb of Brooklyn. Mr. and Mrs. Meyer received the party at their house, which is an ideal home, the pride of Mr. Meyer and his lovely wife. Light refreshments were served



Ald. Rosenthal, who represented Mayor Cook with Party.



H. C. Ellis, Secretary of Party.

nan's grocery store, where the proprietor took the grocers in the party through and explained his mode of doing business.

The auto. trip wound up at The National Biscuit Co.'s works, where the party were introduced to Mr. Gowan, the manager, who in a short address, welcomed them and invited them to luncheon in the company's dining-room before going through the factory.

A fast trip was made to the hotel to prepare for the banquet, which took place that evening in Saengerbund Hall, Brooklyn. It was in the form of a dinner and reception of the Clique Tourists in honor of the Canadians present. The toast list was as follows: Geo. H. Tiemeyer, president of the Clique Tourists—



G. W. Shouldis, Chairman and Manager of Party.



G. W. Hunt, Vice-Chairman of Party.

each Canadian with an American emblem which, pinned alongside of the Canadian maple leaf with the Ottawa colors attached, made a pleasing effect.

The train pulled into the Grand Central depot about one hour and a quarter late. Rooms were secured at the Grand Union hotel, 42nd street, breakfast was partaken of immediately, and when over, Mr. Meyer, with his committee, composed of Mr. Geo. H. Tiemeyer, president New York and Brooklyn Grocers; Henry Minners, secretary of same organization; Hon. James McInnis, Ald. Geo. L. Wilson, Chas. Vollnier, E. Corbert, Chas. Baesier, Robt. Steele, of The National Biscuit Co., Ellwood Hanson and Mr. L. J. Callanan, one of New York's oldest and

Chinaware

Open stock patterns in
Finest Quality German
 and
Haviland French



"Rosegarland"

A fine quality open stock pattern in German China.

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146-8 Front St., West, TORONTO.
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 TORONTO, CAN.

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

OFFICE—106 JOHN ST.

106-116 John St., }
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Illustrated Catalogue on request.

THE GREIG MANUFACTURING CO.

MONTREAL.

LIMITED

MANUFACTURERS
 OF

Crown Brand Flavoring Extracts

and Confectioners' Specialties

SOLE AGENTS FOR
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"Kkovah" Household Specialties.

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

"K KOVAH" Jellies (all flavors).

"K KOVAH" Custard Powders.

"K KOVAH" Blanc Mange Powders,
 Etc., Etc.

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

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

THE GREIG MANUFACTURING COMPANY, Limited, MONTREAL.

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

96 KING ST., MONTREAL.

Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 686

Telephone orders receive prompt attention.

Welcome; Frank W. Meyer,—Introductory; Henry G. Meyer,—Fond Reminiscences; Fred Cook,—City of Ottawa,—Mayor of Ottawa, Canada; responded to by ex-Ald. Shouldis; Hon. J. H. McInnes,—City of New York; Henry Minners,—Clique Tourists; A. W. Pfluger,—Manhattan; L. J. Callanan,—The Ladies; B. Bischoff,—Our Borough.

A short programme was given in the auditorium of the building, followed by dancing, which was indulged in until about 2 a.m., when the party broke up, after having spent a most enjoyable time. During the evening a presentation was made to Mr. Hugh Convery, manager of Fleischmann & Co., of Montreal, of a travelling valise from the ladies of the Clique Tourists. Mr. Convery was among those responsible to a large extent for having the New York grocers visit Ottawa last June, and they were so favorably impressed that they are coming about 300 strong next year.

Most of the Ottawans stayed in New York until Sunday night and took in what was left to be seen. Mr. F. W. Meyers still showed his great hospitality in having those he could get ahold of take dinner with him at his own house.

A meeting was called for Thursday in the Grocers' Room to wind up the financial part of the trip and take immediate steps to arrange an entertainment for next season, when it is hoped to have the Clique Tourists visit Ottawa again.

MONTREAL TRAVELLERS.

At a meeting of members of The Dominion Commercial Travellers' Association, of Montreal, which will be held in the rooms of the association, Board of Trade Building, at eight o'clock on Saturday evening, November 14, 1903, nomination of officers for the ensuing year will take place.

Mr. Jas. Robinson, wholesale shoe merchant, who served the association as director, vice-president and president, sever-

al times elected by acclamation, will be nominated to fill the position of treasurer.

Mr. James S. N. Dougall, of McCaskill, Dougall & Co., varnish manufacturers, Montreal, who served the association as director and treasurer, several times elected by acclamation, and who has been treasurer for the last three years, will be nominated as president.

Both Mr. Dougall and Mr. Robinson have been presented with nomination papers signed by a great number of the members, including nearly all past presidents of the association.

Both the above gentlemen, after considering the representative character of requisition, have consented to accept nominations.

TORONTO RETAIL GROCERS.

The Retail Grocers' Association of Toronto met in St. George's Hall Monday night with President David Bell in the chair, and a fair representation of the members present.

After approving the minutes the application of Mr. Riley for membership was accepted on the motion of Messrs. Snow and Van Loan.

A letter was read from The "Force" Food Co. acknowledging the receipt of the association's communication in which complaint was made that The T. Eaton Co. were selling "Force" at 10c. per package. The "Force" people regretted the fact, but declared themselves powerless in the matter. They sold only to and through the wholesale trade, and it would be impossible for them to prevent any person from obtaining "Force" and selling it below cost if he chose so to do. The letter was received.

On motion of Messrs. Van Loan and Johnston, Mr. Panter, who is retiring from business, was made an honorary member.

The Executive recommended that \$10 be granted the Excursion Committee in re-embursement of expenses incurred in going to the Falls to arrange the excursion. The recommendation was adopted on the motion of Messrs. Snow and Clarke.

The question of the annual "At Home" was next brought up. After some little discussion it was decided to again hold the "At Home," the date probably some time in February, and the further details to be left to the Executive Committee with power.

Under general topics the discussion turned on the bakers' agreement and the price of bread. Complaint was made that the agreement was not lived up to and that large loaves were being sold at least than 10c. A more definite complaint was the clause in the agreement allowing families using 15 large loaves per week to get bread on the wholesale basis at 8c. per large loaf. A committee composed of President Bell, Vice-President Johnston and Treasurer Schoales was appointed to interview the master bakers and obtain their views.

The meeting then adjourned.

A PROSPEROUS SEASON.

Purnell, Webb & Co., of Bristol, England, have had a record season for the sale of their pure malt vinegars in the Dominion, ending up with the two largest orders they have ever received from Canadian buyers. Between October 19 and 26 they received orders for 4,150 gallons, distributed between Montreal, Toronto and Vancouver, and a large proportion of their increased trade has been done with new buyers. They look forward with great confidence to a further development of trade next year, and admit with the greatest pleasure that they owe much of their success to the advertising they have done in THE CANADIAN GROCER.

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Christmas Boxes.

We have without doubt the largest assortment of Fancy Boxes of Confectionery on the market, suitable for this season. See them. Our travellers are now on the road.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

Their cost is so trifling
and their convenience so great that the wonder is that merchants do without **RUBBER STAMPS**.
Tell us what you would like and we'll tell you the cost.
C. G. Young Co., 1 Adelaide E., Toronto



For Sale Everywhere.

ASK FOR

MOTT'S.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of



PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

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

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

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

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited

TORONTO

"Crown" Hard-Boiled Candies

A PROFITABLE LINE

Stock them for the holidays. Stock them now.

FLAVORS are more varied, true and delightful than any other on the market, domestic or foreign.

COLORS are perfect, and absolutely harmless.

New Flavors:

ALMOND BLOSSOM
TANGERINE ORANGE
PISTACHIO

GUAVA
CATAWBA GRAPE
CACHOU

Regular Flavors:

ORANGE
LEMON
STRAWBERRY
PEAR
PINEAPPLE

BANANA
RASPBERRY
MORELLA CHERRY
SWEET BIRCH
MAPLE, PEPPERMINT, ETC.

CROWN MFG. CO.

LIMITED

785 Yonge Street,

TORONTO

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.



WE ARE GROWING!

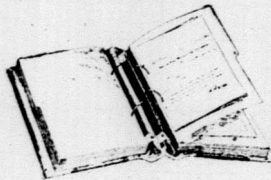
We have moved to larger quarters, and with increased plant and facilities, are better able than ever to handle your work. Drop us a card, we would like to write you about it.

G. A. WEESE & SON, 44 YONGE STREET.
(Note new name and address)
STATIONERS and PRINTERS.

WHEN YOU STOP TO THINK

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs. Metallic Circuit Service—efficient, rapid, constant

The Bell Telephone Co. of Canada



TENGWALL TIME SAVERS

TENGWALL AND OPALLA LOOSE LEAF LEDGERS

—AND—

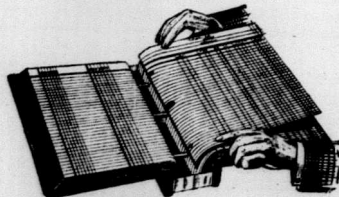
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SEND FOR COMPLETE NEW CATALOGUE.

HART & RIDDELL

Manufacturing Stationers . . .

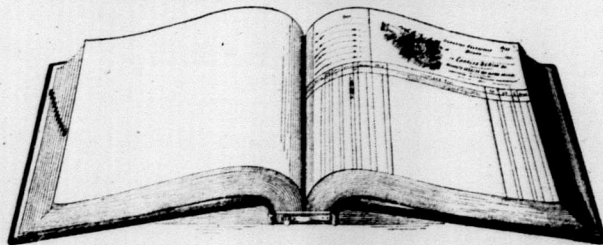
40 Wellington St. East TORONTO.



SAVE TIME

BY

KEEPING YOUR BILLS ALWAYS MADE OUT.



The Briggs Ledger System Co., Limited

75 York St., - - TORONTO, ONT.

Write for Catalogue.



FORD & FEATHERSTONE

Importers and dealers in

FIREPROOF SAFES, STEEL BANK SAFES, VAULTS, TIME LOCKS, DEPOSIT BOXES.

Combination locks put on and combinations changed. Safes repaired, etc.

10 John St. N., Hamilton, Ont.

ESTABLISHED 1855

TAYLOR'S
DOUBLE TONGUE & GROOVE
SAFES
145
147 FRONT ST. EAST TORONTO.

The Hallwood

David killed Goliath—Goliath the monster, Goliath the boaster. **THE HALLWOOD** is as honest as the day is long, is clad with simplicity, is modest as to price.

If there's a merchant in Canada about to buy a Cash Register, he simply cannot afford to pass over **THE HALLWOOD**. If The Hallwood won't stand comparison on every point, don't buy it. It costs nothing but time to examine a Hallwood—the register is taken to you—and the time given to an examination is worth to a bright merchant a good many dollars a minute.

THE

Hallwood Cash Register Co. of Canada

78-80 King St. E., TORONTO.

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THE OFFICE

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

MODERN BUSINESS METHODS.

By Will Payne.

I ONCE called on the comptroller of a very important corporation to find out the amounts of certain payments, which had been made to the corporation quarterly during several years by one of its licensees.

The comptroller summoned a clerk and directed that the information be given me. The clerk and I retired to the outer office and a season of trouble ensued. There was a more or less vague theory that the payments should appear on the cash book, but the cash book, upon examination, failed miserably to support this theory. Some payments were there and some were not. My friend scratched his head, and finally brightened up with the idea that a fellow-clerk, who knew all about that particular business, would return to the office next day. I called again the next day and was so fortunate as to get the ear of the expert, but the expert himself went to sea over the lapses of the cash book. The payments had surely been made and there was surely somewhere or other something or other which would disclose them. In the general distress I was invited to try my luck the next day. I did so. It was remembered that a statement from the licensee accompanied the payment, and that theoretically these statements were filed away. A vault, which from my view outside the railing seemed to be mostly dust and waste paper heaps, was valiantly explored, and, in the course of time, some rumpled sheets were produced which contained the desired data. So at the cost of much time and soiled linen the information was forthcoming. The same corporation, in one of its many departments, acts as the trustee of funds contributed by hundreds of thousands of persons. Not long after my experience it was discovered that the trust funds were hopelessly confused. Receipts had been credited and payments charged with a haphazard disregard for accuracy which perhaps could not have been matched elsewhere outside of comic opera. The corporation was actually compelled to suspend all payments, to the vast disadvantage of its clients, and to pay a firm of expert accountants \$65,000 to write a new set of books.

You wish to know the name of this important corporation which did business with so wonderful a lack of system? It is the City of Chicago.

As a matter of course, any private enterprise that attempted to get on with such a lack of system would have found itself in a receiver's hands long ago.

First and last, system is the machinery by which the business moves, and the business simply cannot move beyond its machinery.

A CRITERION.

No doubt the best test of any particular business undertaking is a test of its system. If you go into an office, as in the melancholy case I have cited, and find that nobody knows just where anything is to be found, you are very safe in guessing that the concern is in a poor way. Take the most prosperous concern you know, and you may be quite sure that any item of any importance will be forthcoming at the touch of a button. I have had con-

siderable opportunity of applying this test and have never known it to fail. The difference between a successful management and an unsuccessful one may be pretty accurately gauged by the ability, through a proper system, to at once command any special information of whatever sort that is of real importance. You are pretty safe in forming final conclusions according to whether the furnishing of any particular information is a matter of scratching the head and guessing that somebody else possibly knows something about it and of laboriously searching records and files that fail to "pan out," or whether it is a matter of touching a button and having the item laid on the desk. So in a general way the measure of a manager's capacity lies in his ability to develop the right system.

Many men are able enough within the narrow limits of their own personal, bodily powers—that is, they can do well whatever comes within the touch of their own fingers or directly under their own eyes, and they may be very successful in the small way which this limitation implies. But they lack the higher ability to devise a machine for other hands to operate. In short, they cannot make a system, and so they cannot be successful on a large scale. Broadly speaking, the man who is most successful is he who has the greatest capacity for making a machine or developing a system.

ELIMINATION OF PERSONAL SUPERVISION.

One may venture upon a personal illustration. There were several men in the meat-packing trade in the earlier days than whom there was none abler so far as concerns what they could do with their own hands—that is, through their own immediate, personal supervision. Nobody could get more out of a hog or a steer; nobody knew the provision trade any better. But as the meat-packing industry developed possibilities of enormous expansion these men and their concerns were left far to the rear, because they had a few great competitors who, in addition to the purely personal capacity, had the higher capacity to create a system that would employ the energy of scores of subordinates. These great competitors could operate a dozen plants as well as one, do a business of \$200,000,000 a year as well as the personally conducted business of a tenth of that. And the really big business man appreciates this power of creating a system as highly as it deserves.

Not long ago I happened to hear A boasting to B of the ability of his general manager; his tremendous industry—he spent 12 hours a day at the plant and always came down of a Sunday; his indefatigable loyalty—why, three of their special cars were missing and the manager tramped around the freight yards two days until he found them. The cruel B advised his friend to get a new manager. "If he has to spend 12 hours a day and Sundays at the office and tramp around looking for his cars he isn't up to his job," said B. He recognized that the manager was unable to create a proper system, and if there be no proper system any one man's energy amounts to little. Mere human energy is cheaper than steam horsepower. If it is a matter of energy only you might as well praise a man for running upstairs instead of taking the elevator.

A young man runs from the bank, dodges a cab, sprints across the bows of an automobile, flings himself on a street car and catches his breath. He is a praiseworthy young man, but in fact he is a messenger, receiving \$25 a month and worth no more at present. In a corner of the bank, in a very comfortable room, a man sits at a desk, doing nothing much except to talk at ease with his callers and, in the intervals, glance over a balance sheet, ring for a subordinate, give a few directions—all in a leisurely, unruffled sort of way. He receives \$30,000 a year, and is very likely worth double that. He has a system and knows how to control the energy of a hundred or five hundred other men thereby.

It is a commonplace that this is not the day of the small concern. Business is coalescing in larger and larger units, bigger and bigger machines, which means steadily increasing need of perfection in the system and greater and greater prizes for the man who has the ability to develop the right system.—System.

HOW A BUSINESS WAS SAVED.

A CERTAIN manufacturing concern in the West found itself doing a large business. It was very busy and apparently was making great strides in securing for its product a large place in public favor. Among those holding a subordinate executive position was a keen young man who was not easily satisfied by exterior appearances, but had the digging habit.

"You are doing lots of business," he told his superior. "Almost every week you are adding more help to the office force; your correspondence is steadily increasing, and apparently the business is right on the crest of the prosperity wave. But if you will overhaul everything and find out just where you stand, I'll miss my guess if you are really making substantial headway or satisfactory profits."

This rather startled the managers of the business, but the young man was so much in earnest that a careful and thorough examination into the affairs of the enterprise was made.

It verified every prophecy that the young "kicker" had made.

"Now," he continued, "I'm convinced that the leakage of profits is in the very department which is the pet and pride of the house—the one that brings the most correspondence, that calls for the most of the new help, that 'keeps things doing' and gives the place the busiest appearance."

"Nonsense!" replied the manager. "You were right on the general situation. But this time you are wrong."

"But," insisted the digger, "I'll tell you right now that of the seven methods you are using to put your goods on the market the one which you think the best is the very one that is cutting down your profits. Call in an expert who is able to sift this matter right down to a finish and you'll find I'm right."

This was done, with the result which verified to the letter the prediction of the young man.

TENGWALL LOOSE LEAF BINDERS.

THE "Tengwall" is one of the most practical binders on the market for all kinds of loose leaf sheets. It consists of covers in various bindings, with a hinged or divided back, which opens on pressing a thumb-spring. This is a most ingenious device. By a simple pressing of the thumb a leaf can be inserted or taken out at any opening. Curved metal prongs are securely fastened to the back, one pair on each side. On closing the covers, the back locks automatically. The advantage of the Tengwall

idea is easily seen: loose sheets and business papers of all kinds can be filed securely, yet a single sheet can be removed from or inserted in any part of the file instantly, without disturbing the remaining sheets. Hart & Riddell, Toronto, are the Canadian manufacturers. They have issued handsome illustrated catalogues, which will be sent on request.

DEAD LETTERS.

"THE letter that never came" isn't giving half so much trouble to the world as the letter which did come, but contained no address to enable the recipient to reply to it.

Every large mail-order house receives these letters by the score, and nearly always they contain money. Some firms maintain a regular staff of handwriting experts to discover from whence the letters come, and though they are largely successful, yet there remains an average of 25 per cent. of the number unidentified.

Recently several of the large concerns in Chicago distributed a total of \$25,000 to local charities as a disposition of the funds accumulated from letters which had become "dead" through the carelessness or ignorance of writers all over the country.

Often a first letter of this character, necessarily left unanswered, will be followed by several others from the same source, all indignantly complaining, but never giving a hint of identity or location which would insure the answer. Here is one specimen, marked by extreme moderation:

"Gents,—What are you going to do about my order for which I sent you 90c. last month aint you got any flat iron if so what do you say so fer in the catalog. Dont send anything to the postmaster cause he steals everything he always says they aint no mail fer me."

Oftener the writers employ phraseology that is more picturesque than courteous.

All of which serves to remind us to be very careful indeed in our corresponding moments to give some plain signs as to our habitation and family cognomen.

DO YOU WORK FOR ANOTHER?

What is your object in working?

What is your employer's object in hiring you?

A frank answer and conclusion in regard to these two questions will put you square with yourself, and lead to a change of attitude, perhaps.

First, do you work for the pleasure of it, from a sense of duty, or "because you need the money?"

It should be obvious to all (but it isn't!) that real happiness lies in work well done. We should then, equally of course, work from a love of work, and to accomplish unselfish purposes. Incidentally "the servant is worthy of his hire"—and will get it. All the surer will he get it, and the more, if this be his attitude rather than that other which looks to the salary and the week's end as the primary objects.

Your employer gladly hires you when your work yields him a profit; and when it doesn't—and he finds it out—your name is among the missing of that business household, and properly. He must handle his workers as he does other materials; and on each must realize a profitable difference between cost and selling price. The great laws of commerce are back of this simple truth, and we should accept the consequences, and adopt the means to properly meet the case: a decision to give value, to try to accomplish the most for our employers irrespective of salary, and to hold fast to faith in the happiness produced by "the sweat of the brow."

<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>		<h3>Leading Canadian Accountants and Auditors</h3>		<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>	
<p>DAVID HOSKINS, F.C.A. Chartered Accountant, Auditor, Financial Valuator. 207 Manning Chambers, City Hall Sq., Toronto, Canada.</p>	<p>F. H. KIDD, Chartered Accountant, Auditor, Assignee, Etc. Room 50, 77 York St., Toronto.</p>	<p>HENRY BARBER & CO., Accountants and Assignees. Offices: 18 Wellington St. E., Toronto, Ont.</p>	<p>GEO. O. MERSON, Chartered Accountant, Trustee, Assignee, Liquidator, Auditor, Etc. 27 Wellington St. E., Toronto. Phone Main 4744.</p>	<p>JENKINS & HARDY, Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15 1/2 Toronto Street, Toronto. 465 Temple Building, Montreal. 100 William Street, New York.</p>	
<p>Cable Address: "Wigwam." T. G. WILLIAMSON, Chartered Accountant and Auditor, 15 Toronto St., Toronto, Canada.</p>	<p>This space \$15 a year.</p>	<p>This space \$15 a year.</p>	<p>This space \$15 a year.</p>		

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>		<h3>LEGAL CARDS.</h3>		<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>	
<p>BEATTY, BLACKSTOCK, FASKEN & RIDDELL, BEATTY, BLACKSTOCK, CHADWICK & GALT, Barristers, Solicitors, Notaries, Etc. Offices, Bank of Toronto. Tel., Main 3813. Toronto, Ont.</p>	<p>JAS. H. BURRITT, K.C. Solicitor, Notary, Etc. Pembroke, Ont.</p>	<p>WM. M. DOUGLAS, K.C., Barrister, Solicitor, Etc. Rooms 70-72, Home Life Bldg., Toronto.</p>	<p>J. C. HAMILTON, LL.B., Barrister, Solicitor and Notary. McKinnon Building, Toronto. Phone, Main 65.</p>	<p>D. O. CAMERON, Barrister. Equity Chambers, Toronto. Branch Office, Oakville, Ont.</p>	
		<p>TUPPER, PHIPPEN & TUPPER, Barristers, Solicitors, Etc. Winnipeg, - - Canada.</p>	<p>This space \$15 a year.</p>		

<h2>Educational Department.</h2>		<p>The following institutions for the education of business men's sons and daughters are recommended by this paper:</p>
<h3>Business Education.</h3> <p>Courses by mail in</p> <p>BOOKKEEPING BUSINESS CORRESPONDENCE SHORTHAND COMMERCIAL FRENCH ARITHMETIC PENMANSHIP COMMERCIAL LAW etc., etc.</p> <p>A PURELY CANADIAN COLLEGE.</p> <p>Canadian Correspondence College, Limited, 40-46 King W., - TORONTO, ONT.</p>		<h3>Western Business College</h3> <p>Cor. College and Spadina avenue, TORONTO. Thorough courses in Bookkeeping, Stenography, Typewriting and Penmanship; individual instruction. A. J. HOARE, Principal.</p>
		<h3>St. Margaret's College, Toronto</h3> <p>A Boarding and Day School for Girls. Thorough courses in every department. Only teachers of the highest academical and professional standing employed. GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON, Lady Principal.</p>

You Can Trust

our paper to protect your parcel from injury. Our brown and manilla wrapping papers are manufactured with a view to toughness and durability. They always give satisfaction.

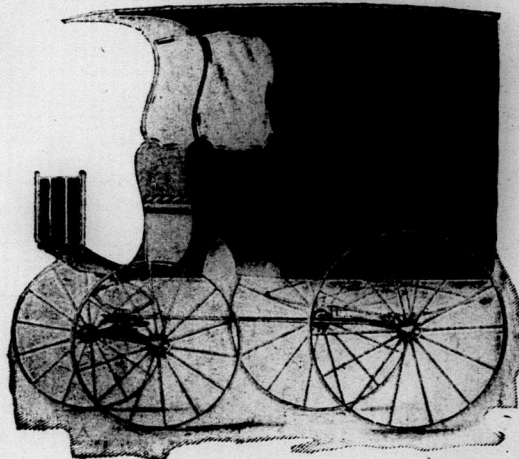
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CANADA PAPER CO., Limited
Toronto, Montreal and Windsor Mills, Que.

James Ewart

MANUFACTURER OF
High-Grade Delivery
WAGONS

Grocer, Baker, Confectionery, Laundry
Wagons of every description.
257-9 QUEEN ST. EAST
TORONTO.



Write For Prices. Phone Main 118

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Look to Your Smokers' Department.

A WELL-BALANCED tobacco department will include pipes and cigars. Of course nowadays there are very few groceries that do not carry the fragrant herb in plug and package form, and it is possible that some may not consider it profitable to go into tobacco any more extensively. But is this belief well founded?

It depends largely on circumstances, and at some seasons of the year it might be a matter of doubt, but with the holidays coming on this doubt vanishes. At this season people are more free with their money, and are more than ordinarily inclined to indulge in the luxury of a new pipe or a box of cigars. There is, moreover, the good old custom of making gifts at Christmas time that should be considered. A box of cigars or a well-turned pipe, sent with the compliments of the season, is a graceful method of discharging a social obligation or repaying any other favor. When the large proportion of men who smoke is thought of, to any of whom such a gift would be welcome, the opening in this line will not appear insignificant.

In stocking cigars for the holiday trade the small boxes put up for just this purpose should not be overlooked, and by adding a few good reliable lines a connection may be built up in the next couple of months that will prove a very pretty source of revenue subsequently.

In regard to pipes, as noted in last week's issue, jobbers are now putting up assorted lots for the grocer who is just beginning or who handles them in a small way. It is not necessary therefore to invest a very considerable sum of money in order to stock a very respectable little tobacco department.

It should always be remembered that tobacco and cigars require practically no extra help. The sale is a matter of but a few seconds or minutes at the most, and the profit, especially on pipes and the better class of cigars, is very inviting.

The grocer should have this profit rather than the druggist or barber, who in many places are making a strong bid for it.

London Tips.

The following are the Inland Revenue returns for the month of October, 1903:

Spirits, ex-warehouse.....	\$ 6,238 17
Malt, ".....	6,952 27
Tobacco, ".....	1,548 87
Rawleaf, ".....	7,453 80
Cigars, ex-factory.....	12,471 21
	3,610 24
	<hr/>
	\$38,274 76

London was favored with a visit some days since from Mr. Oscar Hammerstein, the well-known theatrical manager of New York. In addition to Mr. Hammerstein's numerous theatrical enterprises he is the inventor of a machine for the manufacturing of cigars, which is pronounced by those who have seen it and tested it to be the acme of perfection, it being impossible to distinguish the machine-made cigar from that turned out by hand, while of course the cost of production is very materially reduced. It is not known positively that Mr. Hammerstein will succeed in placing any of his machines in this city, but his visit here at all in connection with them is an indication that the manufacturers, or at least some of them, are preparing to get even with the strike of employes of some months since. Since returning to New York Mr. Ham-

merstein has been most seriously ill, having been threatened with an attack of appendicitis, but is happily now quite recovered.

October was a busy month with all our manufacturers, being for the most of them largely in excess of the same month last year as regards output.

The Portuguese Tobacco Monopoly.

In 1891 the company known at the Societe des Tabacs de Portugal was granted the exclusive right of manufac-

The enormous sale of

OLD CHUM

Cut Plug Smoking
Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.

OF CANADA, Limited.

CURRENCY

PLUG CHEWING TOBACCO

Its Success Tells All.

Sold by all Leading Wholesale Houses.

The Empire Tobacco Co., Limited

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Want Christmas Trade ?

About this time look out for the woman who is after highest quality for the family's Christmas Dinner.

Get at the woman through the husband—get at the husband by selling him my Cigars. **Get on the soft side of hubby! Payne's Cigars**

(Trial order at my expense.)

J. BRUCE PAYNE, Limited
Granby, Que.

From Sea to Sea!

Yes, from where the rude Atlantic tosses her giant billows against the granite cliffs of Newfoundland, to where the soft Pacific croons a love song to British Columbia's shores, these brands are known and prized by the connoisseur.

Harold H. }
Kim } **Cigars**
La Fama }

BRENER BROS.

Cigar Mfrs.,

LONDON, CAN.

I. II. III.

There are three good reasons why grocers should sell **T & B** Tobacco. **I.**—It is not an upstart tobacco; it has endured time's test. **II.**—It adds dignity to a grocer's tobacco department. If **T & B** brand is omitted, there is a weakness that will soon be discovered, and loss of business results. **III.**—Tuckett's tobaccos are widely advertised. Thus they are readily sold. The more easily sold, the greater the profit.

T & B, 10-cent size, is a trade builder.

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

Sell Pipes.

Easily sold. Profits most satisfactory.
The best season of the year is at hand.

Our special offer : 3 dozen
Pipes, assorted, at average
price of \$2.00 per dozen,
sent on approbation, charges
paid. If not satisfactory can
be returned at our expense.

A GREAT BUILDER FOR THE TOBACCO
DEPARTMENT. WRITE NOW.

58
Yonge
Street.

W. B. REID & CO., Toronto.
Wholesale Tobacconists,

UNION JACK



TOBACCO.

HORROCKS'

RONTO

5c.
Cigar

NOT MADE BY A TRUST.

T. J. Horrocks,
TORONTO

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

These Brands
ARE
Worthy.

Old Grocers

know it. Their trade in
McAlpin Tobaccos has
grown steadily year by year.
The quality of the tobaccos
and their excellent flavor
are responsible.

CHEWING

British Navy,
King's Navy,
Beaver,
Apricot.

UNION MADE

SMOKING

Tonka,
Solid Comfort,
Pinchin's
Hand-Made.

UNION MADE

New Grocers

East, West and everywhere
will find McAlpin Tobaccos
at once satisfactory and
profitable. The guarantee
of this is others' experience.

THE
McALPIN
Consumers Tobacco Co., Limited
TORONTO.

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turing tobacco in the country for 35 years, the Government reserving to itself the right of terminating the concession at the end of the sixteenth year on giving two years' notice. The Government in the same year also contracted with the tobacco company a loan for £9,950,000 (\$48,456,500), and these bonds, carrying interest at the rate of 4½ per cent. per annum, have been circulated; they are absolutely guaranteed by the company, while they constitute a direct charge upon the state. It has been stated in Lisbon by The Diario de Noticias that the Government has recently redeemed a large block of railway debentures, which it had deposited with the tobacco company as security for an advance of 23,700,000 francs (\$4,574,100), "required to pay off the Delagoa Bay indemnity," and the inference is that the Government is thinking of exercising its option to cancel the concession in 1907. — Western Tobacco Journal.

Wives for Tobacco.

In the early history of Virginia and Maryland tobacco was by all odds the most important crop, and it was even possible at times to secure a wife in exchange for a moderate amount of tobacco, as in later days in the West a squaw could be of whisky. In 1732, at Jamestown, obtained in exchange for a small amount tobacco was made a legal tender for all debts, including customs. In about a dozen years after the founding of Jamestown by Captain John Smith, an English nobleman, Sir Edwin Sandys brought over with a shipload of supplies 90 young English maids, who, immediately upon their arrival, were wooed and married by the colonists, each being paid for at the rate of "120 pounds of good tobacco." As late as 1777 the annual poll-tax of Baltimore City and County was fixed at 172 pounds of tobacco. Tobacco, it is well known, was a native Indian crop in America before the advent of Columbus.

Mexico's Exports.

The exportation of tobacco from Mexico is increasing rapidly, and is keeping pace with increasing production. In six months after planting the crop can be gathered and sold and the returns received. A very large part of the last crop was shipped to England, France, Spain and Belgium from the Vera Cruz and Tobasco plantations. The tobacco prospects of Mexico, in fact, are becoming daily more and more satisfactory and promising.

Failure of the Tobacco Crop in Hanover.

Owing to the severe hailstorms in the Eichsfeld district of the Province of Hanover during the past Summer, the tobacco crop has been almost entirely destroyed, writes B. H. Warner, jr., U.S. Consul, Leipzig, Germany. Many of the farmers—in order to avoid the payment of the production tax—have waived all claims to their tobacco crops. At the fair which was held at Solingen last Fall over 40,000 marks' (\$9,520) worth of tobacco was sold; this year, however, hardly a pound will be even offered for sale. As the tobacco crop was not insured, the farmers have sustained very considerable losses.

Did the Ancients Smoke?

The frequency with which old pipes made of clay, wood and metal have been found in England, Ireland, Germany, Switzerland and France, has led archaeologists to the belief that the ancients may have smoked. The belief receives some color from passages in ancient authors. Herodotus remarks that the inhabitants of the Araxes islands, supposed to be the modern Volga, "were wont to throw piles of fruit on a fire and then to inhale the vapor, with the result that they became as drunk as ever the Greeks became after drinking wine, and the more fruit they threw on the fire the more drunk they became." Pomponius Mela talks in a similar strain of certain Thracian tribes. Pliny asserts that the vapor of plants was used to cure diseases, and says that in some instances it was even inhaled through a tube.

Cigar Counter Philosophy.

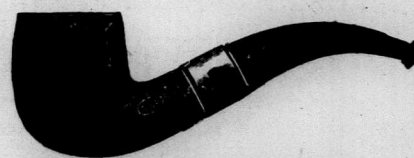
Arguments between sellers and buyers are invariably business killers, at least so far as the seller is concerned.

A buyer must be accorded every courtesy, provided the seller expects to do business with him. Friction will sometimes occur, but no matter what the cause, hot-shot should never be fired by the seller of goods.

A sarcastic tongue in a salesman may be likened to a two edged sword that cuts deeply in many directions. It kills customers, slashes profits, and eventually cuts his own throat.

A smiling face and an affable manner will always win the day and make friends. This may be said to be the secret of success of the man behind the counter.

A cigar drummer shot a business man who objected to his flirting with his stenographer. There are certain rights and



PIPE STOCK.

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

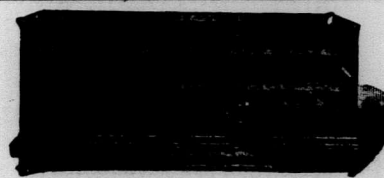
Write for Catalogue Containing Cuts and Quotations.

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

McDougall's Scotch Clay PIPES

are the standard of the world.

D. McDougall & Co., Glasgow. Scotland.



OUR "CORONATION."

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

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

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

privileges that must not be denied to drummers—such, it would seem, is the unwritten law.

Tobacco Notes.

The W. H. Steele Co., Scott street, Toronto, report their pipe business as largely in excess of that of former years.

The Horrocks Co., Toronto, secured a bronze medal for their very attractive display of tobaccos at the Dominion Exhibition.

Mr. and Mrs. Ed. O. Youngheart, formerly of Toronto, have taken up their residence at 1062 Dorchester street, Montreal.

It will be noticed by reference to our advertising columns that a pipe department in connection with the sale of tobacco is being urged upon grocers. The special offer made last week and repeated this week by W. B. Reid Co. is worthy of every grocer's attention.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur Lydiatt,

TORONTO.

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

Don't Neglect Things. When you Receive a Business Letter that Requires an Answer, Acknowledge its Receipt at Once, and Answer it at your Earliest Opportunity.

THERE is nothing so annoying to me as that very common occurrence—the absence of any reply—or even acknowledgment—to letters I have written. Nor do I think that I am the only one to experience it.

Just try the shoe on yourself. Suppose a customer came into your store and you obligingly waited on her to see wherein you could be of service to her; you inquired if she would like to have some of this or that—remarking that so-and-so was very nice—imagine her ignoring your presence altogether and paying no attention to what you said. What would you think of it?

Then think of the manufacturer, wholesaler or other business man addressing you, and question whether or not you are justified in altogether ignoring your business correspondents.

This does not pertain to advertising—and yet it does. Anything that indicates the manner in which you conduct your business affairs is either good or bad advertising for you, and most retailers need the kind of advertising that commands the respect of those from whom they buy and with whom they deal as much as any other kind of advertising.

Give all sides of your business proper attention—your every action gives you some kind of advertising, and whether it is favorable or unfavorable to the extension of your business depends entirely on yourself.

It only requires a few minutes to attend to your correspondence when it is received, and in the long run you'll find it well worth your while to be courteous to all who approach you in a business way.

Someone under the name of A. L. Bogan has written a few rhyming lines in an endeavor to immortalize the ad.-man, and a correspondent sends them to me with the comment: "There is no poetry in an ad. except the dollars that are glinting through every line."

I'll pass it on to you with this remark: There is seldom "cent"-iment in the poetic advertisement, and none of it is very "touching" unless it reaches the pockets. They say there is not much sentiment in business. There usually is in poetry. There's the clash.

SOMETHING AD-DITIONAL.

Who couldn't sing of birds and trees;
Of sun and moon and stars?
Who couldn't write of far-off climes,
Or voyages to Mars?
But it's quite a different story
Quoting facts, not fancy fads,
And cloaking them with beauty
Like

The man
Who writes
The ads.

Who couldn't weave a romance
Of kings and queens and knights;
Of courtiers brave and gallant;
Of intrigues and of fights?
But it's hard to talk of shoe-strings,
Patent pills and liver pads,
With the fascinating interest
Of

The man
Who writes
The ads.

number of grocer readers who consider that they are doing fairly good advertising, and here I am almost begging the opportunity to help them all to do better advertising. Curious state of affairs, isn't it?

Some half dozen entries came in during October, and they were pretty well scattered over Canada. One came from Nova Scotia and another from British Columbia, one from the Northwest, another from Quebec and the others from Ontario.

The one adjudged best came from St. Catharines, and is reproduced herewith, together with the letter that accompanied it:

W. Arthur Lydiatt, Toronto, Ont.

Dear Sir,—Enclosed find advertisement to enter in the prize competition.

This ad. appeared in the Friday, August 28, Daily Standard, and was intended to create new business for the Bradley store. As a rule we only have one ton of flour in stock, so that five tons was an extra large purchase for us. The flour was sold at a small margin so as to make a genuine bargain. At that time the millers here were charging from \$1.70 to \$1.80 per cwt. for flour, wholesale. This flour cost us \$1.50 per cwt. and we sold it at \$1.65.

The result of this advertisement was greater than we anticipated. People who had never visited the store before came in to order flour and also their other groceries. In two days 4½ tons of the flour was sold and spoken for.

On the Saturday of the sale the cash receipts were the biggest in the history of the store (Christmas not excepted).

Trusting this may land the prize, I remain,
Yours truly,

GEORGE R. BRADLEY.

This letter relieves me of the necessity of making any comment on the ad. It sold lots of goods—that's enough—and you won't wonder why when you read the ad.

We'll continue the competition for another month to give those who are thinking about it an opportunity to send in some of their best recent advertisements. It might be well to state that the ads. sent in should be those that have been used within the last three months.

If you are making any effort to do good advertising send in some of your ads. and I'll gladly comment on same, omitting mention of the name of the sender when requested.

Tell me why you wrote the ad.—why you thought it ought to sell goods—and why you think it is a good one—when you send anything along. It is the experience and expression of opinion that I want as much as the ad.

A Flour Sale at Bradley's

Choice Family Flour 42c. per sack.
\$1.65 per cwt.

To-morrow (Saturday), the Bradley store places on sale a special purchase of five tons of choice family flour. This is a timely sale and demonstrates the forethought of this store. At present, when farmers, millers and storekeepers are talking about "dollar wheat" the housekeeper needs to take a peep into the future and think about "winter bread." With a good supply of flour in the pantry "dollar wheat" won't worry you.

Here is your chance to provide for winter and save money as well. At our special sale price you save 8c. per sack or 35c. per cwt. on present regular prices—a splendid bargain even if there were no possibility of higher prices.

Of course every special sale has a reason and this is no exception. A miller in a nearby town was forced to give up business. The flour on hand had to be sold. The purchaser knowing the distributing power of the Bradley store offered us the entire lot in shape for retail selling—We bought.

Instead of holding for higher prices you share the profits of our purchase to-morrow.

The quality is there. The flour has been tested before being offered for sale.

Buy to-morrow. Next week there may be none left.

Delivered to any part of the city, Merritton, Thorold or Port Dalhousie. Mail and telephone orders will be promptly filled.

Bradley & Son,

RETAIL GROCERS,

64 St. Paul St.

Phone 232.

Advertising Deeds.

The announcement of the advertising competition made a few weeks ago hardly brought as many entries as I had expected. To be sure, the prize money wouldn't pay many advertising bills, but it strikes me it would be worth while entering an ad. in the competition even though no prizes were offered. Surely there are a

THE CANADIAN GROCER

CUP QUALITY COUNTS—Therefore handle



Established 1845

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

High-Grade **COFFEES**

S. H. & A. S. EWING

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

BRUNNER, MOND & CO.'S

SODAS Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

"Best in the World."

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

PURE ENGLISH

MALT VINEGAR Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.





As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS.

403 St. Paul St., MONTREAL.

FORGING AHEAD!

Dwight's Baking Soda still leading.



Storms of competition have come, and passed, leaving

DWIGHT'S BAKING SODA

A head of all others.

Quality and sure selling does it.

John Dwight & Co., Manufacturers

Current Market Quotations for Proprietary Articles

November 12, 1903.

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

Baking Powder.

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

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 40
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2 1/2 lb.	10 40
1 doz.	5 lb.	19 50

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2 1/2 lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	\$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.	Per doz.
ze, 5 doz. in case	\$0 40
" 4 "	0 75
" 3 "	1 25
" 2 "	2 25

OCEAN MILLS.

Ocean Baking Powder, 1/2 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1/2 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1/2-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

ROYAL BAKING POWDER CO.

Sizes	Per Doz.
Royal-Dime	\$ 1 00
1 lb.	1 60
6 oz.	2 25
1 lb.	2 90
12 oz.	4 50
1 lb.	5 75
3 lb.	15 50
5 lb.	25 50

Sizes	Per Doz.
Cleveland's-Dime	\$ 1 00
1 lb.	1 50
6 oz.	2 20
1 lb.	2 80
12 oz.	4 25
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

Blackening.

HENRI JONAS & CO.	Per gross	\$9 00
Jonas'		7 50
Froments		24 00
Military dressing		

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/2 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size	0 02

Black Lead.

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

Borax.

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

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	\$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " E, 3 "	3 55
" " " F, 3 "	3 20
" " " G, 3 "	3 20
" " " I, 3 "	2 85

CANADIAN BROOM CO.

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

Canned Goods.

HENRI JONAS & CO.	\$15 50
Mushrooms, Rionel	18 50
" 1st choice Duthell	19 50
" Lenoir	22 00
extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's-	
Moyen's No. 2	\$9 00
" No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines-	
Rolland	9 50 10 00
Delory	10 50
Club Alps	2 50

Cereals.

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

Chocolates and Cocos.

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

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

FRY'S.

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

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

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

Mott's Broma	per lb. \$0 30
Mott's Prepared Cocoa, 1/2's and 1/4-boxes	0 28
Mott's Breakfast Cocoa, 1/2's in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2's in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	Per lb. \$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 37
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's,	
per box	3 00
Soluble chocolate (hot or cold soda)	
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box,	
per box	1 56

