

**PAGES  
MISSING**



*Codou's*  
*French Macaroni,*  
*Vermicelli and Pastes.*

The glutinous, nutty-flavored  
Wheat grown on the borders of the Black Sea has given a world-wide reputa-  
tion to Codou's Macaroni and Vermicelli. No other wheat can possibly  
produce such white, tender, delicate Macaroni. **Codou's is the standard.**  
Its high quality has never been jeopardized by an inferior product. **It never**  
**will be.**

*Stephens'*  
*Malt Vinegar.*

Genuine English Malt Vinegar,  
whose quality never varies from year to year. Brewed by Messrs. Stephens  
in one of the model breweries of the world, where all the piping is of vulcanite.  
You won't find a brew here and there that is better or worse than the one that  
preceded it, because each particular brew must reach the one high standard  
that has made it famous. You can depend upon the quality **always**, when  
you buy Stephens' Malt Vinegar.

*Sold by leading wholesalers everywhere.*

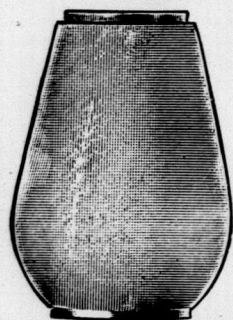
A. P. TIPPET & CO., Agts.

8 Place Royale,  
MONTREAL.

20½ Front Street E.,  
TORONTO.



ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,  
of WALLACEBURG, Ont.



For Sale Everywhere.

ASK FOR

**MOTT'S.**



## The Scale With Brains.

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

MADE IN CANADA.

Drop a postal asking for Catalogue to

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

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

## James Ewart

MANUFACTURER OF

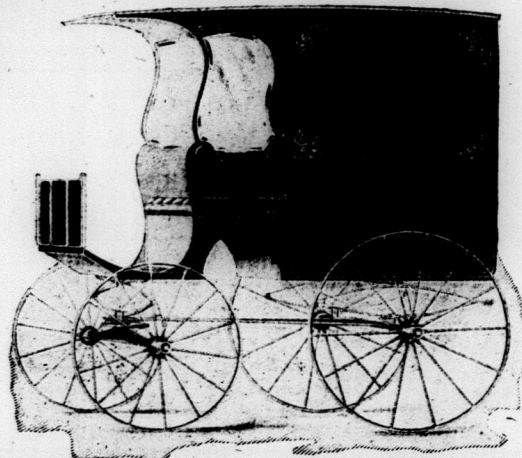
High-Grade Delivery

**WAGONS**

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

257-9 QUEEN ST. EAST  
TORONTO.

Write For Prices. Phone Main 1188.



# THE GREIG MANUFACTURING CO. MONTREAL. LIMITED

MANUFACTURERS  
OF

**Crown Brand Flavoring Extracts**  
and Confectioners' Specialties.

SOLE AGENTS FOR  
CANADA FOR...

**"Kkovah" Household  
Specialties.**

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

- "KKOVAH" Jellies (all flavors).
- "KKOVAH" Custard Powders.
- "KKOVAH" Blanc Mange Powders.  
Etc. Etc.
- "SY MUZ" Linen Glosser,  
unequaled for the laundry.

**THE GREIG MANUFACTURING CO., LIMITED, MONTREAL.**



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

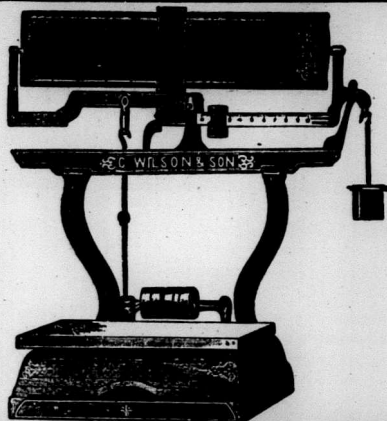
**"Sterling"  
Brand  
Pickles**

are pickles  
that sell.

"Quality," that's our motto. The best pickles and "Sterling" Brand Pickles are synonymous terms. They are easy to sell the first time and the second time they sell themselves. Keep well stocked with this brand and your customers will always know just where they can get a good bottle of pickles.

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

124-128 Richmond St. West, TORONTO.



**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 overweights in the past. Now I have a little left for myself.

Yours truly,

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

**C. WILSON & SON, - - TORONTO.**

**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.





Teas that are

always **Pure,  
Healthful,  
Invigorating,**

and profitable  
to handle

They may be imitated but  
can never be displaced in  
public favor.

To hold your  
trade buy

# JAPAN TEAS

## Something New.

About **November First** we will have something  
for your consideration which will be an en-  
tirely new move, and we are sure it

### Will Interest You.

**The Wallaceburg Sugar Co.,**

LIMITED

WALLACEBURG, ONT.



THE CANADIAN GROCER

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

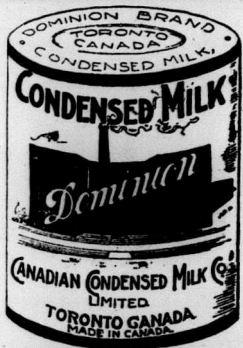
is Cold  
Water

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**

Some one said  
of Lord Byron

that he "awoke one morning to find himself famous." The speaker overlooked, however, the years of patient striving that preceded fame.

The thousands of dealers throughout Canada who sell Tea Rose Drips are mightily pleased with its good selling quality, and they wonder perhaps why its equal is never obtainable.

This selling quality is like Byron's morning of fame—the result of continuous effort on the part of the makers to produce an article of uniform high quality.

ROSE & LAFLAMME, Agents,  
MONTREAL.

**BATGER'S**

**Machine Cut Mixed  
Peel**

In ½-lb. and 1-lb. Drums.

This is cut small and READY FOR USE, and is greatly appreciated by the housewife, owing to its rich quality, and labor saved.

ROSE & LAFLAMME,  
Agents,  
MONTREAL.



# "Ceylon Tea and Success go Hand-in-Hand"

The enormous success scored by Ceylon Tea is sufficient evidence of its superior value. It entered the market after other teas had established a reputation and quickly secured for itself the top place in popular favor.

CEYLON GREEN TEA, CANADA'S FAVORITE



# **British Columbia Salmon**

TWO BRANDS WHICH WILL HELP YOUR BUSINESS



## **Maple Leaf Lowe Inlet**



### **The British Columbia Packers' Association,**

VANCOUVER, B. C.

## **All Storekeepers**

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

**Without Cost to You.**

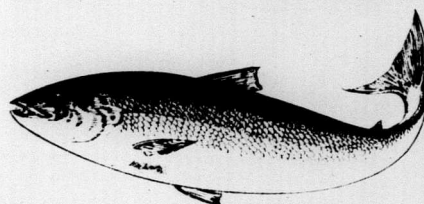
WRITE US FOR PARTICULARS.

**THE DOMINION CANISTER CO.**

LIMITED

**DUNDAS, CANADA.**

## **SOCKEYE SALMON**



**"Sovereign" and "Lynx"**

**Brands**

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



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



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



## BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

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

We have a very attractive one-pound tin of

# Social Tea Biscuit

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

## THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

# STRETTON'S

(PRIZE MEDAL)

Worcestershire

# SAUCE

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

### CANADIAN AGENTS:

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

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

Sole Manufacturers

# Stretton & Co., Limited,

# WORCESTER, ENGLAND.



## IT IS NO USE

disputing that the quality must be all right, or else

# "REINDEER" BRAND

Condensed Milk would not have held its place at the top for half a century.

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

# LIPTON'S TEAS

Have the largest sale in the world.  
Direct from our own gardens.

WRITE TO THE AGENTS—

NO FIRST-CLASS GROCER CAN AFFORD TO BE WITHOUT THEM.

Laporte, Martin & Cie., - - - Montreal.

## If You're a Grocer Who Advertises

—who is going to advertise or who should advertise—in fact, if you want to sell the most goods and make the most money possible, you ought to have a copy of "100 Good Ads for a Grocery Store," a book of ideas for ads—thought-stimulators and business-getters—every one of them.

Each one presents some convincing argument about your business—about the goods in your store—just as well as though specially written for you.

Sufficient copy for a year's advertising, allowing two ads a week—a lot of bright remarks suitable for ad headlines, show cards, etc., and an introductory talk on best methods for grocers.

All for one dollar—truly a big dollar's worth,

SEND A DOLLAR FOR A COPY—NOW.

MacLean Publishing Co.,  
TORONTO.

## THE AUER GAS LAMP

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

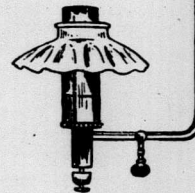
We offer you a lamp which you can sell at a good profit.

Do you want the Agency for it?

THEN WRITE FOR  
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

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



No. 25  
100 Candle Power.



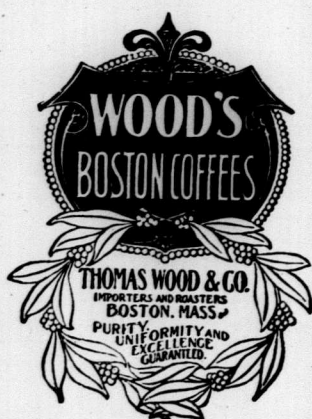
THE CANADIAN GROCER

# GREEN CEYLON TEAS

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

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

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



# WOOD'S COFFEES

The Foundation of a Good Breakfast.  
The Corner Stone of the Successful Merchant's Business.

**THOMAS WOOD & CO.,**  
No. 428 St. Paul St., = = MONTREAL.

WE ARE THE MANUFACTURERS AND CONTROLLERS OF THE

# Famous TARTAN Brand

Canned Fruits	Canned Vegetables	TEAS	Extracts	New Tartan Peels
— Salmon	— Tomatoes	— Rob Roy Tartan	Spices	in store
— Syrup	— Peas	— McLeod "	Coffee	New Tartan
— Molasses	— Corn	— Gordon "	Baking Soda	Valencias
	— Pumpkin	— Royal Stuart "		in store

Write, telephone, or telegraph at our expense. QUICK DESPATCH.

**BALFOUR & COMPANY,** WHOLESALE GROCERS, **Hamilton, Canada**

# Fruits and Nuts to Arrive.

Write us for quotations on New Valencias and Currants; also Nuts of all kinds.

**CANADA BROKERAGE CO., LIMITED**

48 WELLINGTON ST. EAST, TORONTO.



## Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

POLITICIANS pay pretty close attention to the meetings of various organizations, be their present size small or great, for one can never tell but that from a "cloud no bigger than a man's hand" may grow a storm that means wreck and ruin. Hence it is that while the gathering of so powerful an organization as The Manufacturers' Association attracts a great deal of notice and discussion here, the smaller meeting of The Farmers' Association is by no means overlooked. Members have not forgotten the rapid growth of the Patrons of Industry, and how that party melted old party lines as if by magic, bringing about the unexpected in so many counties that had for years been considered the safe preserve of the one party or the other.

\*\*\*

The labor men had made overtures to the farmers for co-operative work, and the platform of the Trades and Labor Council came under discussion in consequence. Its planks are certainly radical and advanced enough to suit the most demanding in that line, and while on some of them all progressive men may stand, we fancy that there are others which are nothing less than chimerical in character. Nor can we imagine that any very close union can be formed anyway between the farmers and the labor men. On the great subject of tariff there will always be a good deal of difference between them. The labor man will continue to favor high protection, which will mean big profits for the manufacturer, a share of which he has learned very well how to wring out of his employer, while the farmer, the consumer of these same goods, will always set his face to a moderate tariff, one which, in his opinion, will keep the manufactories going as consumers of his raw material, but which will not unduly enhance the cost of the manufactured product to him.

\*\*\*

Two of the planks of the labor platform are of more than passing interest. (1) the right of recall of representatives by the voters, (2) the abolition of war. Let us treat of them shortly in their order.

It is argued by the supporters of this platform that members frequently go back on the pledges made when seeking elec-

tion. But who is to be the party or parties to say just what exact pledges have been made, and who again is to decide what constitutes a breach of them? Under our constitution a representative of the people in the Dominion House can hold his seat at the outside for only five years. In actual practice we know that a Parliament seldom lives out its allotted span, and we fancy we are about right when we say that four years is a fair average for the length of a member's lease. At the end of that time he must again face his electors, and if he has indeed been untrue to the pledges he has made, his fate is in their hands. It is then not a few who pass upon his conduct, but the whole body of his electors. We feel that, as it is, the independence of members is somewhat hampered, in the case of weaker brethren, by the fear of what their electors may do to them if they cast a vote in a certain way. On the spot, with full information before him, a member, if educated and intelligent as a representative should be, is in a far better position to judge of a subject than are his people reading newspaper articles of sometimes very little value. It is his duty, we conceive, to use his best judgment in a case of this kind, and he is no true friend of the men who sent him to Ottawa if he gives a vote against what he really thinks to be right, merely to secure a few supporters in his next contest from some prejudiced and ill-informed class.

As to the abolition of war, that sounds very well, but how is it to be accomplished? No man likes a war for war's sake. It means financial loss to him who stays at home, and bodily suffering to him who goes to the front. But how, again we ask, do our friends propose to abolish war? Are we to give up all preparation for national defence in hope that our good example will be followed by a host of states, civilized and semi-civilized? Is moral suasion to bring all the other nations of the earth into line? Or is there any great difference after all between police protection in private life and national protection in public life? We know that it is wrong to steal, murder, and burn, and yet there are still many in the community who commit these crimes, and hosts of others who would do so but for the protecting arm of the law. We know that war is horrible and wicked,

but we are equally sure that it is raging now in many quarters, and that for centuries past the world has never been altogether at peace. Yes, it sounds well, this abolition of war, but we fear that until the millennium comes and the disturber of all peace is chained for a thousand years, the abolition of war will be something for debating societies to discuss, rather than for practical men to undertake.

\*\*\*

The meeting of the Executive of the Lord's Day Alliance here has aroused much more interest among parliamentarians than would have been the case under ordinary conditions. The decision handed out a few weeks since by the Judicial Committee of the Privy Council, to the effect that the Ontario Lord's Day Act is ultra vires, caused uneasiness at the time in those members whose political sagacity anticipated the very action taken by the alliance, an application to the Dominion Government for legislation similar to that enacted by Ontario and declared beyond her jurisdiction.

\*\*\*

There is nothing which arouses such bitterness as a moral or religious question thrown into the political arena. But a few years ago, treating of time in the life of nations and not of individuals, dogma was backed up by the strong hand, and Catholic slew Protestant, or Protestant slew Catholic, according as the one or the other was in the ascendant, while both very impartially doomed to the tar barrel or the horse pond poor old half-crazed women, yept witches. To-day milder counsels prevail, but even in this 20th century less liberality is shown in allowing for the opinions of others on questions religious or semi-religious than one could well wish. The alliance man or the prohibitionist is dubbed "crank" and often "hypocrite" by him who holds opposite views, while he in turn is called drunkard, reprobate, and infidel, by his zealous opponent. This being the case, the politician naturally dreads the appearance in the political field of a question such as Sunday observance. He knows that he will be characterized in every section of his county, and that by men so firmly convinced of the correctness of their own views that they impute insincerity, if not worse, to



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.

the unfortunate candidate who does not share them.

In Canada we have different races and religions. What to the Scotch Presbyterian and the English Methodist seems grievous sin to do upon the Lord's day, is looked upon by his fellow Canadian of German Lutheran or French Catholic origin as harmless amusement and even necessary recreation, while between the two stands the Anglican Communion, less strict than the former, but more exacting than the latter. Now the Dominion Parliament cannot legislate for a territorial part or a single religious denomination. What law it passes must be for the Dominion as a whole. In this has been the difficulty with regard to temperance legislation, nor are the divergent views to which we have alluded confined to race and religion alone. Territorial differences also exist. The west is notoriously less strict in matters of Sabbath observance than is a part at least of the east, and legislation which would be accepted with marked approval by Ontario would be met with a storm of protest in British Columbia and the Territories. This being the case, the members of the alliance will do well to frame their request in a spirit of moderation, if they wish for legislative fruit. Even in Ontario public opinion is not so strict as it was a quarter of a century ago, when to "whistle on the Sabbath" was a grievous crime. Toronto, Toronto the good, church-going Toronto, which more than once rejected Sunday cars, at last accepted them, and if we may judge from the traffic returns she has passed from the coldly suspicious stage in which she first regarded them, till now she may be said to hug them to her bosom. The churchgoers themselves make great use of the cars to conduct them to their favorite places of worship, and to the doors of one sacred edifice we wot of, an edifice in which many years ago glue was poured upon the keys of the then new organ that

the "kist o' whistles" might be prevented from giving forth its impious sounds, scores of sedate and pious folk are carried Sunday after Sunday by the once hated agency. Quebec as a province will not support stringent Sabbatarian legislation—we know the fate of the temperance ship when it struck upon the rock of her almost solid opposition—the west will not stand for it, while a score of counties in Ontario and half as many in the Maritime Provinces would be against it. Let us hope that our friends will recognize these facts and acknowledging that half a loaf is better than no bread accept at the hands of Parliament such a law as will be well received all over Canada, a law which, while it may not secure the Calvinistic Sabbath, will at least save us from the turmoil and moral dangers of a "European" one.

...

During the dying hours of the N.T.R. debate, the Opposition submitted many amendments, among which was one by Mr. Bennett, reading in part as follows: "That no contractor or sub-contractor on the said railway shall employ any Chinese labor or workman in the construction of the said railway, etc. This is of interest to two great classes in Canada, the laborers and the farmers. As to the former, if Chinese labor is excluded there will be all the greater demand for whites. But such a provision, as pointed out by Mr. Thompson, of Haldimand, would bear rather hardly on the farmer. The latter is at present very much put to it to obtain the necessary laborers for his farm work. Now we have already in Canada a considerable number of Chinese in British Columbia, a number not likely to be greatly increased, because only this session Parliament has placed upon them a poll tax on coming into the country of \$500 each. The question is not then "will there be a large influx of Chinese in case a clause similar to Mr. Bennett's does not become law," but "are we or are

we not to employ the Chinese we already have in the country to do railway construction work?" We know that already there is a shortage in the labor market—the manufacturers in congress assembled have recently announced that they alone could employ ten thousand additional hands—we have already alluded to the lack of farm laborers. Now we know that Chinamen will not alter this state of things, while we are equally sure that they can and will work on railways if given an opportunity. That being the case why prevent those already in the country from working at what they are fitted for? If we do so prevent them what will be the result? The work will have to be done entirely by white labor. Where will that white labor come from? To some extent immigration may supply it, but our country is developing so fast that those who come in are immediately absorbed, either going on the land and creating a new demand for labor in factories and forests to supply the wants of the new markets they create, thus accentuating the present stringency, or engaging in mining operations, on Government works or what not. It just comes to this: In any case we will have to draw to a large extent upon the resources of our already strained labor market, and the heavier the draft the greater will be the difficulty for our manufacturers and farmers to carry on their operations profitably and at full blast. Let us not then exclude the Asiatics already in Canada from doing that work for which they are fitted, and let us give these great classes, the farmers and the manufacturers, a chance.

The Salada Tea Co. report that their increase of business during the first eight months of this year over the corresponding eight months of last year was equal to their total output during the same eight months of 1898.



## A Few Seasonables Just To Hand:

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

**LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.**

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

This is the season for Baking in the home.

Your customers will be delighted if you sell them

### JERSEY CREAM YEAST CAKES

They make the lightest, sweetest and most wholesome bread of any yeast in the world.

Order through your Wholesale.

**HAMILTON YEAST CO., - HAMILTON**

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


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

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

# NEW FIGS

have arrived and in store

10 and 28-lb. boxes pulled figs.

 Quality extra good this year.

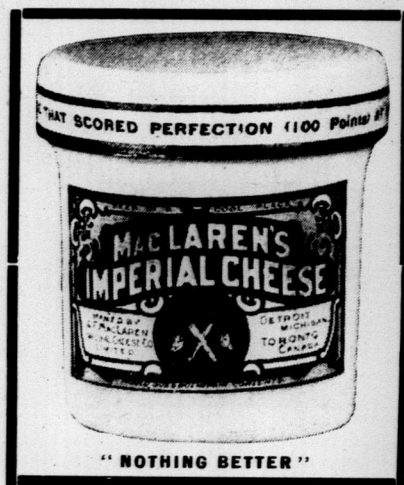
## JAMES TURNER & CO.

Wholesale Grocers, - - - HAMILTON.



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

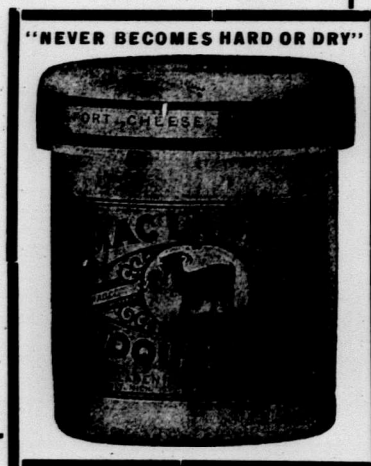
**Thos. Kinneear & Co., 49 FRONT ST. EAST, Toronto.**



OUR JARS AND LABELS ARE  
BEING CLOSELY IMITATED.

**THESE ARE GOOD LINES, GROCER.**

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,  
Manufacturers and Agents, TORONTO.



**INQUIRIES ABOUT CANADIAN TRADE.**

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London :

1. Inquiry has been received from a Yorkshire firm for the names of Canadian houses open to buy serges direct from their factory.
2. A Gloucester firm making a specialty of indoor and table games desires to find business openings in Canada.
3. The names of Canadian manufacturers of hosiery and woollen goods desiring representation in Ireland are asked for by a gentleman resident in Dublin.
4. Inquiry is made for the names of owners of crude asbestos mines in Canada.
5. A Paris firm wishes to be placed in communication with producers of Canadian wood pulp desiring to be represented in that city. They are also willing to do business in other classes of Canadian goods, and to act as buyers of French goods for Canadian houses.

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

**CANADIAN CORRESPONDENCE  
COLLEGE.**

The Canadian Correspondence College, Limited, is an institution chartered under Canadian laws and established with the object of placing superior educational advantages within the reach of all who desire self-improvement. This college is appealing perhaps especially to the business community, with its thorough and practical commercial courses. A technical education is becoming daily more necessary in all branches of life, and it is certainly nowhere more necessary than in the business world.

The authorities are making a special effort in advising and helping the younger men and women who are anxious to make the greatest possible success of their life. Particulars are furnished on application.



**THE CANADIAN GROCER**

**Business Changes**

**ONTARIO.**

**T**HE stock of J. A. Wright & Co., general merchants, Kingsville, was advertised to be sold by public auction on September 30.

Page & Co., grocers, Ottawa, are selling out.

J. B. Filiautrault, grocer, Ottawa, is deceased.

Wade & Co., grocers, Brockville, have dissolved.

De Carteret & Co., grocers, St. Thomas, have sold out.

Gratton & Frere, grocers, Ottawa, have started business.

J. A. Higginson, grocer, Ottawa, has succeeded Page & Co.

H. B. Hunt, miller, Beeton, is advertising his business for sale.

A. D. Farr, general merchant, Mimosa, is advertising his business for sale.

F. L. Bear, Dresden, has sold his general store business to Jael Phillips.

A. McLean has succeeded to the general store business of Currie & Co., Rosemont.

Wheatley & Pinchin, bakers, Toronto, have been succeeded by The Pinchin Baking Co.

J. P. Cameron & Co., general merchants, Finch, have assigned to John C. Milligan.

Lyone & Co., grocers, Fort William, have sold their business to Fraser & Oakley.

James Agnew, grocer, boots and shoes, Toeswater, has sold his business to James Elliott.

John R. Philp, general store and sawmill, Milberta, has disposed of his general store business.

The assets of the general store business of Wilson & Colborne, Vankleek Hill, have been sold.

Peter Maitland, Clinton, has sold his grocery and crockery business to R. Graham, of the same place.

G. W. Raveroff has succeeded to the grocery business of (estate of) Richard Raveroff, Hamilton.

**QUEBEC.**

A. F. Craig & Co., grocers, Montreal, have dissolved.

H. Breton, grocer, Quebec, has effected a compromise.

Joseph A. Gaillon, wholesale grocer, Quebec, has registered.

Beaulieu & Lalonde have been appointed curators to L. Beaulieu & Co.

Bastien & Freres, grocers, provisions, etc., St. Louis, have registered.

The assets of the general store business of Nap., Belanger, Plessisville, are to be sold.

G. Guimond, general merchant, St. Angele, has assigned; V. E. Paradis, pro. guardian.

A. Lajoie, general store and lumber merchant, L'Anse Au Foin, has assigned to V. E. Paradis.

A meeting of the creditors of Chas. Fortier & Co., grocers, Montreal, was held on the 28th ult.

A sale of the assets of the grocery business of Henri Dessaint, Montreal, took place on the 28th ult.

A meeting of the creditors of J. O. Massicotte, general merchant, Chicoutimi, was held on September 30.

Kent & Turcotte have been appointed curators to Pagnuelo Freres, wholesale grocers and liquor dealers, St. Hyacinthe.

**MANITOBA AND N.W.T.**

A. O. Paquin, general merchant, Elie, has sold his business to Edward Payment.

Crow's Nest Jobbing Co., Blairmore, have sold their general store business to Murdoch McKay.

It is reported that George Casebeer, grocer and hardware merchant, Carstairs, has sold out.

**BRITISH COLUMBIA.**

A. R. Johnston & Co., general merchants, have sold out the Ladysmith branch of their business to J. A. Blair & Co.

**NEW BRUNSWICK.**

The stock, etc., of Hinds & Wasson, grocers and butchers, St. John, was advertised for sale by auction on September 26.

A goldfish farm in Indiana produces annually 150,000 fish, which realize a profit of \$20,000. This is said to be the largest in the world.

All fruits look like a purchase at present quotations. Valencias are climbing up in the primary markets and will probably go higher. We are booking orders now for both present and future delivery of

**SEEDED  
MUSCATEL  
RAISINS**

**"Choice" and Fancy Grades**

**16 and 12 ounce packages.**

**Best Packers.**

**THE  
Davidson & Hay,**

**LIMITED,**

**Wholesale Grocers,**

**TORONTO.**



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

**WHEN ASKED FOR  
SHOULD NOT BE  
FOUND WANTING.**

**EVERY GROCER  
MUST KNOW OF  
WHAT VITAL IM-  
PORTANCE IT IS TO  
BE ABLE TO SUPPLY  
EVERY DEMAND.**

**HOW IS YOUR STOCK  
OF THESE GOODS?**

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



# DAIRY PRODUCE AND PROVISIONS

## and Cold Storage News.

### Irish Cheese on Glasgow Market.

**F**OR the first time within the memory of man Irish cheese has been sold this season on the Glasgow market. The cheese came from between Limerick and Cork. It was the make of a former Wigtonshire maker and had all the qualifications of a rich Wigtonshire cheese. Probably what has induced the starting of cheese making in Ireland, more than anything else, says The Scottish Trader, has been the falling off in the demand for butter. Last year a large quantity of Irish butter was made, so large in fact, that it became a drug in the market.

A future is looked for in the production of cheese in Ireland.

### The Color of Eggs.

A correspondent in The Newcastle Journal discusses the color and quality of hen's eggs. It appears that, at a recent local show, there was dissatisfaction because the prizes were not given for brown eggs rather than for white ones, irrespective of size. There is a widespread notion that eggs of a dark brown shade are better flavored and more nutritious than white eggs. It is pointed out, however, that the color of an egg's shell can have nothing whatever to do with the quality of the egg. The egg is already formed, fully constituted as regards yolk, albumen, and enclosing membrane, before it reaches that part of the oviduct wherein it gets the addition of a shell.

### Canadian Butter in London.

London advices report a good demand last week for Canadian butter, particularly for fresh arrivals. Prices, however, have not materially advanced, but an early rise is expected. Choicest salt sold for 95s. to 96s. per cwt.; saltless for 98s. to 100s. per cwt. Canadian cheese was in good demand, notwithstanding the regular weekly advance in prices, which are now 5s. in excess of prices a year ago.

### Will There be a Shortage?

It appears that there is about only one third of the butter in cold store in England that there was last year, says Cold Storage. Our imports are about 1,500 tons below last year, instead of 5,000 tons in excess of the previous year as they were twelve months since. As

our normal increase of imports for the last ten years averages 8,000 tons annually, there is a shortage of 14,500 tons to be made good by the end of December before we are in the same relative position as last year.

### Dairy School Superintendent.

J. W. Mitchell, B.A., of Kingston, has been appointed superintendent of the Eastern Dairy School there. The salary will be \$1,500 per annum, dating from September 15. The position was rendered vacant by the resignation of J. W. Hart.

### Trade Prospects in Transvaal.

Among the imports into the Transvaal, South Africa, for the first five months of 1903 were: Animals, \$1,850,000; butter, \$695,000; groceries, \$515,000; meats (fresh and cured), \$3,210; preserved milk, \$695,000.

In the matter of meats at least Canada should be able to look after a good share of this trade.

### A Saintry Trader.

St. George, the patron saint of England, was a bacon dealer of Cappadocia, says Grocery. How and why he became the patron saint of England is a mystery. He did good trade in bacon, and made money out of army contracts. There is nothing new under the sun, and perhaps some of the present day contractors, who have made fortunes out of the South African War, may be trotted out as saints some 2,000 years after this.—Grocery, (Eng.)

### Cheese Markets.

Belleville, Sept. 26.—At Cheese Board to-day, 2,230 boxes registered, 1,950 white and balance colored; 1,200 sold at 11½c.; 11½ to 11¾c. bid for balance.

Cowansville, Que., Sept. 26.—At the weekly meeting of The Eastern Township Dairymen's Association here to-day 34 factories offered 1,310 boxes cheese, 22 creameries offered 1,339 boxes of butter. Cheese sold at 11½c. to 11¾c.; butter at 21½ to 22c.

Alexandria, Sept. 26.—This evening 1,355 cheese were boarded, 929 white and 426 colored. All sold at 11¾c.

Cornwall, Sept. 26.—At the Cornwall Cheese Board to-day 1,891 boxes were boarded and all sold but two lots at 11¾c. to 11¾c. The sales were: Hodgson

Bros., 591; J. Alexander, 483; Ayer Co. Ltd., 229; Miller & Riley, 414; T. S. Williamson, 24; A. W. Grant, 40; unsold 80.

### London Provision Prices.

Thomas Nesbitt & Co., in their prices current of Irish and foreign provisions, dated London, September 14, report: A fair business doing in most classes of provisions.

Butter—A quiet tone has prevailed during the week.

Bacon.—In steady demand.

Hams.—Quiet.

Lard.—In good request at higher prices.

Eggs.—Fair business passing.

Cheese.—Firm and in good demand.

### Profitable Trade in Chickens.

A late bulletin issued by the Department of Agriculture at Ottawa on the subject of Illustration Poultry Stations reads in part: Within the last few years the consumption of chickens has increased in Canada; the price for plump chickens has advanced. Both the increase in consumption and the advance in price are due to the business of crate fattening chickens. The chickens that realize the highest market price to-day are chickens that are fattened and prepared for market in accordance with the directions issued by the Dominion Department of Agriculture. Chickens from the Ontario and Quebec Illustration Stations were sold a few days ago to Mr. Henry Gatehouse for 12 cents per pound live weight; and to the Canadian Produce Company, Toronto, Ont., for 11 cents live weight. These are profitable prices that can be obtained by any farmer shipping the same quality of chickens to Montreal or Toronto.

### Provision Notes.

A Woodstock dealer is reported to have received an order for 20,000 chickens for shipment to England.

Last year the value of hogs sold or slaughtered throughout Ontario was \$20,154,190. In 1901 the total value was \$17,548,490, showing an increase of two and a half millions last year. This total has been raised steadily for ten years, being \$8,775,362, in 1892.

The George Matthews Packing Co., Peterboro, have purchased the Leonard property near the C.P.R. track there, and will erect suitable buildings for a cold storage warehouse, install an artificial refrigerator plant, giving 200,000 cubic feet of cold storage space.



Telegraphic Address,  
"DOMINO,"  
Charlottetown.

# The Dominion Packing Company,

Codes Used  
A.B.C.  
LIEBERS  
PRIVATE.

LIMITED.

*Charlottetown, P.E.I. Canada.*



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

WRITE OR WIRE FOR  
PRICE LISTS.

NOTHING FINER CAN BE PRODUCED  
THAN OUR

**Beech-Nut Hams and Bacon**

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

We are offering attractive prices on

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

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

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

**LONG CLEARS and  
BBL. PORK**

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

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

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

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

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

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots

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

LIMITED



THE PROVISION MARKETS.

Toronto.

Cured meats are still firm as they have been for some time. There is a good export demand for pork, largely for the English market, and not a large stock on hand for the Canadian market. Short cut is slightly firmer this week, being quoted 50c. per bbl. higher. We quote:

Long clear bacon, per lb.	\$ 0 10	\$0 10½
Smoked breakfast bacon, per lb.	0 14½	0 15
Roll bacon, per lb.	0 11	0 11½
Medium hams, per lb.	0 14	0 14½
Large hams, per lb.	0 13	0 13½
Shoulder hams, per lb.	0 10	0 10½
Backs, per lb.	0 15	0 15½
Heavy mess pork, per bbl.	19 00	20 00
Short cut, per bbl.	21 50	22 00
Shoulder mess pork, per bbl.	16 00	17 00
Lard, tierces, per lb.	0 9½	0 09½
" tubs	0 09½	0 10
" pails	0 10	0 10½
" compounds, per lb.	0 08½	0 09½
Dressed hogs, light weights, per 100 lb. heavy	8 00	8 25
" "	7 50	7 75
Plate beef, per 200 lb. bbl.	12 50	13 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcasses	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 50
Mutton	5 00	7 00
Lamb	7 50	8 50
Veal	7 50	9 00

Montreal.

There is nothing special to add to our report of last week. The volume of business in hog products during the week has been very fair and prices are well maintained. For Canadian short cut mess pork there has been considerable inquiry, and sales are reported at \$19.50 to \$20 per barrel in round lots. Hams and bacon are in steady demand at unchanged prices. The demand for Canadian bacon on the English market continues good in spite of the liberal imports of Danish. We quote:

Heavy Canadian short cut mess pork	\$19 00	\$20 50
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb.	0 14	0 15
Hams, per lb.	0 13	0 14

The lard situation remains unchanged, and prices of pure lard are steady at the slight decline noted in our last issue. A fair business is being transacted at the following prices:

"Boar's Head" brand	0 08½
Carloads, less	0 00½
50 lb. tubs, over tierce	0 00½
20 lb. tin pails	0 00½
20 lb. wood "	0 00½
10 lb. tins	0 00½
5 lb. tins	0 00½
3 lb. tins	0 01
Pure lard, in pails, 20 lb.	1 85
" in tubs, 50 lb., per lb.	0 09½
" in tins, per lb.	0 10½ 0 10

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

St. John, N.B.

Because of the rather easier feeling in the western pork market business in barreled goods has received somewhat of a set back. Buyers are anxious to see which way the market will turn. This is a busy season. Beef keeps quite firm. Smoked meats are high. In pure lard large sales have been made. Ontario shippers continue to quote low figures. In refined lard there is a large sale at unchanged prices. Fresh meats are rather easier. The sale is dull. In beef and lambs stock is freely offered. Pork is in better supply. Veal and mutton are dull, being out of season. We quote:

Mess pork, per bbl.	\$18 00	\$20 00
Clear pork	18 50	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 06	0 08
Veal	0 06	0 08
Lamb	0 07	0 08
Pork	0 07	0 08
Hams	0 14	0 15
Short rolls	0 12	0 13
Lard, pure, tubs	0 10½	0 11½
" pails	0 11½	0 12
" compound, tubs, per lb.	0 09	0 09½
" pails	0 09½	0 09½
" Fairbank's refined, tubs, per lb.	0 09½	0 09½
" pails	0 09½	0 10

Manitoba.

The decline in the English cattle market has lowered the price of export cattle in the West to 3c. point of shipment with occasionally 3½ for a specially fine lot. The ranchers are not willing to accept these figures and a goodly number of cattle will remain in the country all winter.

The supplies of really fat cattle for home consumption are not large, as the heavy rains have kept the grass soft and cattle have not fattened as readily as usual. Range men are beginning to question whether the grass will mature sufficiently to make good winter feed.

The dressed meat markets:

BEEF.

Prices have declined ½ and 6c. is the top of the market. Further decline may be looked for if the prices of cattle drop lower.

CURED MEATS.

Hams, 15 to 15½c.; shoulders, 9½c.; bacon backs, 12½ to 13c.; bellies, 14½c.; spiced rolls (long), 11½c.; (short), 11½c.; long clear, 10½c.; dry salt long clear 10½c.; dry salt backs, 11c. Trade is very active and the general tendency of prices higher.

LARD.

In tierces, 9½c.; 50 lb. tubs, \$1.80; 20 lb. tubs, \$2; 10 lb. tubs, in cases, \$6.05; 5 lb. pails, \$6.15; 3 lb. pails, \$6.25. Compound lard, 50 lb. tubs, \$1; 20 lb. pails, \$1.75; 5 lb. pails in cases, \$5.40; 3 lb. pails, \$5.50.

DAIRY PRODUCE

Toronto.

BUTTER.

On this market all lines are a little firmer this week, having nearly all gone up 1c. per pound. Creamery has been selling well this week. On the whole the market has a brighter aspect than when last writing. We quote:

Creamery prints, per lb.	0 20	0 21
" solids, fresh	0 19	0 19½
Dairy rolls, large	0 16	0 17
" prints	0 15	0 16
" in tubs, best	0 15	0 16
Under qualities	0 12½	0 13

CHEESE.

Cheese is slightly firmer since last quoting. Large have gone up ¼ to ½c. per pound, and twins have also gone up ¼c. per pound. We quote:

Cheese, large, new	Per lb.	0 12	0 12½
" twins, new		0 12½	0 12½

Montreal.

EGGS.

The improvement exhibited in last week's market still continues, and higher prices have been paid at country points. The deliveries have dropped off almost completely, with the result that all dealers are anxious for stock. We understand that the common price paid to merchants for straight stock is 15½ to 16½c. f.o.b. Prices have advanced in sympathy on the local market, and 17c. is being secured for market stock, 18 to 18½c. for straight stock. We have inquired regarding the quantity of stock which is held in Montreal, and believe that it is less than for the corresponding period last year. This would in great measure warrant the high prices which are now being paid.

BUTTER.

The advanced price which took place a week ago looks low to day when compared with the high prices paid at Cowansville and St. Hyacinthe last Saturday when 21½ to 21¾c. was freely paid by all dealers, and it now looks as if the high price has come to stay. We understand that some of the larger dealers have quietly picked up all the July and August butters at a price which will show the holders a profit. The local price for fresh goods to day is 21 to 22c., August, 20 to 21c.; held, 19 to 19½c.

CHEESE.

The market in cheese this week is not so firm as at the time of our last report. Although we cannot give any quotable change, there is an easier feeling and also a lack of confidence in the price that was not shown last week. The prices locally in a jobbing way are unchanged, 12 to 12½c. being the ruling price for the class of goods sold on the Montreal market.

St. John, N.B.

BUTTER.

Prices are held quite firm, but for prompt sales quality must be good. A fair quantity is coming forward. There is, as a rule, a drag to butter, except when very scarce, owing to the quantity of poor stock offered.

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

EGGS.

Market has to depend somewhat on Prince Edward Island for supplies. Prices are quite firm. There is a steady sale.

Eggs, new laid, per doz.	0 18	0 20
" case stock, per doz.	0 15	0 16

CHEESE.

Local dealers find they are short of stock and that they cannot buy at all freely. Prices are higher. Export demand has been quite large so that factories have not had to depend on local buyers. The outlook is for quite high



The **ONLY** yeast  
that will please



your customers  
is the  
famous

**Royal Yeast.**

Sold by Every Wholesale  
Grocer in Canada.

**E. W. GILLETT COMPANY LIMITED**

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We are buyers of

**Poultry,  
Butter  
AND Eggs.**

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

**The J. A. McLean Produce Co., Limited**

73-75-77 Colborne Street

Telephone Main 2491.

**Toronto.**

## SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences this Fall will follow the directions given below and wash the buildings with a solution of **GOLD DUST** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

### DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with the use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as \$3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of \$100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

**GOLD DUST** can be used for any kind of outdoor woodwork that needs renovating.

**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



## THE CANADIAN GROCER

### DAI NIPPON (GREAT JAPAN).

AN INTERESTING EVENT.

THE dinner tendered by Mr. Shaw T. Nishimura, Canadian representative of the Central Japan Tea Trading Association, to his Montreal friends, at Hotel La Coruna, on Thursday evening, September 21, was an event of lasting interest to all his guests, and a pleasant memory to the host. Room 22 at La Coruna, the beautiful new hotel on Guellet street, was the scene of as pleasant an event as it is possible to arrange, and the guests of Mr. Nishimura were delighted with the perfect arrangement of the decorations, the music, flowers, and the unsurpassable menu. Mr. Nishimura as a host is hard to excel, as the enjoyment and comfort of his guests were in the extreme most fastidiously provided for, and the introduction of some very novel Japanese customs in arranging the seating of his guests, as well as the unique feature of the "lucky lottery" at the conclusion of the dinner, were enjoyed by all. Both these features were entirely new to those present, and were both novel and entertaining. A custom of his native country at social functions of this kind, where it is desirable that seating distinctions are to be avoided, is to number the seats by odds and evens—odds on one side of the table and evens on the other—and the numbers are drawn for by the guests, and so seated. This proceeding was followed out, and, naturally, the novelty put all present into good humor. The menu card was a novelty as well, such mysterious concoctions as T cocktails, Mikado soup, sweetbreads a la Tokio, Yokohama punch, figuring at proper intervals among the entrees, roasts and dessert. Songs, stories, speeches, in English and French, and trade and loyal toasts to King, country and host, were of a high order and drunk with enthusiasm. At the conclusion of the dinner Mr. Nishimura introduced the "lucky lottery" of Japan. This feature caused the greatest merriment, and, everyone entering into the spirit of the affair, carried it out a la Japanese. The "lucky lottery" provides that the winners (and at a function of this sort there are no blanks) must carry home from the feast the object drawn. The staid and solid business men of Montreal, that is those connected with the tea trade, left La Coruna carrying the one a large squash, another a pair of babies' slippers, a third a lady's corset, another a mop, egg plant, scrubbing brushes, lady's undershirt, lady's comb, and so on, and great must have been the surprise of the wives and mothers of the guests next morning to find these strange articles brought home by their spouses and sons.

Among the guests present were Albert Hebert, of Hudon, Hebert & Co.; A. L. Lockerby, of Lockerby Bros.; Mr. Demers, of Demers, Fletcher & Co.; J. Kearney, of J. & P. Kearney; Jos. Ethier, of La porte, Martin & Cie; Mr. Geoffrion, Mr. Carter, of Carter, Galbraith & Co.; John Carsley, of Carsley's; Wallace Stroud, of Stroud Bros; Mr. Osgood, Mr. Clelland, Mr. Huxley, of Tamilkande Tea Co., and others.

Mr. Alex. Anderson, of the Japan Tea Trading Association, acted as vice-chairman, and ably assisted the host in his efforts to make everyone happy. It was remarked by one of the guests during his speech that this event was the first occasion on which the tea merchants had been assembled together, and the idea of forming a tea association or tea branch of the wholesale grocery trade was taken hold of and may possibly result in the formation of such a desirable section of the trade. It is to be hoped that Mr. Nishimura's pleasant dinner will bear fruit, as an association of tea merchants could be of undoubted value to the trade and bring matters pertaining to this industry more forcibly forward when important features in connection with duties, etc., are brought before the Government.

After singing the National Anthem, and with three cheers for the genial host, who so ably represents the interests of Dai Nippon (Great Japan) in Montreal, the guests wended their way happily homeward.

### A TEA BLOCKADE.

ON Saturday morning last the corner of St. Paul and St. Sulpice streets, Montreal, presented a chaotic sight, teamsters and carters of all kinds being jammed up in a seemingly tangled state. Euphonic French expletives collided a la Marconi with forceful English adjectives in the circumambient air, and the passers-by momentarily anticipated the arrival of the patrol wagon. The writer, who happened to pass at the time, was attracted to the scene by the vociferous language of the teamsters and the backing and filling of the wagons, carts and lorries at the corner. The cause of the tumult turned out to be due to the fact that 11 C.P.R. double horse trucks loaded with "Salada" tea had a few minutes before arrived and lined up on both streets leading to the warehouses of that company, and, as both streets are very narrow and the general through traffic heavy at this point, a congestion resulted. However, after about half an hour's manoeuvring, the streets were cleared, and general business allowed to resume its wonted course.

prices. The output has been quite large. We quote:

Cheese, per lb. . . . . 0 12 0 13

#### Manitoba.

##### BUTTER.

The offerings of the week of creamery have been light and prices are firm at last week's figures, that is 18½ to 19c. at factories. Dairy receipts continue large and prices are without change at 11 to 13c., Winnipeg.

##### CHEESE.

The offerings for the week have been very light, and it is now assured that Manitoba will have to secure a large amount of cheese from Ontario to meet the requirements of Winter trade. Any offerings have been picked up sharply and the price has ranged from 11½ to 12c. during the week.

##### EGGS.

Demand is lively and receipts moderate. Dealers offer 16 to 17c. Winnipeg for good stock.

### TEA PROFITS SMALL IN ENGLAND.

According to reports the tea trade of retail dealers in England has not met with satisfactory profits within the past year, says The Tea and Coffee Journal; indeed it has rather been a trying one. At the annual meeting of Hunters the Teamen, Limited, the chairman said that he had been in business 25 years or more, but he had never experienced anything like the dulness before. For a part of the year the tea market advanced some 15 to 20 per cent., and any advance in retail prices was next to impossible. A small dividend was declared, however, and all "kickers" were silenced by the remark that content might well prevail since all shareholders had already realized 70 per cent. of their capital, which remained extant in company, and there was hope for better times ahead.

### FATAL FIRE IN A GROCERY STORE.

A \$500 fire occurred in the grocery and hardware store of J. B. Beauchamp, 251 Rachel street, Montreal, on September 17. It was caused by one of the clerks placing a lighted lamp close to the gasoline tank. In attempting to extinguish the blaze Mr. Beauchamp, the proprietor, was so severely burned, that he had to be removed to Hotel Dieu Hospital, where, we regret to learn, he succumbed to his injuries on Saturday, the 26th ult.

Batty & Co. were awarded the diploma of honor for the excellence of their pickles and sauces at the International Food and Grocery Exhibition held in the Crystal Palace, London, Eng., this last month.



THE CANADIAN GROCER

# COLD WEATHER COMING

and along with it stoves and heating. Your customers will be requiring black lead in considerable quantities. Keep up your stock, and keep the best.

# JAMES' DOME LEAD

Has been the World's Standard for 60 years.

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

## WATCH

Your Trade Grow

WHEN YOU SELL YOUR CUSTOMERS

# "GOLDEN EAGLE" COFFEE

CANADIAN OFFICE AND MILLS—

109 Front St. E., Toronto.

AMERICAN COFFEE & SPICE CO.

### 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.**

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.

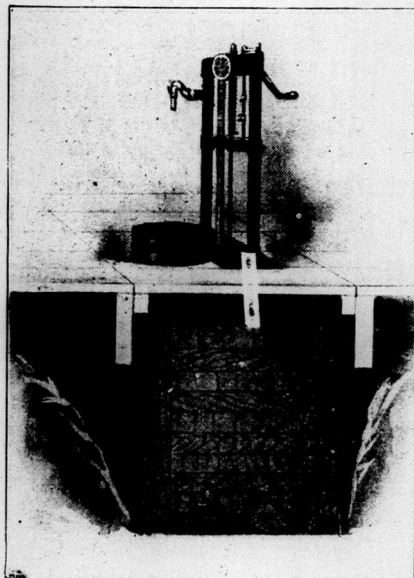
Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

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

## WHY NOT INVESTIGATE



UNDER THE FLOOR OUTLET.

THE MERITS OF THE  
**BOWSER**  
"New Century"

3 MEASURE SELF MEASURING OIL TANK?

THERE ARE  
100 REASONS 100  
WHY YOU SHOULD

Space will not permit us to enumerate them all and we want an opportunity to tell you all about it.

WE CAN POINT OUT TO YOU DEFINITELY

**WHY IT WILL PAY YOU.**

To be brief, it will pay you

- Because it will save you money.
- Because it measures accurate Gallons, Half-Gallons and Quarts.
- Because it gives the customer what he buys and no more.
- Because it will prevent all waste and slop.
- Because it will soon pay its cost and become a profit-earner.
- Because the Bowser is the only All Metal oil pump built.
- Because it has the Anti-Drip nozzle.
- Because it has the Dial Discharge Register.
- Because it has the Double Float Indicator.
- Because it has the Double Plungers.
- Because it has Full Brass Cone Valves.
- Because the tank is of Galvanized Steel.
- Because it is the best oil outfit ever built.
- Because it is sold under an absolute three years' guarantee.
- Because its price is commensurate with its value.
- Because you can have your oil tank in the store, under the floor, or in the cellar.

Our Catalogue and "Torse Tank Talk" tell the rest. They are free.

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

65 FRONT STREET EAST, TORONTO,



# CONFECTIONERY

A Department  
for Retailers.

## Keep First-Class Confectionery.

**W**HY does the average grocer not manifest more interest in the subject of confectionery? It is a line which in the past few years has shown perhaps more development than any other of the lines carried by the grocer. At the Dominion Exhibition one firm made an exhibit of over five hundred kinds of biscuits, and these along with the chocolates and candies displayed by other firms should suggest to the progressive grocer the possibilities lying dormant in these lines. Of course all grocers keep the regulation crackers and a few of the old standbys in fancy biscuits, but what are they doing in the dainty confections with which the market is now being supplied? Here is a line that if energetically pushed should yield a handsome profit in itself, and would undoubtedly bring new and valuable custom.

No better time could be chosen to begin than the present. With the Fall entertaining season approaching and the Christmas holiday season not so very far distant there should be a good opening for the grocer who makes a judicious selection of what the market offers in these lines and takes good care to give it a prominent place in his store, his advertisements and in his business talk to his customers.

Nor should high class candies be neglected. It is a matter of regret that the trade in the finer classes of candies has to a large extent passed from the hands of the grocers into the hands of the confectionery stores pure and simple and of the druggists. That the straight confectionery stores should do a large share of the candy trade is not to be wondered at, but there is no reason whatever why the druggists should secure the control they have in these lines except that the grocers have not in the past been alive to their interests. Indeed, more than one manufacturer of the better grades of candies has expressed an indifference as to the grocers' trade so long as he held the confectioners' and druggists'.

With the passing of the warm Summer months the keeping of candy in good shape will become more easy and the demand greater.

A neat little showcase filled with choice bon-bons in attractive boxes, such as are seen in the average drug store, would im-

prove the appearance of any grocery and repay for itself many times by the extra sales in a line which has been sadly neglected in the past.

In planning for the Christmas trade the grocer will do well by his business to consider seriously the question of putting in an up to date stock of fancy confections and bon-bons.

## Confectionery Class.

A confectionery class, under the auspices of the Scottish Association, has been arranged for Coupar Angus, and will commence in September, says The Scottish Trader. The Technical Education Committee of the County Council have voted a grant of £20 towards the expenses, which will pay the railway fares of students in many cases. A considerable number of pupils have entered, and there is every indication that the class will be successful.

## Candy Eaters are Abstainers.

**C**ANDY and confectionery to the amount of \$100,000,000 are sold in the American home market every year, and to this total of manufacture New York contributes \$20,000,000 or one-fifth. Pennsylvania, Massachusetts and Illinois are the three other states which contribute largely to the total, which is constantly increasing for three reasons.

These are the lower price of sugar and syrup, the superior excellence of American manufacture, which has made this country independent of foreign imports in this line, and the national taste for sugar and for all articles of manufacture into which sugar enters as the chief ingredient.

The whole foreign importation of confectionery to this country, which was formerly a considerable trade, was less than \$75,000 last year.

It is a well known fact that sugar in the form of candy or sweets is a substitute for alcohol. All abstainers from the use of alcohol in any form are candy eaters; as vegetarians, almost universally, are as well. The man who ceases to drink develops an uncommon fondness for candy.

The candy eater who develops a partiality for wine or spirits, or even beer, which contains much saccharine matter, is seen to diminish his purchases of candy. It is in temperance localities that the largest amount of candy is eaten, and the largest patrons of candy stores every-

where are, of course, women—and especially young women and children.

The candy making interest of the United States now centres in and about New York, where there are nearly 900 candy making establishments.

As candy-eaters and water-drinkers, Americans stand first.—The Supply World

## Candy Men Arraigned.

**T**HE Executive Committee of the U.S. Candy Trust has been arraigned before a justice on the charge of criminal conspiracy in restraint of trade, says an American exchange. How well the Candy Trust follows out the precepts of its charter can be seen from the publication of a section of it. It says that it was organized "to elevate the moral status of the members and foster friendship and fraternity among them; to render voluntary assistance and financial support to its members in the event of their illness and distress."

The by-laws prohibit any dealer or manufacturer from selling below the schedule, and it is made an offence to show the price list to any person not in the Trust. No member can sell to any person not a member of the Trust, or buy from any person not in the Trust, and heavy fines are provided for any infringement of these stringent rules. If any one was expelled from the Trust it meant shutting up shop, and in the case of many small dealers bankruptcy.

One man was forced to close his store and lose a trade which it had taken him years to obtain, simply because he sold candy to a customer without ascertaining whether he had one of the Trust's cards. Another one was charged with selling candies below the schedule and of supplying a dealer who had been expelled from the Trust.

## Scarcity of Peanuts.

Some large confectionery establishments are wondering where they are going to get supplies of peanuts for their candies. Peanuts are being used more and more in candy making, and a shortage in these particular varieties sets confectioners guessing. The candy in which peanuts are used is generally low priced, and an increase in cost of any of the ingredients presents an embarrassing situation. Moreover, it is a condition where no substitute can be employed.



# We are Importers and Agents for the Best Manufacturers and Growers in Europe.

French Vegetables in tins and glass, Potted Meats, Pates de Foies Gras, Mushrooms, Truffles, Artichokes, Asparagus, Macaroni, Vermicelli, Olives (Spanish Queens, Manzanillas, also stuffed with red peppers), Salad Oils, Capers, Anchovies in Oil and in Brine, Sardines, Silver and Brass Polishes, French Prunes, Bar-le-Duc Jellies, Crystalized and Glazed Fruits in boxes and in fancy baskets, French Chocolates, Breton's Vegetable Colors, Gelatines, Apricot and Green Gage Pulp, Vanilla Beans, and manufacturers of Flavoring Extracts, Syrups in fancy bottles, etc.

WRITE FOR QUOTATIONS.

**HENRI JONAS & CO.**  
**MONTREAL.**



TRADE IN COUNTRIES OTHER THAN OUR OWN.

**Maryland Tomatoes.**

ADVICES from Southern tomato packers report the market as slightly firmer on full standard 3s. at 72½c. f.o.b. factory. Some interests quote nothing available there under 75c. regular. The advices say: "The offerings of full standard Maryland tomatoes in 3 lb. cans quoted a few days ago at 70c. f.o.b. factory had a weakening effect on the idea of holders in some quarters and the market ruled easy. There were considerable sales made at 70c. by one or two packers, but these, it is now believed, have been entirely cleared from the market. We know of nothing to-day that is offered in full standard goods at under 72½c. regular. We incline to think that the market has touched the lowest point and certainly if a frost were to show up an immediate advance would take place."

**Coast Dried Fruits.**

Mail advices to The New York Journal of Commerce from the coast say of dried fruits: "The market is more quiet, but holders are firm in view of the smaller pack on this coast and a large falling off in the fruit crop east and in Europe. This latter, it is claimed, will take this coast's surplus before the beginning of another season. Those in position to know say that the sales so far foot up quite large and with temporary wants met large handlers east are disposed to hold off and buy as wanted, letting packers on this coast carry the stocks. If this opinion is correct we believe that some of the large distributors at the east will find that later supplies will either be cleaned up or so nearly so as to make it hard to have orders filled. If the reported heavy freeze in the middle west proves to be correct then it is only reasonable to believe that apples and late fruits there have been severely damaged, and if so all dried fruits will be wanted."

**French View of Coffee.**

The Havre Bulletin de Commerce, in its issue of September 15, says of coffee: "The correspondent of a Havre house, who in January last estimated the current Santos crop at 8,500,000 bags, wrote under date of August 21 that owing to the inferior rendition, due to general smallness of the bean, they are reducing their estimate to 7,500,000 bags. As regards the future crop they say in answer to inquiries, they received a telegram on August 20 that the drouth had caused no damage so far. They add: The lack of rain would not seriously affect the flower-

ing unless the drouth continued into September. Nevertheless we must not forget that the coffee plantations have already experienced a year of drouth followed by a year of frost, circumstances to which must be added the lack of care, which in former years was so perfect. It is certain, however, that in view of these circumstances crops like that of 1901-2 cannot be expected for a long time to come. From now on we warn you against all premature reports on the subject of the next flowering, because it is not the flowering, which will probably be abundant, but rather the formation of the cherries which influence the prospects of the next crop; but this germination can hardly be appreciated until end of October at the earliest, or in November-December."

**California Prunes.**

The California Fruit Grower says of prunes: "It is a bad plan to sell short for any particular delivery. Outside prunes are moving on 2½c. to 2¾c. basis, a few Santa Claras on 2¾c. to 3c. basis. Growers in the Santa Clara valley are holding for 3c. basis, and packers are trying to buy on 2¾c. basis. It is the very general opinion that after the shorts secure enough fruit with which to fill their orders this market will settle down, and a slump in prices is looked for. Atlantic seaboard dealers are quoting new crop Santa Clara prunes in 25 lb. boxes as follows: 40 to 50s., 5¼c.; 50 to 60s., 1¾c.; 60 to 70s., 1¼c.; October shipment direct in carload lots f.o.b. California. If via New York delivery will be made in less than carlots and at special prices. One seller advises in view of high prices on early shipments it might be well not to buy a carload, as November shipment can be offered at ¼c. less. New crop Oregon prunes are being offered in 25 lb. boxes New York delivery at 30 to 40s., 6½c.; 40 to 50s., 5½c. The prune crop of the Santa Clara valley is now estimated at from 50 to 60 per cent. of last season's yield, i.e., 60,000,000 to 75,000,000 pounds of cured fruit."

**Fresno Raisins.**

Mail advices from San Francisco say: "A representative of The J. B. Inderrieden Co., who has just returned from Fresno, says that it is estimated that the raisin crop in the vicinity of Fresno will be from 15 to 20 per cent. short of the large crop of last year. The packers and brokers failed to come to an understanding as to a uniform practice in dividing

commissions, and there is little prospect of improvement from the brokers' standpoint. The packers are receiving only \$1 per ton for stemming raisins and there is a smaller profit in seeding."

**Brazil Coffee Crop.**

The majority of the local trade are now figuring that the yield of the present Brazil coffee crop will be in the neighborhood of 11,000,000 bags, or at an outside figure, 12,000,000 bags, says The New York Journal of Commerce. The smaller yield from the present Brazil crop than was at one time expected and the reports of unfavorable climatic conditions in Sao Paulo for the growth of the 1904-05 crop is changing sentiment, which is steadily becoming more bullish. The fact that there have been no aggressive operations on the bear side of the market also has had a favorable influence; in fact there are those of the trade who express themselves as believing that a prominent interest in coffee, which has been identified for several years past with the bear side of the market, may come out openly on the bull side of the market before the present upward movement of prices is ended.

**Southern Rice Crop.**

Advices from the south re rice note light receipts on the Atlantic coast where planters are busy harvesting. Some small receipts are expected during the coming week. In the interior, southwest Louisiana, but little has been done except in way of harvesting. Few lots have been milled, and offerings are more in the way of exhibits than for commercial supply. In Texas, the same conditions prevail; last week a "Norther" swept over the rice belt, retarding the maturing of the grain, and it is feared by some that much of the rice will be blasted."

**Trinidad Cocoa.**

Mail advices from Trinidad dated September 10 say of cocoa: "Deliveries continue extremely limited, and although under the influence of favorable weather the cultivation presents a promising appearance; there is no likelihood of next crop produce being available before the end of the year. The scarcity of supplies combined with cable advices of 2s. per cwt. advance at London auctions since last mail has further strengthened the local market, and there are ready buyers for the small lots offering at \$12.75 to \$13 for ordinary to good red quality and \$13.25 to \$14 for superior estates descriptions. Exports for the fortnight amount to 1,350 bags, of which 718 bags went to the United States. Total shipments from October 1 to date amount to 193,812 bags as compared with 167,931 bags for the corresponding period of last year."



IN STORE — EXPRESS SHIPMENT.

New  
Season's

# Malaga Raisins

GET OUR QUOTATIONS.

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

### PERSONAL MENTION.

Owing to a greatly increased business W. J. Crothers, biscuit manufacturer, Kingston, has found it necessary to enlarge his already large factory and add a lot of new machines.

Mr. I. D. Bradshaw, the Toronto gum man, was in Montreal this week visiting the jobbing trade. Besides his well-known brands of gum, Mr. Bradshaw is a large manufacturer of oiled and waxed paper.

Mr. A. M. Piper, of Todhunter, Mitchell & Co., Toronto, was in Montreal during the week. Mr. Piper is a thoroughly experienced coffee and spice man, having all his life been actively engaged in the business, first in Rochester, N.Y. and later, about twenty five years in Toronto, and his knowledge and experience is extensive. As a salesman, Mr. Piper's record is an enviable one. He is on his Fall trip through Quebec and the Maritime Provinces.

### EVAPORATED APPLES.

A New York firm are in Eastern Ontario contracting for evaporated apples. The entire output of several evaporators has been secured.

### TO MAKE CREAM OF TARTAR.

The American Grape Acid Association of California are offering a prize of \$25,000 to the person who will devise a satisfactory process of producing cream of tartar from California grapes. It is claimed that the discovery of a process for the utilization of California grapes to produce tartaric acid on a commercial basis would be of inestimable value to California. The United States is a very large importer of grape acids, which are material for cream of tartar, despite the fact that California is a very large producer of grapes. The present value of tartaric acid there wholesale is 31c. per lb.

### 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.

L. CHAPUT, FILS & CIE, Montreal, have received shipment of 300 boxes new Malaga table raisins, Connoisseur clusters, Tiger clusters, Lion clusters. This is the first shipment of new Malaga fruit reported on the Montreal market.

H. P. Eckardt & Co. report a big business doing in Diamond Crystal Table Salt.

Dunham's package cocoanut, packed in "Doll's House" cases is in stock with The Eby Blain Co., Ltd.

A. F. MacLaren Imperial Cheese Co., Ltd., are now in a position to accept orders for Canada Cream Cheese, as the weather now permits of shipment.

Buyers of nuts will find satisfactory quotations in all grades by applying to Laporte, Martin & Cie., Montreal.

A shipment of Goodwillie's new pack preserves arrived this week for H. P. Eckardt & Co.

A shipment of new Pecan nuts, small, medium, large and jumbo grades, is in store with L. Chaput, Fils & Cie, Montreal.

Buyers of table raisins may procure new Connoisseur clusters from H. P. Eckardt & Co.

Grocers who have not secured all their supplies of canned peas should communicate with L. Chaput, Fils & Cie, who are offering the different grades at interesting prices.

I. S. Wotherspoon, 201 Board of Trade, Montreal, Canadian agent for Brand & Co., London, has received into stock this week another consignment of Brand & Co.'s AI Sauce, chutney and essence of beef.

The Eby Blain Co., Ltd., have put a new line of jelly in glass tumblers on the market. The quality is guaranteed ab-

solutely pure fruit and at their quotation is a very profitable line for grocers to handle.

Laporte, Martin & Cie, Montreal, are offering their "Victoria" brand tomatoes and corn of same high grade quality as last year's pack at attractive prices.

A full line of Tobler's Swiss Chocolate can be had at all times from The Eby-Blain Co., Ltd.

A. F. MacLaren Imperial Cheese Co., Ltd., notify the trade that they now have on hand a car of Goodwillie's fruits, in glass, new season's make.

Grocers who are short on muscatel raisins in 4 lb. packages can procure these from The Eby Blain Co., Ltd., at very low quotations.

Laporte, Martin & Cie, report filling all their orders for new pack salmon to full quantities sold to arrive. Among the brands handled are "Clover Leaf," "Horseshoe," "O Wee Kay No.," "Victoria," "Eagle" and "United Service."

Simcoe Chicken Soup in 2 lb. tins is to be had from H. P. Eckardt & Co.

### MICHIGAN BEANS.

The 1901 crop of Michigan beans, says The American Grocer, was 120,000 tons; carry over, 15,000 tons; 1902 crop of Michigan beans, 110,000 tons, with carry over available for consumption 125,000. There was no carry over into 1903. The 1903 crop Michigan beans, estimated at 50,000 tons, is subject to weather conditions, which, if like the present, will cut the above estimate in half. For immediate shipment the price is \$2.20; October shipment, \$2.15; November shipment, \$2.10 per bushel, f.o.b. shipping point.

J. L. Johnson, baker and confectioner and dealer in foreign and domestic fruits, Port Arthur, has disposed of his business to Messrs. Sutherland & Neveng of that town. Mr. Johnson will continue the baking business and supply the new firm with bread, cakes, etc.



We import our tea direct from the hill or interior district of Ceylon. It is selected from the best; therefore,

# Blue Ribbon Ceylon Tea

is the purest tea on the Canadian market. It is not "waste" tea that has been dumped into Canada because of there being no duty, like the ordinary run of packet teas. It is just pure tea.

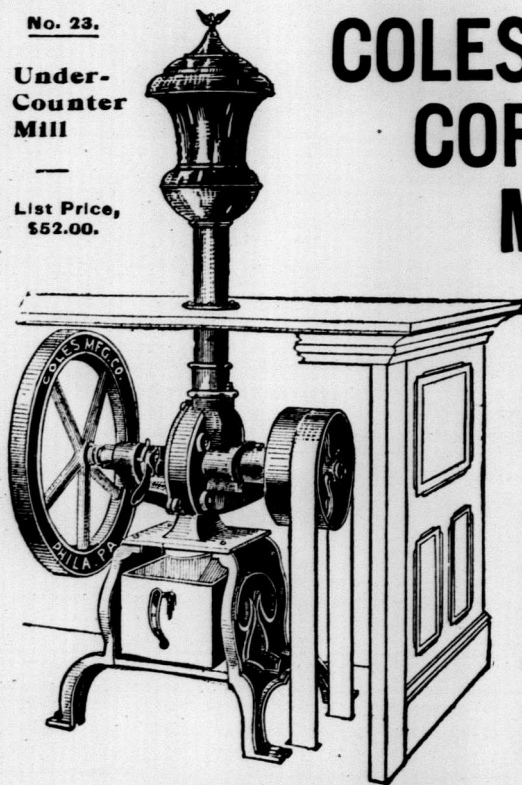
Push the Red Label Brand.

Every Grocer our agent.

No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.



Be sure and lay in a stock of

## "2 in 1" Shoe Polish

to last you through the Winter, as this polish cannot be shipped during the cold weather, and to send it by express is too expensive. Sold by all dealers.

THE F. F. DALLEY CO.  
of HAMILTON, Limited.



# THE CANADIAN GROCER

**President:**  
**JOHN BAYNE MACLEAN,**  
Montreal.

## The MacLean Publishing Co. Limited

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

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### A NEW MINISTER OF COMMERCE WANTED.

A CANADIAN manufacturer went to England recently to see whether he could not develop trade in the Mother Country. He makes an article of food used in almost every household. He manufactures it from raw material grown on most farms in Canada. The British market for this article is now held by United States manufacturers almost entirely.

He was not familiar with British business men or their methods, and he naturally wound his way to the High Commissioner's office. Being a man prominent in Canadian affairs and bearing good letters of introduction, he was there received most cordially, assured that everything would be done to assist him, invited to banquets, entertainments and everything of that sort that was going on. But when he wanted to get information about, and get in touch with, distributors of food products in London or anywhere else in the United Kingdom, gracious silence reigned in the High Commissioner's office.

### EDITORIAL

They were quite sure there were some such people in Britain, but all their efforts to put him in touch with them failed. Finally they gave him the address of a prominent firm which they were quite sure was just the one he wanted. On going there he found a very respectable firm, but one which had not the remotest connection with the trade in food products. And this was the only name they could give him.

In despair he hunted up the Emigration Office. Mr. Preston told him in the fewest words possible that he would help him if he could, but did not know anything about business, that he had better see Mr. Ball, in Birmingham, and then cordially bundled him out of his office.

THE GROCER has for years been urging the appointment of a good man in the High Commissioner's office who has a thorough knowledge of trade affairs there, and who could keep Canadian manufacturers informed and in touch with all possible openings for our trade with Britain—a trade of which we have but a small share of what we could have with a good agent in London.

We believe the Government is strongly in favor of the appointment of such a man. It is only the subornness of the Department of Trade and Commerce that prevents it. There are many who think it is more than stubbornness, that it is strong hereditary opposition to the interests of the Canadian manufacturers.

The information has been quietly given out that it is Lord Strathcona who is opposed, and that the appointment of such a man would hurt his feelings. The GROCER is in a position to state positively that the High Commissioner has on at least two occasions, in written reports which have been received at Ottawa, strongly urged the addition of a trade expert of great ability and high standing to his staff in London, and that part of his report, it is said, has never been made public.

One bit of gossip in political circles is that Sir Richard Cartwright is quite favorable to the appointment, but is opposed on this point by his deputy, Mr. Parmalee. An intimate friend of the

### The Canadian Grocer

latter, when in THE GROCER office recently, said that he knew Mr. Parmalee had privately urged the appointment, but must publicly support the prejudices of his chief. An enterprising member of Parliament would serve his country a good turn by setting in motion the proper machinery for finding out whether the deputy is bulldozing the Minister or the Minister is making a scapegoat of the deputy.

The simplest way out of the difficulty now is for the Canadian Manufacturers' Association themselves to establish an agency in London for the benefit of Canadians, and ask the Government to give them a grant to enable them to do so. So long as the Trade and Commerce Department is conducted as it is at present THE GROCER is positive no assistance will be given in this direction.

### OUR ATTITUDE TOWARD U. S. TRADE.

SEVERAL United States manufacturers, visiting Montreal and Toronto recently, remarked upon the growing anxiety across the line as to the alarming proportions Mr. Chamberlain's protective tariff issue threatens to assume throughout the British Empire. "A new day must have dawned for Canada," said one of these Americans, "when she no longer cares to consider seriously the question of trade reciprocity with the States."

With the great probability of a preferential trade policy being adopted all over the Empire in the near future, which is undeniably bound to be in the best interests of Canada, our American friends have no just cause for experiencing more than disappointment. It is no less than the spirit taught by their own practical theology—"Every man for himself." There is an additional clause, however, which reads as follows: "And all for the great Empire of which we form a part."

Everyone interested in the development of Canadian manufactures will be glad to know that American manufacturers, who have a large Canadian and United Kingdom trade, realize the importance of retaining the same. In order to do this they will have to establish plants in Canada. Many of them are already looking about for suitable locations for branch



manufactories here. From here they propose to supply Britain and her colonies with all products, the raw material for which is to be found in the Dominion.

#### WAKE UP, CANADA.

ARE Canadians "basking in their own sunshine" and thinking too much of themselves, while their rivals are ousting them from their markets? Mr. Jas. D. Allan, who has just returned from a trip through England, Russia and other continental countries of Europe, has so expressed his opinion in the daily press, and it is to be regretted that there should be grounds to give foundation for the charge.

Mr. Allan instances the place Russia is taking in the production of dairy products for the English market, and speaks in no measured terms of the possibilities of Siberia along this line.

There can be no doubt that the Russian supplies have materially affected the prices of butter and eggs in the English market during the present season. But what is the remedy?

In the first place, as has already been pointed out in THE GROCER, greater care must be taken in placing our butter on the English market in first-class shape. There is always a good demand at profitable figures for first-class butter, but unfortunately our butter has not always been delivered in that condition. British authorities admit that Canadian butter is all right when it leaves the dairy or creamery, but it is not made with a view to the conditions of exportation. It contains too much water for one thing, and for another, no preservatives are used, some of which, says the English authority, are perfectly harmless if used in small enough quantities and prevent the slightest deterioration en route.

In any event it is important that a satisfactory system should be evolved whereby our butter may be systematically collected and placed on the English market without being subjected to the trying ordeal of an uncertain temperature.

As THE GROCER has again and again pointed out, we must be as a nation eternally vigilant if we hope to make and

keep a place in the commercial world. Competition was never keener, and although our prosperity is at present greater than it has been it is by no means as great as it should, might and, if we keep eternally at it, will be. There is no use of us wasting our energies congratulating ourselves when our competitors are stealing our markets. We have the greatest of possibilities, and our people in many ways are unexcelled, yet we need to cultivate that keen commercial instinct of our American cousins, which is never surprised by a rival or lulled to sleep by success.

#### THE CANNERS' CAST IRON CONTRACT.

SINCE last discussing the selling terms of The Canadian Cannery Consolidated Companies THE GROCER has been called upon by Mr. Boulter, of Picton, a gentleman prominently identified with the above company, and one who for many years has been interested in the canning industries of this country. Mr. Boulter naturally unholds the selling terms which have been made by his organization. He argues that the consolidation is a good thing, a contention THE GROCER does not deny, and that the outside men should be in it, a matter with which we have no concern. Mr. Boulter further urges that there is nothing objectionable in the terms, as the wholesaler is not obliged to buy, that altogether the terms are in the interests of, and were requested by, the wholesale trade, and are the same as at present prevail in the sugar trade.

Now, from the point of view of the consolidation the terms may be a good thing, but how the wholesaler is to be benefited by being bound hand and foot to one concern we are unable to discern. What is he to gain from an arrangement which, as is pointed out by our Vancouver correspondent, practically adds a percentage on to the proper price of the goods to be held as an axe over his head in order to make sure that he does not buy any goods from outside factories. The wholesaler is probably the best judge of his own interest, and our advices from all parts of the country, from Halifax to Vancouver, show that almost without exception the exclusive terms are regarded with disfavor by

the trade. The contention that the wholesaler is not compelled to buy can hardly be substantiated in view of the fact that the consolidation control somewhere near 90 per cent. of the goods included under the exclusion clause.

As to the terms being the same as are made in the sugar trade, Mr. Boulter is mistaken. Sugar is indeed sold on the rebate system, but as only foreign refined sugars are affected, wholesalers are free to buy from any refinery in Canada, including those in the Maritime Provinces, British Columbia and the numerous beet sugar factories which are springing up all over Ontario. Moreover, the terms do not apply to raw sugars, which may be purchased anywhere. As the Canadian refiners are quite able to supply the demand, and, as is well known, Canadian sugars readily respond to variations on the New York market, the wholesalers are not complaining, though, as one remarked, were they unable to fill orders that would be a different matter.

Mr. Boulter did not seem to appreciate the position taken by THE GROCER in this matter. As stated before, the desire of the consolidation to arrange fair prices and prevent price-cutting has our every sympathy, and we have a lively appreciation of the great opportunity there is for a company of the strength of the Canadian Cannery Consolidated Companies to raise the standard of quality, effect important economies in the matter of buying, selling, specializing, freight, and in opening up new markets, not alone in Canada, but in the Motherland and the world at large, but it is our contention, as already pointed out, that the methods pursued are most unfortunately ill-advised and destined to work out to their own disadvantage.

True, as Mr. Boulter did not fail to remind us, the men who are at the head of the Canadian Cannery Consolidated Companies are well qualified to manage its affairs, but it is just possible that, absorbed with their own plans, they have not given sufficient weight to the point of view of the buyer.

It is merely with the exclusive contract that we find fault and in this we but voice



the sentiments of the majority of the wholesale trade, at the instance of whom we were first put in possession of the facts, and for justice to whom, as to the trade at large, we are contending.

A new phase in the working of the exclusive clause is pointed out by our Vancouver correspondent in this week's British Columbia letter. The canners are not undertaking to fill orders to the full extent, corn and tomatoes were early withdrawn and no later orders accepted at all, and yet by the terms of the contract wholesalers are prohibited from stocking from outside factories, under penalty of losing the rebate on their season's purchase from the consolidation. A large Ontario wholesaler expressed the belief that when unable to fill orders the consolidation would not insist on the contract and it seems unreasonable that they should. But the terms as defined by the Canners' letter are plain. "If any goods are subsequently purchased outside of the company no rebate whatever will be made on any goods purchased from us throughout the season."

Our correspondent logically argues that if the consolidation insists on an exclusive contract they are morally bound to fill all orders. This they are confessedly unable to do.

The absurdity of the situation is apparent when the wholesaler is mulcted for the amount of his rebate for buying goods outside the consolidation which cannot be supplied from within.

We agree with the Ontario wholesaler in believing that the canners could not have contemplated this situation in framing their terms.

The inclusion of the exclusive clause in the selling terms was ill-advised from the beginning, and the canners will serve themselves well by seizing this occasion for dropping it. The ill-feeling already engendered in the trade, especially in the outlying provinces, counterbalances any gain which might be derived from retaining the objectionable clause.

From the letter of our Vancouver correspondent it would appear that the British Columbia wholesalers are thoroughly exasperated with the con-

solidation and would welcome an opportunity of throwing their trade into the hands of California. A private letter from one of the largest wholesale firms on the Coast confirms the account of the situation as described by our correspondent.

The western view of the matter is succinctly expressed in the charge. "It is very evident that the prices have been so framed that it means taking the list as it should be and adding a percentage to compel coming into the combine's exclusive control."

#### THE IMPORTANCE OF LITTLE THINGS.

THE difference between success and failure is often a mere matter of detail, and the phenomenal growth of some of our most successful business firms is the result, more often than not, of a strict adherence to the old motto, "waste not, want not."

In twentieth century competition economy of production is the keystone of the arch of success, and with our methods of factory production economy may be the matter of but the twentieth part of a cent on any one process. A negligent or ignorant employe may, without knowing it, cause more loss in a day than he can repair in a week, and where employes run into hundreds and thousands the importance of small things will readily be seen to be vital.

But the same is true in business of all sorts, and in none more than in the grocery. The grocer's business is to serve his customers with a great number of articles, many in small quantities and most of comparatively small value. His profit on any one of scores of sales every day is fractional. Yet it is on the aggregate of these that he depends for his profit to pay rent, help and the heavy general expense he is under in the conduct of his business.

At the same time no other retail dealer carries so much stock that is immediately perishable or which deteriorates so rapidly.

All of these circumstances demand an alertness and system which unfortunately is not always found in the grocery. The clerks will be what the proprietor is. If

he is scrupulously neat and exact, if he makes use of every bit of waste material, if he is careful in his buying, as in his selling, to see that nothing goes to waste, his clerks will follow his example, or, if he is wise, find other situations. If on the other hand he is untidy in his office and careless in looking after detail he may rest assured that his help will go him one better.

If the grocer has been lax in the past, there is no better time to reform than now. It may be that the disappointing total of last year's business has been the result of numerous small leaks that have escaped attention. In any event, a careful attention to detail and system will be found wonderfully productive of results.

#### HOLIDAY PRESENTS IN THE GROCERY STORE.

BY an observer of the tendencies in the grocery trade, there are occasionally seen some lines of goods quite foreign to the trade in its generally accepted sense. This is instanced particularly in articles suitable for presents, a line which has recently come prominently to our notice, and in which a very profitable business may be conducted, especially around the holiday season. This holiday line has really no limit. It includes perfumes, writing materials, bon-bons, inexpensive jewelry, toys, games, sporting goods, fancy china, etc., etc. Some of these lines would seem not quite suitable for the grocery store, but the grocer may find them profitable in the next few months.

The fact is that in the smaller towns where the trade is largely dependent upon the farming community, people are most reluctant to part with money when farm produce will take its place. Stationers, druggists and jewelers cannot accept trade, but the grocer is willing to do so, and the farmer will naturally turn to him for what he requires, including birthday gifts, wedding and seasonable presents. With this great advantage the grocer who advertises and displays his articles suitable for presents can do a profitable business, especially around Christmas time, and to the great convenience of his customers,



# Avoid Confidential Buying

# Use Your Own Good Judgment



Some dealers (not you of course) have a failing in loading-up with every new fangled brand that comes upon the market. Their past experiences in this connection appear to go for naught. There seems to be a sort of chronic fascination about this kind of thing—either it's the plausibility of the salesman, the design of the packet, the postponement of pay-day, or some other allurements. The Tea value and it's selling reputation is given no consideration. They are a kind of "Gold Bricked" into a purchase with the usual result.

Don't blame the seller---just place the responsibility where it belongs, "with yourself."

Pick the Winner first . . . Experiment afterwards.

"SALADA" is always standard, and has the largest sale in the world.

BLACK, MIXED, OR  
NATURAL GREEN.

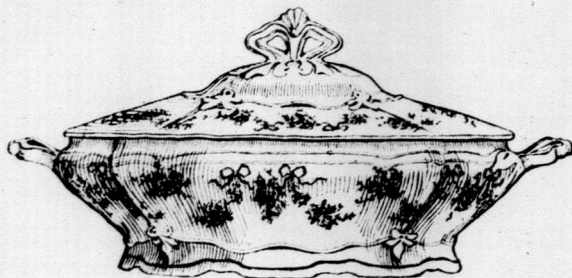
SEALD PACKETS ONLY

Wholesale terms from "SALADA," Toronto or Montreal.

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

## Chinaware

Open stock patterns in  
**Finest Quality German**  
and  
**Haviland French**



"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

**NERLICH & CO.,**

146-8 Front St., West,

TORONTO.

MONT REAL, 301 St. James St.,



When you are tired of measuring out bulk starch at little profit, and wearied with the complaints of your customers about poor packet starches, supply them with

**Celluloid Starch**  
Never Sticks Requires no Cooking.

There is a good profit in it for you and satisfaction in it for your customers.

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











# CANADIAN MEATS

**CHEESE and BUTTER.**

Consignments handled in—

**London, Liverpool, Glasgow,**

or sold cost freight and insurance.

**WHITELEY, MUIR & CO.,**

Head Office, 15 Victoria Street,

**LIVERPOOL, - ENGLAND.**

Western Union Code.

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

**DRIED, GREEN, EVAPORATED APPLES.**

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

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

**H. J. ASH**

**WHOLESALE FRUIT and PRODUCE  
COMMISSION MERCHANT.**

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

66 Colborne Street, - TORONTO.

**We Make Brooms**

The kind that sell.

**WRITE US.** Our prices are right

**THE CANADIAN BROOM CO.,**

LIMITED

Mfrs. of Brooms and Whisks

400 Wellington St., OTTAWA

**Dried Fruit**

cleaned and renovated by the  
latest improved machinery  
and appliances.

GUARANTEED TO GIVE SATISFACTION.

**J. T. ADAMSON & CO.**

27 St. Sacrament Street,  
**MONTREAL.**

Tel. Main 778.

## THE MARKETS

The  
Canadian Grocer

seeded raisins have been made considerably higher than last year and consequently business will be considerably curtailed. Cable advices on Tuesday report a strong market in Comadra figs at an advance of 6d. on last quotations. For California prunes the market remains unchanged. Early shipments of Valencia raisins via New York were among the arrivals of the week and show very fine quality. We quote:

CURRANTS.		
	Per lb.	Per lb.
Fine Filiatras	0 05 up	Vostizzas 0 07 0 08
Patras	0 06 1/2 0 06 3/4	

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

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

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

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

FIGS.		
	Per lb.	Per lb.
Tapnets	0 04	Elmes 0 10 0 15
Naturals	0 06 1/2 0 09 1/2	

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

PEACHES.		
	Per lb.	Per lb.
Californian evaporated	0 08 0 12	
Old stock, on track, Toronto, per bag	1 25 1 35	
New American, on track, Toronto, per bbl.	5 00	
Old stock, on track, Toronto, per bag	1 25 1 35	
New California, per bush	0 99 1 25	

### COUNTRY PRODUCE.

Eggs are again very scarce this week. The best season is drawing to a close and the market is much firmer since last quoting, the price having gone up 2c. per doz. We quote:

Strictly new laid, per doz.	0 19 0 20
Candled eggs, per doz.	0 18 0 19

### HONEY.

There is no change in quotations since last writing. We quote:

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

### WHITE BEANS.

This market is very firm at prices increased since last week. Prime have taken a jump of 10 to 20c. per bush, and handpicked are up 10 to 25c. per bush. We quote:

Mixed	Per bush 1 50	Prime	Per bush 1 70 1 90
Handpicked	2 00 2 25		

### DRIED APPLES.

Values continue unchanged. We quote:

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

There is very little indeed on the market at the present time. Turkeys are 1c. to 2c. per lb. firmer this week. We quote:

Chickens, live per lb.	0 08 0 09
Old hens	0 06 0 07
Ducks	0 09 0 10
Turkeys	0 11 0 12
Spring chickens, dressed, per lb.	0 11 0 12
Old hens	0 08 0 09

### GREEN FRUITS.

For this time of the year the fruit market has been remarkably active during the past week. The demand at the pres-

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**TOBLER'S  
SWISS MILK CHOCOLATE**

is delicious. Try it.

**BROWNE & WELLS, Limited, TORONTO**  
CANADIAN AGENTS.

# Carload Lots.

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

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

**MILFORD SIPES & CO.,**

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

**CHEAPER AMMONIA**

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

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

Winnipeg Brokers.

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

**M. B. STEELE**

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

**EASTERN MANUFACTURERS**

-AND-

**SHIPPERS.**

All **EYES** are  
turned on

**MANITOBA AND THE WEST.**

I

Represent some of the leading houses in

**CANADA and the U. S.**

**INCREASE YOUR TRADE.**

**WRITE ME.**

**E. NICHOLSON, - WINNIPEG,**

Wholesale Commission Merchant and Broker.







**THE MARKETS**

The Canadian Grocer

**VALENCIA RAISINS.**

Finest off-stalk, per lb.	0 06	0 07
New, finest off-stalk, per lb.	0 07	0 07 1/2
Selected, per lb.	0 07	0 07 1/2
Layers	0 07 1/2	0 08

**FIGS.**

Comadres, per tapnet	0 90	1 00
Elmes, per box	0 75	0 85

**DATES.**

Dates, Hallowees, per lb.	0 04	0 04 1/2
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**CALIFORNIAN EVAPORATED FRUITS.**

Apricots, per lb.	0 11	0 12
Peaches	0 09	0 09 1/2
Pears	0 09	0 12 1/2

**MALAGA RAISINS.**

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

**CALIFORNIAN RAISINS.**

Loose muscatels, per lb.		
" seeded, in 1-lb. packages	0 10	0 10 1/2
" " in 12-oz. packages	0 08	

**PRUNES.**

	Per lb.	Per lb.
30-40s.	0 09	
40-50s.	0 07 1/2	
50-60s.	0 07	
60-70s.	0 06 1/2	
70-80s.	0 06 1/2	
80-90s.	0 06	
90-100s.	0 05	
Oregon Prunes (Italian style) 40-50s.	0 07 1/2	
" 50-60s.	0 07	
" 60-70s.	0 06 1/2	
Oregon prunes (French style) 90-100s.	0 04 1/2	0 04 1/2
" 100-120s.	0 04 1/2	

**NUTS.**

Valencia almonds are reported easier. Trade locally is quiet and no activity anticipated until arrival of steamer Bellona, when it is expected that prices will be interesting enough to warrant freer buying. We quote:

Grenoble, per lb.	0 11	0 12
Filberts, per lb.	0 08	0 09
Tarragona almonds, per lb.	0 11	0 12
Brazils, medium, per lb.	0 12 1/2	0 13 1/2
Pecans, per lb.	0 13 1/2	0 14 1/2
" large per lb.	0 07 1/2	0 12
Peanuts, per lb.	0 07 1/2	0 12
Valencia shelled almonds per lb.	0 24	
Bordeaux shelled walnuts, per lb.	0 28	

**GREEN FRUITS.**

The market has been rather quiet during the week owing to the unseasonable weather prevailing. The warm weather militated against the demand for apples being sustained and prices eased up. Prices were considerably in buyers' favor. Export shipments have been very heavy, about 51,000 bbls. leaving this port last week out of a total shipment of 127,000 bbls. from all ports. Heavy receipts of grapes caused a sharp break in prices, from 8 to 10c. per basket. We quote:

Verdilli lemons 300s, fancy	3 75	
360s, fancy	3 00	
Cocoanuts, per bag of 100	4 00	
Canadian apples, in bbls.	1 50	2 50
Bartlett pears, boxes	3 00	3 50
Peaches	1 75	2 00
Plums	2 00	2 25
Pineapples, 24 to case	5 00	
" 30 to case	4 50	
Bananas	1 75	2 00
Canadian peaches, per basket	0 60	0 90
" plums	0 40	0 50
" pears	0 40	0 50
Grapes, Canadian, blue	0 20	0 25
" red and green	0 25	
" Delaware	0 35	
California Tokay grapes, per box	2 00	2 50
Jamaica oranges, in bbls.	1 75	6 00
" boxes	3 50	
Sweet potatoes, per bbl.	3 75	
Spanish onions, cases	2 50	
" crates	1 00	

**FISH.**

Trade is good. Fresh cod, haddock and halibut are scarce this week owing to warm weather and the re-appearance of the dog-fish on the fishing grounds. Haddies are also affected by these conditions. Brook trout are off sale as the close season for same commences October 1. Oysters are commanding good attention. The first lot of shell Malpeques made their appearance here last Friday, September 25, about 120 bbls. coming by express. Prices ranged from \$7.50 to \$10 per bbl. Since then other shipments

have arrived by freight and these sold at \$5 to \$7 as to quality. Dealers say the demand for oysters is very great. We quote:

Haddies	0 07	
Smoked herring, per box	0 15	
Fresh haddock, per lb.	0 05	
Dore, per lb.	0 07 1/2	
Pike	0 05	
Halibut, per lb.	0 12	
Gaspe salmon, frozen, per lb.	0 15	
Salmon trout, per lb.	0 07 1/2	
" B.C., per lb.	0 15	
Steak cod	0 15	
White fish, per lb.	0 07 1/2	
No. 1 Herring, Nova-Scotian, per bbl.	5 00	5 50
" half bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.	6 50	
No. 1 Scotch herring	6 50	
" per keg	0 95	
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb.	6 00	
No. 2 green cod, bbls. 200	5 00	
No. 1 green haddock, bbls. 200	5 00	
Green pollock, bbls. 200	3 75	
No. 1 large green codfish, new, per 200 lb.	6 50	
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06	
" fish	0 05	
" loose, in 25 lb. boxes	0 04 1/2	
Skinless cod, cases 100 lb.	4 75	
Dried codfish, new, per 100-lb. bundles	4 75	
B. C. salmon, per bbl.	13 50	
Standard bulk oysters, per gal.	1 40	
Marshall's kippered herring, per doz.	1 40	
Canadian kippered, per doz	0 90	
Canadian 1 sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.	1 30	
Canned cove oysters, No. 2 size per doz	2 25	

**VEGETABLES.**

The market is quiet and without special feature. The demand is reported fair and the supplies coming in are more than ample to satisfy it. The quality is very good. We quote:

Cabbage, per doz.	0 30	0 40
red, per doz.	0 50	
Cucumbers, per doz.	0 10	
Onions, per basket	0 50	0 60
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch	0 10	0 15
Green corn, per dozen	0 25	0 35
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz.	0 10	
Radishes, per doz.	0 15	0 24
Pumpkins, per doz.	0 50	1 25

**COUNTRY PRODUCE.**

**BEANS.**

There are no quotable changes since our last report. The market continues very firm, but buyers are holding off in the hope that prices will soon be lower. It would seem that there are no substantial grounds for this hope. Reports from the Canadian bean districts and also from Michigan are very unfavorable. Moreover when the demand for the shanties begins, as it very soon will, another big advance may be expected. This was the case last year. We quote:

Choice prime, per bushel	2 00	2 10
" carlots	1 85	
Choice, small lots	1 75	1 80
Ordinary, carlots	1 40	1 50

**HOPS.**

The local market is firmer. New Quebec and Ontario hops are quoted at 25 to 28c., according to quality. Some holders are asking 30c. for their new hops. We quote:

Old hops	0 09	0 10
Choice No. 1	0 19	0 20
Fair to good	0 16	0 18
Yearlings	0 25	0 28
Choice Eastern Townships	0 25	0 28
Fair to medium Eastern Townships	0 17	0 20

**HONEY.**

There have been considerable offerings of honey during the last week but buyers are rather conservative about making purchases as they have not forgotten their experience of last year. Dealers and producers are asking prices considerably higher than the buyers care about paying. The prices quoted by "The Canadian Grocer" are jobbers' prices to retailers. In many cases producers are holding out for prices as high as those quoted. One buyer reports a scarcity of buckwheat honey. The imports of West India honey have some influence on the

situation. Last season was the first year that West Indian honey was sold on this market, and as we understand the price obtained was satisfactory, it is only reasonable to expect that the shipments will be largely increased this season. The quality, although not quite equal to Canadian clover, is sufficiently good to warrant attention from the trade. We quote:

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

**MAPLE PRODUCTS.**

The demand is slow and there is nothing of special interest to note this week. We quote:

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

**EVAPORATED APPLES.**

The market is weaker than at the time of our last report. Offerings of new stock in carlots are reported at 1/2c. less than last week. We quote the following jobbers' prices:

New, in carlots	0 45 1/2	0 06
New, in jobbing lots	0 06	0 06 1/2

**POTATOES.**

Offerings during the last week have been very limited and prices have advanced slightly, in consequence. On Bonsecours market farmers have been asking 65c. per bag of 90 lb., but merchants assure us that they have not yet found it necessary to pay more than 55c. on track here. The stock arriving by cars has been very poor, the quantity of rotten potatoes being very considerable. It is claimed that when dug the potatoes were sound and that the rot is due to the heat of the cars. Merchants are paying 55c. per bag of 90 lb. and they are selling in jobbing lots at 65c. and in smaller quantities at 70c.

**FLOUR AND GRAIN.**

**FLOUR.**

There are no quotable changes since our last report. The new crop Manitoba flour has not yet commenced to move. The demand for all grades continues steady as the stocks in second hands throughout the country are small. Prices continue to be well maintained and, as last week, we quote as follows:

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

**FEED.**

Offerings are limited and the demand continues good. In consequence, prices are firm. An advance in Ontario bran will be noted. We quote:

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

**CORNMEAL.**

There are no changes since our last report. The market is without special feature. We quote:

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

**ROLLED OATS.**

The demand still continues limited and jobbers report a very quiet market. We quote:

Roll'd oats, in bbls.	3 80	3 85
" " in bags	1 85	1 90



GRAIN.

On the local market there is an easier feeling and prices of wheat, corn and oats have sagged slightly. The decline in oats is due to considerably increased offerings from the country coupled with the fact that the bulk of those coming forward are only inspecting No. 3 and are rejected. The demand for these grades at present is very limited owing to the scarcity of ocean freight room. Other lines are quiet and as transactions are few it is difficult to give exact quotations. We quote:

No. 1 hard Manitoba	0 90
No. 1 Northern	0 89
Rye	0 57 0 57 1/2
Peas	0 72 0 73
Corn	0 55 0 56
Buckwheat	0 50 0 48 1/2
Barley	0 50 0 51
Oats	0 34 1/2 0 35
Malt	0 75 0 80

BALED HAY.

Exports from Montreal last week were 14,727 bales. Prices are firmer than last week. We quote:

No. 1 timothy	10 50 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.

New hay is selling at 87.50 to 88 and old hay at 88 to 88.50.

ASHES.

There is no change to report. We quote:

First pots	5 85
Seconds	5 50
Pearls, per 100 lb.	6 75 7 00

HIDES.

The situation is unchanged since our last report. We quote:

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

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"  
St. John, N.B., Sep. 28, 1903.

**B**USINESS in St. John continues very good and the trade look forward to a large and profitable Fall business. There are two lines which seem of particular interest just at present, beans and cheese. There have been advances in price and the goods are hard to get. Cream of tartar in the original market shows quite a decline. Local prices are still high as stock on hand was bought at full figures. In spice, cloves are of interest. There has been a marked advance. New Valencia raisins have been received. In dried fruits firm prices will rule this Fall. In markets as a whole, firm prices rule. Flour in particular has shown a large advance.

OIL.

In burning oil shipments are becoming quite general. The season of large consumption is here. Prices are low and little change is expected. Paint oils continue very low, that is in linseeds. Higher values are expected. Turpentine is unchanged. There is a fair trade in lubricating, which is firm. Cod oil is scarce and very firm. Non-freezing cod liver oil is extremely high, the Newfoundland product being over four dollars per gallon and Norway slightly higher. We quote:

American Water White	0 19 1/2
Best Canadian	0 19
Prime	0 18 1/2
Linseed oil, raw	0 57
" " boiled	0 50
Turpentine	0 80 0 81
Cod Oil	0 32 0 35

SALT.

In Liverpool coarse salt quite a large cargo is to hand. Last week, as usual, while landing, prices were somewhat shaded, to save expense of storing, but the market is very firm. In fine salt the feature of the season has been the difficulty in getting the Canadian stock. We quote:

Liverpool coarse, per lb.	0 59 0 60
English factory-filled, per lb.	0 95 1 00
Canadian, per bag	1 10
Cheese and butter salt, per bbl.	2 25 2 35
" " 5-lb. bags, per bbl.	3 10
" " 10-lb "	2 85
" " 20-lb. wood boxes, each.	0 25
" " 10 "	0 15
" " cartons, per case.	1 00 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.

There is little of particular interest. The chief feature is the high prices of corn and tomatoes, particularly of the latter. The pack is said to be very light. Dealers, who bought at low prices from outside packers, are interested in knowing what part of their order will be filled and they rather regret having sold at as low price as they have. Fruits are held quite firm. Oysters are still high. While there is a fair supply of salmon, prices are higher. The outlook is for a large profit. Sardines will be a light pack. We quote:

Tomatoes, 2 s.	\$1 25 1 40
" 3 s.	1 50 1 60
Corn	0 90 1 00
Peas	0 90 0 95
String beans	0 85 0 90
Strawberries	1 70 1 75
Blueberries	1 10 1 20
Raspberries	1 55 1 70
Pears, 2 s.	1 60 1 75
" 3 s.	2 10 2 25
Peaches, 2 s.	1 65 1 75
" 3 s.	2 50 2 75
3-lb. apples	0 95
Gallon apples	2 00 2 15
2-lb. sliced pineapples	2 00 2 30
Grated	2 00 2 50
Sugar beets	0 95 1 00
Salmon, pink	0 95
" cohoos	1 25 1 35
" spring	1 35 1 40
" sockeye	1 50
Domestic sardines, oils, 1/2	3 00 3 25
" mustards, 1/2	2 85 3 00
Kipperd herring	3 75 4 00
Finan haddies	3 75 4 00
Corned beef, No. 1	1 50 1 60
" No. 2	2 60 2 70

DRIED FRUIT.

The market is firm. Some new Valencia layers have been received. As usual, for first stock, prices are high. While rather lower prices will rule for later shipment the market is firm. The feature of the market is that practically no California raisins are being bought. Malaga loose were advanced this week. Their seeded are also higher. Currants are rather higher. New evaporated apples are offered, but little is doing. Prunes are quite low. New goods will cost rather higher. Onions sell quite freely. Prices are rather easier. The crop is reported light. We quote:

Fine Filiatras, per lb. in cases	0 04
" " cleaned	0 06
" " in 1-lb. cartons	0 06 0 06 1/2
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
" Excelsior Windsor Clusters	4 50 4 60
" " "	1 30 1 40

Loose muscatels, 50s.	0 08 0 09
Malaga, choice, seeded	0 09 0 09 1/2
" fancy, seeded	0 10 0 11
Loose muscatels, per lb.	0 08 0 09
" " seeded, in 1-lb. packages	0 09 0 10 1/2

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

PRUNES.

Per lb.		Per lb.	
30-40s	0 08 1/2	70-80s	0 06 1/2 0 07
40-50s	0 08 0 08 1/2	80-90s	0 06 0 06 1/2
50-60s	0 07 1/2 0 08	90-100s	0 05 1/2 0 06
60-70s	0 07 0 07	Egyptian onions	0 02 1/2 0 02 1/2

APPLES.

Per lb.		Per lb.	
Dried	0 04 0 04 1/2	Evaporated	0 06 0 06 1/2

ONIONS.

Canadian onions, per bbl.	3 00 3 25
" onions, per bbl.	0 20

SUGAR.

The rather higher prices are firmly held. Dealers carry full stocks looking for further advances. Sales are large. Quite a little foreign sugar is held. We quote:

Redpath's granulated	4 30
St. Lawrence "	4 30
Acadia "	4 25
" " in bags	4 10
Bright yellow	3 35
Mol.	3 65
Paris lumps, in 50-lb. boxes	0 05 0 05 1/2
Powdered	0 05 1/2 0 05 1/2

MOLASSES.

Business is rather quiet. There is quite a full stock held considering the high price which has effected sales. Market is firm. We quote:

Barbadoes	0 36 0 38
Porto Rico	0 40 0 45
New Orleans	0 30 0 38

FISH.

The market in all lines is very firm. A strange feature this week was the large quantity of sardine herring caught in our harbor and shipped to Quebec and Eastport. There is no doubt the wholesale killing of the small fish is the cause why pickled and smoked are so scarce. Dry fish are firmly held. There is little doing in fresh fish. Season for finan haddie is about here, but so far stock is scarce. 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
Boneless fish	0 04 0 05
" Pure cod	0 08 0 09
Pollock, per 100 lb.	2 00 2 10
Pickled herring, per 1/2-bbl.	2 10 2 25
Dry cod	4 00 4 10
Pickled shad, 1/2-bbl.	5 00 6 00
Halibut	0 10 0 12
Fresh salmon	0 15 0 18
" shad	0 12 0 15

FLOUR, FEED AND MEAL.

In flour, prices are very firm at the advance. There is a large business. Feeds are quite freely offered and sell freely. Oatmeal and cornmeal are unchanged. Beans are higher and very few offering. It looks like high prices. Barley and peas are held firm. We quote:

Manitoba flour	\$5 60 5 70
Best Ontario	4 65 4 80
Medium "	4 15 4 50
Oatmeal	4 10 4 25
Cornmeal	2 60 2 85
Middlings, in small lots	24 00 26 00
Oats	0 38 0 44
Hand-picked beans	2 00 2 20
Prime	1 90
Yellow eye "	2 00 2 05
Split peas	5 00
Barley	4 25 4 40
Hay	10 00 12 00



# ANOTHER RECORD

Wabash car No. 66776, left Antioch, California, on the 8th September, via The Atchison, Topeka and Santa Fe Railway, The Wabash Railroad and Canadian Pacific Railway in destination of Montreal for **HUDON, HEBERT & CIE.**, with a solid load consisting of :

**500 Cases of 2 doz. 2 1/2-lb. Square Tins**

**Hickmott's Golden Crown Asparagus.**

This carload is now due and will be in store any moment.

It is by far the largest quantity of Asparagus ever shipped in one lot to a Canada firm.

Hickmott's Asparagus is packed at *BOULDIN ISLAND*, California, in the field where grown.

*THE HICKMOTT ASPARAGUS CANNING CO.* advise us that this shipment cleans out the balance of their **1903 PACK.**

Useless to say anything about the quality of these goods. Their renown is universal.

**New Crop Spanish Onions**

1,273 Crates in Store. Price, 50 cents.

**HUDON, HEBERT & CIE.**  
**MONTREAL**



## Our Motto: "FORWARD."

We are still in the tea business, and we have already received some fine grades of Japan teas, including the Famous "OWL CHOP" brand,

No. 1, No. 2, No. 3, No. 4, No. 50, No. 100.

These teas have a reputation all over. This year's quality is very nice and prices reasonable.

We carry also a full assortment of

**DUST,  
SIFTINGS,  
PING SUEY HYSON,  
GUNPOWDER, PEA LEAF and MOYUNE,  
GREEN CEYLON,  
INDIAN GREEN,  
BLACK CEYLON,  
INDIAN BLACK and  
SCENTED ORANGE PEKOE.**

IN ALL SIZE PACKAGES.

OUR CELEBRATED

## "Owl Chop" Ceylon Teas in Packages

are a favorite amongst the Trade, their quality is far superior to many others so called.

WE ARE DISTRIBUTING AGENTS FOR

### **"BEE" BRAND CEYLON BLACK TEA.**

To convince you of these facts, give us a trial order. Of comparison we have no fear; for quality and prices we are leaders.

We have the largest assortment to be found in any wholesale house in Canada.

What do you think of "Ubero" Coffees?

WE ARE SELLERS.

# L. Chaput, Fils & Cie,

WHOLESALE GROCERS AND IMPORTERS,

Established in 1842.

**MONTREAL.**

Montreal, September 30, 1903.



**MANITOBA MARKETS.**

Winnipeg, September 26, 1903.

**T**RADE continues very steady with a good volume and few fluctuations in price lists. Difficulty of getting supplies is still complained of and there is not much hope that freight congestion will experience any relief until after navigation closes.

Winnipeg will, this season, have Spanish seeded raisins instead of California. The Malaga fruit, put up in the neatest and daintiest of 1-lb. cartons, is expected on the market early in the season. The price is much lower than the California seeded raisin. The seeded raisin trade in the West is very heavy and growing every year so that cheaper fruit and better is a matter of first importance to the trade. The introduction of the seeded Spanish fruit is looked upon with great favor by the trade. Spanish Muscatels, 3 crown, are also being imported to take the place of the high-priced California fruit.

Evaporated apples are high and firm, being quoted by some houses at 7½ to 7½c. The demand is good. No new goods are as yet in and offerings of the same do not indicate very low prices. It is thought here that the heavy export trade in apples may have the effect of keeping up the price of both evaporated and dried fruit.

California evaporated fruits are very firm, old stock is quoted at 11c. and new at 12c. and even a fraction over. Peaches are not yet quoted for new goods.

**GREEN FRUIT.**

The annually recurring Ontario fruit question is with us again worse than ever. The packing of Ontario fruit this year has been simply scandalous. One house lost \$500 on three carloads, and as the irate sufferer remarked, "and after that Ontario people wonder why we buy California fruit, I will never have another pound of the Ontario stuff in my place." A carload of tomatoes unloaded the other day had numbers of grass green tomatoes mixed with others that were over ripe. The entire car had to be repacked for handling. Ontario plums continue to arrive dumped into 17-lb. baskets, and two quarts of waste is no uncommon thing in one basket. When it is considered that it is a common thing to buy 6 or 8 cases of California packed fruit and not find a single decayed plum, the contrast cannot help being painfully evident. As per usual, some of this Ontario stuff is being auctioned at low prices. Tomatoes and plums have been particularly unsatisfactory. Basket pears have come forward in good shape and are in excellent demand at 50c. per basket and 60c. for the best. Grapes are coming forward in pretty good shape, though the first shipments were in rather mouldy condition when they got here. One great trouble with the Ontario fruit is that frequently it is not properly routed and there is great delay in consequence. This week a car was routed to come in by the Great Northern from St. Paul. It would naturally be supposed that any fruit man would know that the C.P.R. will not accept cars from that road from points where it has a competing line. Nevertheless the careless shipper routed the car that way and it was sidetracked at the boundary for two days, was hauled into the city by the Canadian Northern, and

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

**Clark's Pork and Beans in Chili Sauce.**

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



**Delicious, Healthful  
The Ideal Fruit**

**—FOR—  
SPRING and SUMMER USE**

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



**Capstan Brand Mustard**

is pure and is equal to any in the market.

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

Ask your wholesale grocer for it or see our travellers.

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

**EPPS'S**

**GRATEFUL.  
COMFORTING.**

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

**THE MOST  
NUTRITIOUS.**

**COCOA**

**FINEST ORANGES GROWN**

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

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

**Genuine Pratts Astral Lamp Oil**

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

**WHOLESALE ONLY**

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

**SAMUEL ROGERS, President.**



what the unpacking will reveal has yet to be stated. It seems useless to write about Ontario fruit. If the fruit men would give proper attention to packing and shipping their fruit there would be a splendid trade for them in the West. As has been said so many times before, the women of the West prefer Ontario fruit when they can get it in decent condition, but they will not buy it in the shape it comes forward now, except at very low prices. Concord and Niagara grapes are quoted at 35c. but are expected to be lower next week.

American peaches are very scarce and \$1.25 is being quoted for Washington and Iowa, and the market is practically cleared up. At the present time it looks as if the peach season was almost at an end. The demand is heavy and several cars could be disposed of readily.

NOTES.

Mr. Petric, grocery buyer for The Hudson Bay Co., has left for his usual Fall purchasing trip to American and Eastern cities.

Foley, Lock & Larsen expect to move into their new warehouse by the end of the week. It is 100 feet square and five storeys high.

Campbell Bros. & Wilson, wholesale grocers, Winnipeg, have begun storing goods in their new 142x98 foot warehouse on Princess street although the windows and doors are not in the upper portion. The contractors are not to date with their contract but it is expected another three weeks will see the building completed. The firm is also erecting a three-store warehouse of generous capacity at Calgary, where they will carry a full stock for western distribution.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Sept. 25, 1903.

WHETHER they have enough provisions in the Yukon or not, the vast bulk of the Winter supplies for the season of 1903-4 have gone forward. The White Pass Railway Co. are not accepting any more goods for northern shipment, with the exception of perishables. These will have to take their chances of getting down the river, though there is no blockade at White Horse. Recent advices from that point say that all goods arriving over the railway from Skagway have been sent on down the river in a very short time.

The grocery trade of the city and province has manifested a good deal of interest in the naming of prices by the packers' association of Eastern Canada in the various lines of their goods. Of course, naming the prices, as everyone knows, does not deliver the goods. So that despite the prices having been named that does not affect the present position of shortage. The prices have only been named on open orders. As usual, orders were taken early in the season at open prices. The trade merely gave orders according to their requirements, knowing that the prices would be fair to them as to others in the business. But long ago the goods were withdrawn. Corn and tomatoes are not offering at any price.

Just as soon as the prices were named some of the trade repeated orders in tomatoes and corn, one leading wholesaler giving an order by wire for 3,000 cases

additional to what he had ordered on open prices. But no acceptances have been received so far. It is not at all likely that any will be given until the end of the season, for the pack is not equal to the orders and the stocks will have to be sorted up before the second orders on lines withdrawn can be considered. Then it may be that there will be no stocks in these lines over orders already accepted.

While not actively interesting the trade at the present time, owing to the fact that the fresh fruit season is still in its height, the position of the trade in canned fruits from Eastern Canada on this market is one which presents some features of interest. As one leading wholesale manager says, the freight rates from Eastern Canada so far as canned fruits are concerned should be revised. At present they are \$1 Summer and \$1.05 Winter. These figures should be reduced to at least 70 and 75c. A difference of 30c. would make a great change in the position of the eastern fruit packers.

At present California sells large quantities of the fruit consumed in this market, the principal reason being that with cheaper labor and cheaper fruit the goods are put up there more cheaply than in Eastern Canada. Duty paid, the goods can be laid down here less than from Eastern Canada. The short haul, and that by steamer, makes the freight a very light charge. An example or two might be given: Peaches, which are cheaper this year, were last year quoted at \$1.86 per dozen from California, and that is the 2½ lb. tin which the California packers put up entirely. The price quoted on the 2 lb. tin laid down from the east is \$1.78, so that it costs but 8c. per dozen more to have the 2½ lb. tin. The prices quoted by the eastern packers on the 2½ lb. tin, which they also put up, figure out even, taking in the ten per cent. discount, which no one will earn, \$2.45 laid down here. This is a fair sample of the run of fruit quotations, and should show clearly that the east cannot hope to sell the canned fruit consumed here on such a basis.

Markets on fresh fruits this week show but slight changes. There are larger quantities of crab apples being offered than usual, and prices are lower. The Italian prune, which is a very strong favorite here, is now being marketed liberally by local growers. Supplies hitherto have been from the neighboring State of Washington, as our crop has been slow to ripen.

The position of the canners' combine in the trade is an unenviable one. By their quotation of a special cut to those who signed a cast iron contract to purchase exclusively from the combine, the new organization practically guaranteed their ability to fill all orders. There is no other deduction to be drawn, and that is the way the trade here looks at it. But the immediate withdrawal of two leading lines of canned vegetables from the market early in the season and before the first prices had been named was a confession of weakness which had in it the inherent element of failure. More recent developments, as noted in "The Grocer's" columns, would indicate the prospect of the combine failing to accomplish their ends, in any event. But it

was not necessary to have had more evidence of weakness than inability to fill orders.

The general feeling among the wholesale grocers here is one of disgust at the attempt to carry through this huge monopoly. It has had a very unsettling effect on the trade generally, for such staple lines are not easily dispensed with or replaced. The sentiment of many of the merchants is that they would buy in California in preference, cutting out the eastern supplies entirely, if conditions permitted. Were it not that prices open at rates which will make it difficult for the California pack to compete, there would be large orders placed with San Francisco brokers. But in tomatoes, at any rate, prices in California have been kept up by heavy orders from the Eastern States, so that the stocks bought in the east will be able to sell lower. Not until the supplies of Canadian tomatoes are sold off will the California goods be competing. Then the demand for the goods will simply bring them in. A change in conditions which would permit of selling in competition with Eastern Canada would see the trade here taking the goods from California almost exclusively.

As to the prices themselves, the trade does not consider the first quotations unfairly high if the discount is taken into account. Tomatoes opening at \$1.05 with 35c. freight, are, of course, somewhat higher than last year, when the opening price was 95c., but the discount would bring it back to almost the same figure.

The quotations on corn and beans of 90c., less the discount, would compare favorably with last year, while standard peas, orders for which are still being accepted, are fairly reasonable at 87½c. It is very evident, however, that the prices have been so framed that it means taking the list as it should be and adding ten per cent. to compel coming into the combine's exclusive control.

Produce markets are quiet now, there being nothing but local consumption to cater for. The northern shipments which were very heavy have all gone forward, with the exception of some orders for Atlin, which will have a little more time to get in than the down river shipments.

Local fresh eggs are very scarce yet and prices keep up. The stocks of eastern eggs are light, too, receipts of last week only having served to fill the orders for the north. Manitoba is out of it as far as sending eggs this season. Ontario seems to be slow in filling orders. The price is firm and, though not advanced, will soon rise if scarcity keeps up. Local fresh bring 40c. per dozen retail.

Butter stocks are not too well represented. Shipments of dairy from Manitoba and the Northwest, which have been fairly well kept up, have shown a tendency to fall off. Creamery stock is not plentiful, there being a certain amount held back for storage by the Manitoba and Northwest creameries, now that the weather will warrant it.

Local flour quotations have shown advance of 30c. per barrel in the past few days. Weather and crop reports from Manitoba account for the rise, which, of course, originates there, as all our consumption is of Manitoba and N.W.T. flour



## How is Your Coffee Trade?

Good, Eh!!—

# CLUB COFFEE

Then you must sell our famous

—Put up in 1-lb. and 2-lb. Tins.—

A POPULAR BLEND.

Manufactured only by

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

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 686

Telephone Bell Main 65.  
" Merchants 522.

Telephone orders receive prompt attention.



### System or Guess Work?

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

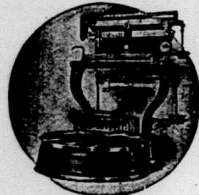
He's an honest fellow, so he sees that his scale goes down on the customer's side every time, and he always gives full weight.

People buy so queerly nowadays: 10c. worth of 6c. tea; 25c. worth of 11c. dry fruit; 50c. worth of sugar at 5c. 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 Payton 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 these Pennies*

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

Ask  
and  
Receive.

Advertise  
and  
Acquire.

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the general merchants in Canada at the expense of a few cents. Our rate is 2c. per word first insertion, and 1c. per word each subsequent insertion, and **remittance must accompany order in every case.**

**THE CANADIAN GROCER**  
MONTREAL and TORONTO.

*"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.



# FLOUR AND CEREAL FOODS

## Let us Mill Our own Wheat.

**I**N a recent number of THE GROCER we published an editorial under the above caption, pointing out the advantages of grinding our wheat at home and exporting the finished product, flour, instead of exporting in the grain.

The Brandon Times, discussing the same subject from a slightly different aspect, emphasizes the same points which were made in our editorial.

The Times concludes a two-column article as follows:

Summarizing, it might be said that the export of wheat is injurious to the farmer,

1. Because by the export of unground wheat he loses cheap food for his stock and the manure therefrom.

2. He has to pay the freight on the by-products (bran and shorts), to the foreign market.

3. Local mills occasion the employment of men who require all classes of farm produce and so the home market is extended.

It is injurious to the milling industry,

1. By reason of the loss of business.

2. By reason of the foreign miller having bran and shorts to dispose of which has been imported at the lowest cost.

To the transportation companies:

1. Because it means congested freight with all the accompanying disadvantages.

2. In the loss of traffic of by-products resulting from the milling of wheat.

3. Loss of traffic of by-products resulting from mixed farming.

4. The loss of traffic the year round, including the dull seasons.

An injury to Canada because it means

1. The stunting of an industry which is carrying our name to all nations.

2. The loss of wages to thousands of laborers.

3. The loss of wider civilization which comes from the development of an important industry.

## Will our Wheat go West?

Mr. Thomas Thom, of the Liverpool Corn Exchange, has estimated this year's shortage in the world's wheat available for British needs at 36,000,000 bushels. Canada's average export of wheat to Britain during the past six years was only 6,000,000 bushels. Mr. Thom contends that any deficiency can scarcely be supplied from Canada, and declares that the natural outlet from Manitoba and Alberta is the Pacific Ocean, to meet the increasing bread wants of China, Japan and the Philippines. Mr. Thom thinks

that those who expect sufficient supplies from Canada's Northwest are doomed to disappointment.

## South Africa Wants our Wheat.

Canadian wheat is wanted in South Africa, according to a report received by the Department of Trade and Commerce from Mr. J. G. Jardine, Canadian Commissioner. He states that there are several extensive wheat grinders in South Africa at present and additional ones are putting in mills all the time. They have to import all the wheat they require. Mr. Jardine says he will be pleased to place Canadian wheat dealers in communication with these millers in South Africa.

## The Western Grain Crop.

**T**HE earlier estimates of the Western wheat crop seem to have erred on the side of modesty, and threshing returns all show more liberal returns than were anticipated. The estimates issued by the Northwestern Grain Dealers' Association on August 15 were as follows:

	Area Under cultivation.	Estimated Yield.	Aver. Per acre.
Wheat.....	3,123,663	57,163,032	18.3
Oats.....	1,101,333	40,418,921	36.7
Barley.....	381,135	10,900,461	28.6
Flax.....	64,639	43,348	11.6

It is now believed that the yield will run over the 60,000,000 mark, and it is even predicted that it will equal the record of last year of 65,000,000 bushels. At the conservative estimate the present prices of 70 to 72c. for No. 1 and No. 2 Northern will yield about \$42,000,000, or \$6,250,000 more than last year.

It is more difficult to calculate the values of the coarser grains, but the following estimates have been made for the purpose of comparing this with last year, which may be regarded as approximately correct:

1902		
Wheat, 65,000,000 bushels at 55c.....		\$35,750,000
Oats, 46,000,000 bushels at 40c.....		13,950,000
Barley, 12,500,000 bushels at 30c.....		3,750,000
Flax, 500,000 bushels at 75c.....		475,000
Total.....		\$53,925,000
1903		
Wheat, 60,000,000 bushels at 75c.....		\$42,000,000
Oats, 40,500,000 bushels at 21c.....		8,500,000
Barley, 10,900,000 bushels at 35c.....		3,850,000
Flax, 750,000 bushels at 80c.....		600,000
Total.....		\$54,950,000

The effect of the much-talked-about storm do not appear to have been much

more than slightly reducing the grade of the grain in the district affected, and, all in all, the outlook for the West is brighter than ever.

## To fix the Grain Standards.

An Order in Council has been issued appointing the board to choose the samples of wheat and other grains grown east of Port Arthur to be the standards by which inspectors may be aided in their work. The board are W. D. Matthews, chairman; Thomas Flynn, J. L. Spink, C. B. Watts and John Carrick, Toronto; James Dunlop, Hamilton; John I. A. Hunt, London; Charles B. Esdaile, Montreal; and William Brodie, Quebec. The examiners meet on October 5, at 10.30 a.m., at 41 Front street west, Toronto.

## Opening for Cereals in France.

**T**HE southern part of France produces a yellow maize of a very inferior quality, says The Dixie Miller, used for feeding farm stock. Small quantities are ground for table use, but as the meal is poorly made and turns bitter eight or ten days after leaving the mill, it is not only not a popular article of diet, but is the cause of a prejudice against maize as human food.

The fine quality of American granulated yellow-corn meal is much appreciated in a very limited circle. The people generally know nothing about white and yellow corn meal, hominy, samp, and hulled corn, valuable and cheap articles of diet. The introduction of "johnny-cake" to the French public might prove a profitable departure.

What is said of maize for table use may be said largely of oats and wheat. Small quantities of Scotch oatmeal find their way to the larger towns, but, being generally unknown, it is not popular. Crushed or broken wheat is not used at all and has hardly been heard of.

## Advance in Price of Bread.

**T**HE French and English bakers' associations of Montreal, at a meeting held on the 17th ult., decided to advance the price of bread one cent per half loaf, to take effect September 21. This action was found to be imperative owing to the strong advance in flour—70c. per barrel during the past six weeks—and it was considered impossible for the



## Old-Fashioned If You Like,

But as staple as sugar. **Tillson's Rolled Oats** are without a doubt the favorite cereal in Canada. This distinction has not been won in a fortnight. Grocers everywhere know how persistently we labored to make our oats the cleanest, whitest, flakiest cereal ever produced. We were never content with "Good" and "Better." "Best" was our goal. Nobody discredits the **Tillson** quality, though some envy it.

**THE TILLSON COMPANY, Limited,**  
TILLSONBURG, ONTARIO.

TELEPHONE { MAIN 1257  
4675

### Wm. McCann Milling Co.

MILLERS  
AND GRAIN DEALERS

192 King St. East, - Toronto.

bakers under the strong advance to make even a living, to say nothing of a profit. "There is at present a great scarcity of wheat," said an official of the association, "owing probably to the greatly increased exports. The bakers have been afraid to buy owing to the possibility of prices dropping with the arriving of new wheat. Though the new wheat is coming in now, prices are still maintained, leaving the majority of bakers with practically no flour. The big milling companies will sell but small quantities at a time. With flour at \$1.80 per barrel and the cost of making bread much dearer, it was absolutely necessary for the bakers to make the advance."

The Kingston bakers decided on 25th ult. not to raise the price but to lessen the size of the loaf. As a result the 2 lb. loaf has been reduced to one pound and a half and the four-pounder to three.

The Ottawa bakers on 23rd ult. raised the price of 4 lb. loaves from 10 to 11c. and of 2 lb. loaves from 5 to 6c.

### John MacKay

Limited

Successors to John MacKay, deceased  
ESTABLISHED 1854.

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

**Caledonia Mills,**  
**BOWMANVILLE, ONT.**

Correspondence solicited.

### Want Ads.

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

MacLEAN PUBLISHING CO., Limited  
Montreal and Toronto

### FLOUR

### FEED

### CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,  
Manitoba Blends,  
Pure Manitoba.

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

"Matchless" Feed.

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



## THE CANADIAN GROCER

At Hamilton the 2-lb. standard loaf is sold at 6c. At Halifax the 2-lb. loaf is reported as selling at 5c., and at St. John, N.B., 7c. Toronto householders are charged 5c. for the 2 lb. loaf.

### A Dry Bread Diet.

MR. T. Thatcher sends to Public Opinion a letter which he entitles "Dr. Harderust," in praise of a diet of dry bread with a well baked crust. He himself recently walked 40 miles in one day with no more sustenance than two-pennyworth of "hard, dry brown bread crusts," and that at the age of 61, and was none the worse for it, but the reverse; while a holiday in which he ate the normal quantity of good "food" resulted in nightmare and subsequent depression. Naturally a man praises the food which agrees with him, but whether or not a crust of bread be as wholesome for others as it is for Mr. Thatcher, there is no doubt that this plea for food that demands some effort in the eating is not untimely in an age when everybody seems to want to have their digestion done for them. For some people these pre-digested foods cause an absolute hunger dyspepsia. There is nothing in them to "stay" the stomach, and the sufferer would probably be better, instead of trying to find something still more digestible, to put himself for a time on a diet of brown bread and haricot beans. Not that either of these is indigestible, though some might think the latter was. It is, indeed, difficult of digestion, but when digested the food value is high. The really indigestible things are those which have little food value, and make the stomach work for no profit; but if it be worth the effort, a food that is difficult of digestion has a certain merit of its own, in that it exercises the organs of digestion. The gourmet dyspeptic who resented the simple strengthening fare we speak of might console himself with the thought that when his digestion was thus strengthened, he would be able to enjoy the pleasures of the table more than ever before, but if in the process of treatment he grew to enjoy the simplest foods, he would be none the loser.—Confectioner and Baker (London).

### Flour Blending.

MIXING and blending of flour is an old practice, says The Bakers' Review. Quality and uniformity in bread are the things most desired and to insure these, blending is necessary. Blending is done by hand appliances and power driven machines, but few bakeries are equipped for doing the work effectively. That flour blending is of the utmost importance to the baker is undisputed and since it is well worth doing, it follows that the better the mixing and blending is done, that much better will be the general results in baking bread.

Of the many properties in flour, bakers are alive principally to those of color, strength and stability. To produce bread that shall combine, among other good qualities, good color, lightness, and flavor, it is necessary to mix and blend two or more flours. As a rule the baker has his own favorite or particular blend, which his experience has demonstrated produces the bread best suited to the demands of his trade. While the virtues of blended flours are well known, few bakers realize that the operation of blending is a work of nicety and exactness, requiring judgment, care, and thoroughness. He has to deal with flours of varying shades of color and degrees of strength; sharp and soft, old and new. He must know the proper proportions of each kind to use for the several blends required in his business, and his feeders should be readily adjustable to varying proportions and be capable of feeding automatically, regularly, and without variation. The mixing should be done thoroughly and the flour rebolted, purified, and aerated. The bolting breaks up lumps and scalps off foreign substances, such as strings, fluff from sacks, and other extraneous impurities.

### Discoveries of Vienna Bakers.

THE Association of Vienna Bakers, by the way, have unbroken records back to 1452, which show how they have striven to improve processes in milling and in bread making, says a contributor to Good Housekeeping. By them was made the first advance in the art since Pharaoh's time, the sour dough or leaven being then given up for the new beer yeast in the making of wheaten bread. It was called "the sweet fermentation," and although such an improvement on leaven, it was still the mixed and somewhat uncertain agent that at times balked our American housekeeper. In 1845 this association offered a prize for an ideal yeast that should work rapidly and produce only alcohol and carbonic acid gas. This prize was taken two years later by Adolph Mautner, and the "press hefe" was immediately manufactured and put in use. It was exhibited in Paris in 1867, and at the Vienna Exposition of 1873 it received the grand diploma of honor. By that time the sale had reached three and one-half million pounds yearly, and yet the United States had hardly heard of it. This example illustrates how a well organized band of artisans alive to the importance of using scientific results may benefit the world by bringing a better product into general use.

Mautner's method was very simple. He grew his yeast in a mixture of coarse flour and water, to 18 parts of which one part of malt was added in order to ra-

pidly convert the starch of the flour to sugar. The yeast which rose as scum was skimmed off and washed repeatedly with cold water. The water was then drained away and further removed by pressure; thus resulted the ideal yeast, easily portable, keeping an indefinite length of time at a low temperature, and containing nothing but the pure yeast. One cubic inch of the yeast as then made contained twelve hundred million yeast plants. Rapidly acting on the starch of the flour, it turns some of it into sugar and this into alcohol and carbonic acid gas, which distends the elastic gluten of the flour and fills it with gas bubbles before any other organisms can work. It is thus seen that the amount and quality of the gluten present in flour is of great importance; hence the value of every advance in milling that shall yield a larger proportion of this principle in its integrity.

It is interesting to know how similar is the method used in our best kitchens to that given by Uhl, the Viennese court baker, to Mr. Horsford, who was special commissioner from the United States to the exposition of 1873 in Vienna:—Eight pounds of flour, three pints of water, three pints of milk, one ounce of salt, three and one-half ounces of yeast. A sponge was made of a part of the flour and the rest worked in later.

### Cereal Notes.

Brandon's two flour mills have a combined capacity of 1,000 barrels a day.

The Nasmith Co., Limited, are opening a branch in Montreal. They propose making a specialty in that city of high-grade confectionery.

Albert N. Reay, Canadian representative of The "Force" Food Company, reports heavy sales of their products in Quebec and the Eastern Provinces.

The "Force" Food Company have been deluged with applications for the "Be Sunny" buttons, the free distribution of which was mentioned a short time ago in THE CANADIAN GROCER.

As a result of the baking demonstrations given at the Osaka Exhibition an enterprising Japanese baker has had an equipment made exactly the same as that used at the Canadian Exhibition, and is now carrying on business.

The Pennsylvania Railroad has explained to the satisfaction of a committee of citizens why it refused the milling-in-transit privilege to the \$1,000,000 Atlantic Flour Mills Co. at Philadelphia. The railroad claims that the location of the plant necessitated unusual expense in handling cars both in and out, and that, with a reasonable additional charge for this extra work, it stands ready to grant the privilege to the new company.



## THE CANADIAN GROCER

I MET old man Beebe the other day—Lem Beebe who keeps the general store at Way Corners. I happened to be passing through there—I go pretty nearly everywhere you know—and he hailed me almost before I got within bowing distance.

My Goodness, but he's a talker; said he knew me in a minute from my picture in the papers, and asked about the news of a half a dozen towns that lay behind me before I'd had time to seat myself on the cracker barrel he reserves for his guests.

I guess he doesn't do much of a business, from the looks of things. When I asked about it he said "Trade isn't as good as I expected this Fall, but then I didn't expect it would be."

I haven't been able quite to figure this out yet.

"Do you sell much 'FORCE,' Lem?" I asked.

"Don't handle it" says he; "I priced a lot of them foods and decided that 'Eet-it-kwik' was about the profitablest one in the lot, so I stocked up on that. There's 100 per cent. in it for me. Ever try it?"

"Never heard of it, Lem, but then there's a new food out every hour nowadays—trying to look like 'FORCE,' or sound like 'FORCE,' or taste like 'FORCE'—About the only thing they can't do is to make a food that **sells** like 'FORCE.'"



Now I'm pretty busy, cooking breakfast for two-million people every morning—and cooking enough so's there'll be some left for lunch and supper—so I couldn't stop to talk "FORCE" with him.

Anyway, I knew he'd read in this paper what I have to say on the subject, for I guess THE CANADIAN GROCER finds its way even into Way Corners.

It does seem to me as if the common-sense way of looking at the Flaked Food proposition is this:

The sales of "FORCE" represent nearly three-quarters of **all** the Flaked Foods sold in Canada and in the United States. The rest of the sales are divided among forty-odd other foods—which may resemble "FORCE" but are **not** "FORCE" by a long shot. The fact that Wheat and Barley Malt enter into their composition doesn't make them the same as "FORCE" any more than the stone and lumber used in your house make it like the house up the road.

When three-quarters of the public agree on preferring "FORCE" and keep on preferring it after two years of breakfasts and after trying all sorts of imitations, the Lem Beebes of the grocery trade are going to have a hard time trying to substitute "Eet-it-Kwik" or any other make-believe package.

It's bad business pushing an article your customers won't re-order without coaxing, no matter what the profit on it.

It's **good** business to **push the goods that sell easiest**, for it means a bigger business, a better **total** profit—and the satisfaction of your customer is worth something, isn't it?

Think it over and "Be Sunny."

*Sunny Jim*

(To be continued)

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

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



## Window and Interior Displays

Timely Hints  
and Suggestions.

### A Boissevain, Man., Grocery.

**T**O place successfully in one building groceries, boots and shoes, and men's furnishings, is a very difficult task. No two go together without great care, and the placing of the stocks so that a disastrous mixture will not result, requires a deal of thought and taste. In the store of McAllister & Robinson, interior and exterior views of which appear on this page, the difficulty has been very well overcome, and a neat interior arranged.

The size of the store is 70x26 feet, built three bricks thick, with a two-inch hollow space. The two front and the side windows are 8x8 and the entrance sides 5x8. The interior front is devoted to men's furnishings and boots and shoes. Thirty feet from the back three steps go up to the grocery section. These steps, in addition to making a line of demarcation, rise over the cellar, which had to be dug very shallow on account of the dampness, and allow good depth. As yet the store is only one storey high, but a good concrete footing, and the shape of the

Manitoba in 1880 and, after farming near Boissevain for many years, moved into the town and, together with R. Mc-

two years was in St. Catharines, Ont. The firm name is now McAllister & Robinson.



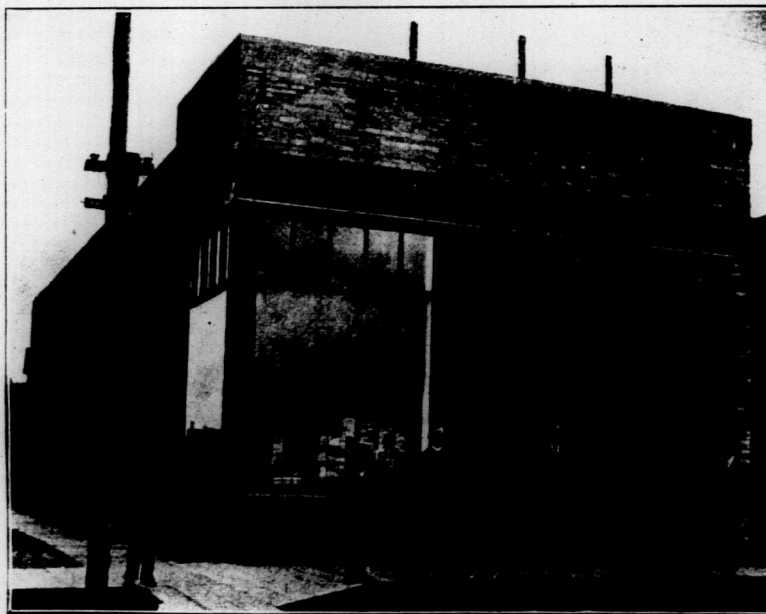
McAllister & Robinson's Store, Boissevain, Man.—Interior View.

Caussland, bought out the grocery business of J. P. Gravis & Son and commenced business under the name of McAllister & McCausland. Last January they dissolved

Thus it is the firm includes two men, fitted by experience to handle well the lines carried, and the new store is the result of a determination to have the best. The interior is very neatly kept, each line being strictly retained in its own section, and sufficient space being allowed to separate thoroughly one section from another. The shoe section is provided with two settees, both near the front, where the light is good, and the space behind this is taken up with a neat pile of trunks and valises. Rugs in this section serve to give an air of comfort and impart an air suitable for a shoe section.

On the men's furnishing side there are two counters—one long and one shorter. Ties are shown in a glass case, and the shelves are neatly stacked. Seats are provided for the use of customers.

The grocery section is filled with groceries at the back and on one side up to the shoe department. On the opposite side there is a small office, 5 x 7 feet, and at this end a door admits to the storeroom behind. Neat counters without unnecessary decorations are good features, and paper rolls use small space, but fulfill all requirements. The arrangement of the cans and bottles on the grocery shelves and the stacking on top show a desire to have everything strictly neat and tidy in appearance.



McAllister & Robinson's Store, Boissevain, Man.—Exterior View.

first storey, allows the addition of another storey when desired.

An up-to-date stock of all three lines has been put in. Mr. McAllister went to

partnership, Mr. McCausland retaining the business. Mr. Robinson was formerly a dry goods merchant in Goderich, Ont., for over twenty years, and during the last



# IN NEW BUILDINGS OR OLD

If you want highest excellence—

USE OUR

## METALLIC CEILINGS AND WALLS

Because they give more lasting satisfaction—are strictly sanitary—and are made in a multitude of artistic designs to suit all tastes and requirements.

We offer you very best value to be found in these reliable goods—the perfect harmony of beauty combined with practical business needs.

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

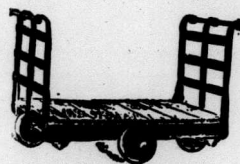
# DRIED APPLES

WE ARE BUYERS  
LARGEST DEALERS IN CANADA

The W. A. GIBB CO.  
5 and 7 Market St., HAMILTON

# TRUCKS

for Warehouse  
and Factory.



Save You Money  
Do Men's Work  
Draw no Salary

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

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

## METROPOLITAN SOAP CO., LIMITED.

LETTERS patent have been issued by His Hon. the Lieutenant-Governor-in-Council creating and constituting Frederick T. Weir, James Watt, Jr., soap manufacturers, Abraham Cheeseman, and Frederick W. Little, soap makers, all of the city of Toronto, and Robert R. Hall, of the town of Peterboro, solicitor, a corporation for the purposes and objects following, i.e., to manufacture, buy, sell, trade and deal in soaps, oils and greases and in any and all articles manufactured wholly or partly from soaps, oils and greases, and to acquire and purchase the assets of and assume and pay the liabilities of The Metropolitan Soap Co., an incorporated company now being carried on in the city of Toronto, the corporate name of the company to be Metropolitan Soap Co., Limited. The share capital of the company is \$40,000 divided into four hundred shares of \$100 each. The head office of the company is to be Toronto and the provisional directors the gentlemen above mentioned.

## INTERNATIONAL GROCERS' EXHIBITION

CANADA seems to be making a good impression at the International Grocers' Exhibition, in progress at the Agricultural Hall, London.

Owing to the neatness of the Canadian patent butter boxes, says a despatch, and the attractiveness of their canned goods labels, Canadian goods for the first time are largely used for ornamentation on nearly every stand in the hall. Thus the exhibition seems almost all Canadian. The whole display is private enterprise, showing that the general trade in Canada is at last alive to the splendid openings here. Seeing there are 120,000 British grocers' shops, every one of which will be influenced by this display, the results will be of the highest importance to Canada. Cape Colony buyers are much in force buying Canadian produce.

## FRANCE USES MORE FOREIGN FOODS.

During the first six months of 1902 France imported \$79,534,000 worth of food products and \$79,502,000 worth for the same period of this year, an increase of over \$2,000,000. The food products exports of France for the first six months of 1902 amounted to \$57,997,000 and \$65,000,000 for the same period of 1903, showing a decrease of over \$7,000,000 for the half year. France's internal conditions make that country necessarily a large consumer of imported foods. Besides her own populace that country has to feed 500,000 tourists per year. The loss of France's foreign trade is largely due to the senseless and ill-advised action against the use of borax, which is necessary for the hygienic export of food stuffs.

## 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.

## SITUATIONS VACANT.

CIGARMAKERS — Good jobs, from ten to eighteen dollars. Box 173, CANADIAN GROCER, Toronto. f

CONFECTIONER — Good cream and gum hand; steady work and good wages. Box 172, CANADIAN GROCER, Toronto. f

GROCERY SALESMAN — Experienced — to take charge of department in country town where good family trade is done; Scotch trained preferred; state experience; references. Box 168, CANADIAN GROCER, Toronto. f

MILLER for small sifter mill; local trade; young married man; permanent sit.; state lowest wages. Box 171, CANADIAN GROCER, Toronto. f

MILLER—Second—steady job; 150-bbl. mill; good wages to the right man. Apply, stating age, experience, references, wages expected, Box 170, CANADIAN GROCER, Toronto. f

WHOLESALE grocery salesman or other salesmen visiting retail grocers, who would like a side line requiring little or no extra time, will please address, stating route, Box 169, CANADIAN GROCER, Toronto. f

## EATS DIRT

and seems to like it, too.

### The Cleveland Wall Paper Cleaner

does marvellous work. A 25c. can is sufficient for the average room. Samples sent with each order.

GEO. RIDOUT & CO.,  
77 York St., Toronto.

## 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 Dealers

See that you get them.



GROCERIES AT ST. LOUIS FAIR.

THE grocer who takes an active interest in his business will learn something to his profit by making a study of the exhibits and methods designed for his benefit at the World's Fair in St. Louis in 1904.

In the great Palace of Agriculture will be displayed everything edible. Not only will the finished product be shown, but so far as practicable the process of manufacture will be revealed by model factories in full operation inside the great structure. Thus the grocer may by actual demonstration learn all about the making of the goods he sells.

The Agriculture Palace covers nineteen acres. It is the largest exposition building ever erected to contain a single department. It is 1,600 feet long and 500 feet wide. It stands on a hill overlooking the entire exposition, surrounded by magnificent gardens and is the centre of many of the World's Fair's famed beauty spots.

The manufacturer of one of the well-known cereal breakfast foods has obtained space within the Palace of Agriculture for the installation of a complete plant. The grain from which the food is made is taken as it comes from the elevators, and before the eyes of the visitor is carried through all of the processes and is packed in cartons and displayed on shelves and in piles in a model grocery within the palace walls in such a manner as to be the more certain to attract the attention and arouse the interest of the prospective buyers. The breakfast food manufacturer does not stop with this, but has young lady demonstrators who prepare the food in many dainty forms and serve it appetizingly free to visitors.

Chocolate in its various forms is another commodity sold by the grocery every day. A chocolate manufacturer has been granted space to install a complete factory. Here the chocolate beans, grown in South America, are baked like coffee, ground and the mixed chocolate made into toothsome cakes.

The machinery used in the preparation of chocolate is massive and heavy. The beans are ground through several mills before they are thoroughly pulverized.

A model bakery will also form a feature of the food exhibit. Power moving the complex machinery will be supplied by electricity, and the heat required for baking will be supplied by the same agency. Biscuits, cakes, crackers and bread will be kneaded, kneaded and rolled and baked in full view of the visitor.

A model dairy will be in operation. Butter will be made, and in this connection the best methods of keeping and handling it will be shown. Refrigerators adapted to the purpose and how to main-

tain the proper temperature at a minimum cost, form valuable features of the display.

Several confectionery firms have made arrangements to install plants for the manufacture of all kinds of candies and sweetmeats.

Sugar will be treated in the most comprehensive manner. The sugar cane from the south and the sugar beet will be taken as they come from the fields and the visitor may follow them through the various processes and see the pure white sugar as it comes from the refineries. He may also see the various grades of molasses and coarse sugars produced.

Scores of busy factories will be in operation in the Palace of Agriculture and light will be shed at every step on how the thousands of food products that are daily sold and consumed are made.

Here also will be displayed the finished products. Wines, beers, liquors and distilled spirits will form a part of the exhibit in this section of the Palace of Agriculture. To show the processes is scarcely practicable here, and the displays will be mainly in bottles, casks and packages. The exhibitors in seeking to make their displays pleasing to the eye will so arrange their wares that the visiting grocer may gain new and valuable ideas about window and shelf decoration.

CRANBERRY CROP.

THE cranberry crop in Plymouth county and on Cape Cod is not turning out even as well as expected, says New England Grocer, and the first prediction was that it would be less than last year. Abel D. Makepeace, the largest grower in

the world, at first estimated his crop at 14,000 to 15,000 barrels, but now, since going on to the bogs, he places the crop at still lower figures. Those who thought they were going to pick 500 barrels say they do not expect to get over 250 or 300. It is the same in every locality.

The reasons for this poor showing are the early frosts, which damaged the blossoms more than the growers thought. Then came a second set of blossoms in many places, and the berries from those blossoms are now green, and in many places have been nipped by the frosts which came during the early part of the week. There were frosts on three successive nights recently, and that on the last night was the hardest of all. At 12 o'clock, when the sky was clear and the moon full, the thermometer sunk below 30, the lowest point known for several years during the September moon. As a usual thing, the growers fear the October full moon, but very seldom do they have to reckon with the September full.

In going over the bogs, the pickers are finding the greater part of the berries on top of the vines. Those underneath are the green ones from the second set of blossoms. The price offered, \$5 per barrel, has not been raised since the first picking, but the growers are looking for a sharp rise within a short time.

C. S. Page, Hyde Park, Vt., U.S.A., is anxious to purchase Canadian hides, skins, tallow and bones.

It takes eight tons of sheet lead every week to pack the teas of The Salada Tea Co.

--Now in Store--

We are now taking into store fresh arrivals of New Fall Goods, including New Pack Salmon, Corn, Peas and Tomatoes, Trenor's Blue Eagle Selected Raisins, C. & B. Pickles, Peels, Sauces, etc., Thistle Haddie, Kippered Herring, Domestic Sardines, Sealy's New Pack Cod Steak, Quail on Toast, Imperial Boneless Fish, Quintals and Skinless Cod Fish, all at lowest prices.

Let us have your enquiries.

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

TEA IMPORTERS AND WHOLESALE GROCERS,

Guelph, Ont.



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.

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

Send for sample packets for free distribution.

## TIP-TOP SOAP CHIPS

IN CARTON PACKETS

The Industrial Soap and Oil Co., Limited,

TORONTO TELEPHONE, 1618 MAIN.  
BRANTFORD “ 483

**L'EMPEREUR DE CHINE**  
RECOMMANDE  
**L'EMPOIS CHINOIS**

We must not forget either that the Emperor of China has given his august protection to **CHINESE STARCH**. This national product is not only intrinsically valuable to him, but his **hundreds of millions** of subjects use it the same as the Imperial Court. This fact is not, it will be admitted, a bad testimonial. That **CHINESE STARCH** is made in China is a true fact, and as the **CHINESE STARCH** of the Ocean Mills is made under the same recipe, this high and mighty endorsement applies to the Canadian make as well.

China every family looks after and takes pride in its linen, as starching and glacing is easy work—**CHINESE STARCH** makes it so. A trial will do it with your trade as well—the cost is trifling—roc. per package.

Insist upon getting a case from your jobber and please your customers with a starch so highly recommended as **CHINESE STARCH**. The genuine bears the name of

**OCEAN MILLS**  
MONTREAL, P.Q.

*3 20  
Montreal  
cut 6000 15000*

Not a bad testimonial, is it?

We have already said that this product was the laundress' best friend.

OUR AGENTS:

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

H. N. Bate & Son,	Ottawa, Ont.
S. J. Major,	Ottawa, Ont.
Provost & Allard,	Ottawa, Ont.
The F. J. Castle Co., Limited,	Ottawa, Ont.
Joseph Grant,	Ottawa, Ont.
H. P. Eckardt & Co.,	Toronto, Ont.

FOR SALE BY FOLLOWING JOBBERS:

Lucas, Steele & Bristol,	Hamilton, Ont.
Foley, Locke & Larson,	Winnipeg, Man.
Jobin-Marrin Co., Limited,	Winnipeg, Man.
Hudson's Bay Co.,	Winnipeg, Man.
Codville & Co.,	Winnipeg, Man.
Wilson Bros.,	Vancouver, B.C.



## THE WALL PAPER TRADE

### WALL PAPER IN THE GENERAL STORE.

IN the ever growing tendency towards the enlargement of stock, and the increase in lines carried by the general store, wall paper should take an important place in the list. The departmental store of the city is but a mammoth imitation of the general store of the village, but, by means of its large capital and well-paid officers it has broken away from its parent and adopted schemes and departments that cannot be handled in the smaller store with its individual owner, combined proprietor and manager, and limited demand.

In every departmental store the housefurnishings department is considered and treated as one of the most profitable, and altogether satisfactory, in the store; in the

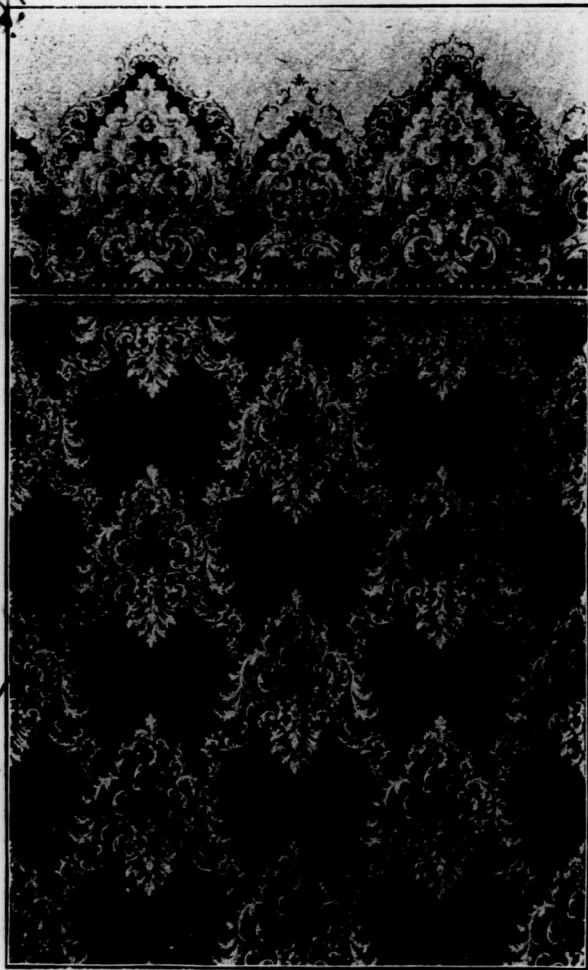
extent of competition, and the demand—obstacles which are not, as a rule, in the way of the larger store of the city. When a city departmental store commences business the housefurnishing department is always complete—carpets, curtains, art furniture, crockery and chinaware, and wall paper—but the smaller store of the town usually commences with one or two lines at a time and gradually branches out as the business and the demand increases.

Wall paper as a paying line to carry, and to specialize on, has so strongly attracted the attention of certain merchants that in the city very many stores carry nothing else, and are among the best paying businesses. And yet in spite of all these, the departmental store wall paper trade thrives and prospers and appears to suffer little from the specializing merchant. A town seldom supports a store confined to the handling of wall paper, and this fact provides for a successful trade in the stores dealing in other lines—dry goods, stationery, grocery and hardware. All of these are finding money in wall paper, but none seems to be better adapted to making the most of it than the general store, particularly the one which already has a housefurnishing department.

Wall paper is essentially a housefurnishing. The man who needs carpets or curtains is, in every case, interested passively, if not actively, in wall paper, and can be counted upon as one on whom wall paper talk will not be wasted. The housefurnishing department in its busy Spring season is entered by hundreds of prospective customers, and almost every one of them is, at the time, buying wall paper for some room. The big advantage which a general store has over any other store which includes wall paper in its stock, is that wall paper can be talked and shown to every one buying Spring furnishings, whereas in the other stores the Spring specialties are either of no account or are not at all connected with housefurnishing, thus not affording an opportunity for the display of the wall coverings carried. This is a very important consideration too, as a customer very often objects to being forced to look at goods which are not in his mind at the moment, and will not spare the time.

The general store with a little rearrangement may discover a corner that can be utilized for the display and storage of wall paper. With the exception of the stationery store it is the cleanest, as a rule, of any of the stores that handle wall coverings, and in the display of such decorations cleanliness is a telling feature in the surroundings.

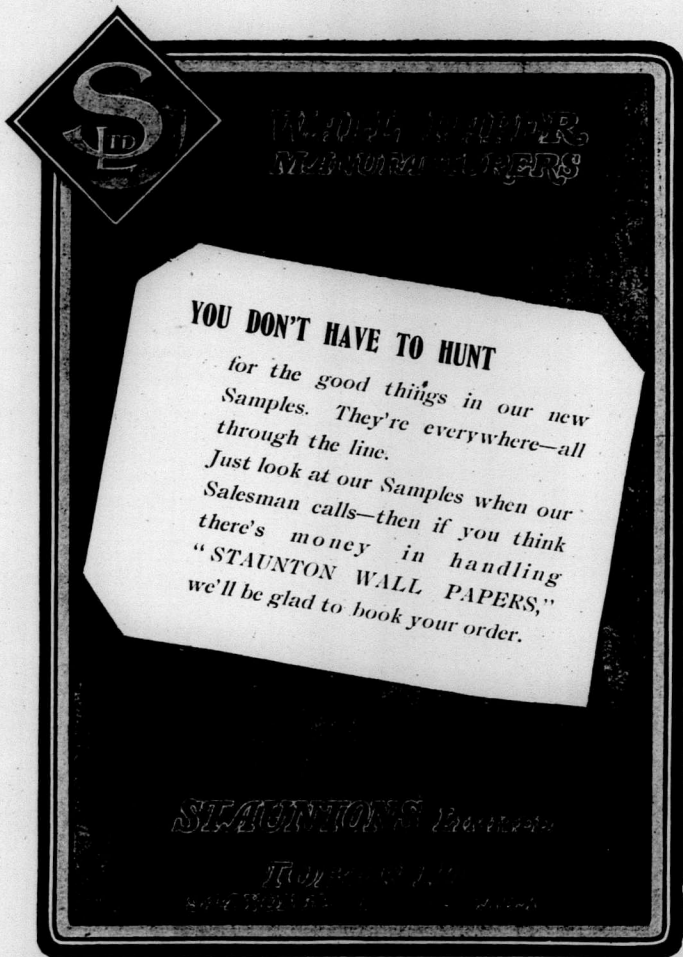
Closely connected as it is with the other lines in housefurnishings, the general store that carries wall paper does not seem to have gone out of its sphere in laying in such a stock, and the feeling is abroad that such a man should know something about this branch, and therefore be able to buy to the best advantage and have on hand the most suitable styles. If a men's furnishing store should attempt to deal in wall paper people would realize that the proprietor was departing from the sphere where his experience amounting to anything, and would know that an unsatisfactory stock would be shown.



Pattern 1484. An effective wall paper manufactured by  
Staunton's, Limited, Toronto.

smaller store of the town or village, where this department is provided for, its success is a matter of self-congratulation. The disadvantages, however, which the smaller store has to overcome, are the limited capital available, the





**YOU DON'T HAVE TO HUNT**  
for the good things in our new Samples. They're everywhere—all through the line.  
Just look at our Samples when our Salesman calls—then if you think there's money in handling "STAUNTON WALL PAPERS," we'll be glad to book your order.


STATIONERS  
TRADE MARK  
STATIONERS

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

### A COMPARISON

**TRASH** A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:  
This is caused by the cheap chemicals which the manufacturer used.

The "Wasp-Waist"  
Cheap chemical.



**QUALITY** A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark **A** on. It guarantees you **A** the best that is made and will satisfy your customers.

The Auer Light Mantle  
Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.  
Write us if you are interested.  
**AUER LIGHT CO., MONTREAL**

## Talk of Good Things, How About Cane's Newmarket Washboards?

They administer to the help and comfort of the housewife and save her pocketbook—easy sellers because they are worthy all through.

- Leader Globe, thin back, light zinc.
- Improved Globe, thin back, medium zinc.
- Standard Globe, thick back.
- Solid Globe, solid one piece back, heavy zinc.
- Jubilee, perforated zinc, oval face.
- Diamond King (Glass).

—ALL MADE WITH IMPROVED TOPS  
—WRITE FOR SPECIAL QUOTATIONS



*United Factories Ltd*

### UNITED FACTORIES, Limited,

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

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

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.



## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### England's Little Bill for Tobacco.

**T**HE British public are greatly increasing their consumption of tobacco. A careful calculation shows that the average consumption of a smoker is 2½ ounces per week. Mr. C. A. Penn, in *The Sovereign*, says that about 56,000 tons of tobacco are imported into Britain every year, and of this 36,000 tons are consumed. Of this only 1,100 tons are foreign cigars, for the pipe is England's smoke.

We are told that about 200,000,000 cigars are smoked annually in the United Kingdom, London alone consuming 1,000,000 a week. The lowest estimate places London's daily bill for tobacco at £15,000. "During an average life," says Mr. Penn, "from seventeen to sixty years of age, it is estimated that a pipe smoker expends £100 on tobacco, a cigarette smoker £330, and a cigar smoker £800, an average of, say, £350 per smoker." These are startling figures. "But what," asks the same author, "are these sums in comparison with the solace to saddened hearts, the comfort to wearied bodies, and the courage and joy to harassed souls and saddened spirits? The golden shekels, weighed against the balmy smoke, fly upwards to the beam; they are nothing in man's sight."

### Snuff Statistics.

**A**TALL, thin man, with a bunch of whiskers sticking straight out from his chin, bought a five-cent package of smoking tobacco in a bustling cigar store yesterday, says a New York exchange, and after looking about the place for some minutes said:

"Boss, ain't you got no snuff?"

"Barrels of it," replied the cigar clerk. "How much worth do you want?"

"How much worth?" repeated the stranger. "How much worth? Why, I only meant a pinch. Up in my town we're not so confounded close. Even old Si Tompkins, who charges a cent for the loan of his Sunday paper, has free snuff on his counter. You folks here in York are meaner'n gar broth."

"Well," said the cigar clerk, "we can't afford to put free snuff on our counter. We have ten customers a minute to serve, and we keep open 24 hours a day. That means that 14,400 men come in here every day, or 100,800 a week. I might say 156,400 a month, or 5,256,000 a year. As

we've been in business here for ten years, we've served 52,560,000 persons, each of whom if entitled to a pinch of snuff, say half an ounce, would have consumed 26,280,000 ounces, or 1,642,500 pounds, which at \$1 a pound would be \$1,642,500. That isn't much, but we really couldn't afford to give it away, for the reason that we pay a dollar a minute here for breathing, and you may not believe it, but the rent of the space occupied by that cuspidor near the door amounted in ten years to \$1,800, and—"

"Here," interrupted the countryman, "gimme one of those five-cent packages of snuff. I'm always willin' ter help a poor man."

And as he wandered out he was heard to murmur:

"One million seven hundred thousand, nine hundred and forty—what did he say? Gee whiz! I'd rather live in the country."

### Pius X. Smokes.

Pius X. smokes, and enjoys the distinction of being the first Pope to make use of tobacco in this form, says a writer in *The New York Tribune*. Both Leo XIII. and Pius IX. were wont to indulge in snuff, but no pontiff has ever until now been known to smoke cigars, like the present occupant of the chair of St. Peter. Indeed, his pronounced fondness

for the fragrant weed is a subject of no little concern to those prelates and dignitaries of the court of the Vatican who regard any breach of etiquette as something akin to a sin. For among the Italian clergy, smoking by those in holy orders is rather discountenanced, and when Pius X. was Patriarch of Venice, his cheerful disregard of their ethics in the matter was wont to disconcert the clerical members of his household, their uneasiness being increased by the fact that the particular brand affected by the Patriarch was that of an exceedingly cheap and to foreigners somewhat unpalatable

All leading Wholesale Grocers  
handle

# SWEET CAPORAL CIGARETTES.

The AMERICAN TOBACCO CO.  
OF CANADA, Limited.

## POPULARITY

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

# "BOBS"

## CHEWING TOBACCO

In 5 and 10c. Plugs.

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

**BOBS is well advertised.**

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

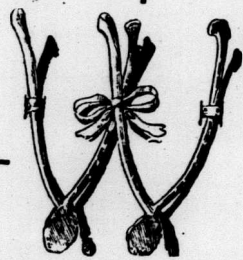
**BOBS is A BIG PLUG FOR  
LITTLE MONEY**

Made by

THE EMPIRE TOBACCO CO.,  
LIMITED

MONTREAL, QUE.





Would you accept

an assortment of a thousand or more of my Cigars if sent you "on trial," without even express or freight charges?

I make you that offer to-day, if you'll give them a good test in your show case.

State colors wanted. You may have 30 days in which to discount your bill.

And any time within 6 months afterwards

I'll send you your money back if you wish to return the cigars.

Payne's "Pharaoh" Accept?

J. Bruce Payne, Limited,  
Granby, Que.

# KWALITY

is what a man expects for his money. He gets it every time he buys

**KIM HAROLD H. AND LA FAMA** } **CIGARS**

and that is what

# KOUNTS

**BRENER BROS.**

Cigar Mfrs., LONDON, CAN.

**T. & B.**  
**10c.**  
**Plug.**

Put that in your pipe and smoke it.

The man who smokes T. & B. Tobacco knows a little more about Tobaccos than the man who contents himself with poorer makes that cost the same.

The grocer who sells T. & B. Tobacco knows his business.

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





OUR "CORONATION."

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

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

**Dominion Show Case Co.**

53 Richmond St. East, TORONTO.

## Queen's Navy

Cut plug smoking,  
The grocer's favorite,  
Sells easily,  
Pleases mightily.

**ERIE TOBACCO CO.,**

Limited

WINDSOR, ONTARIO

HORROCKS'

**RONTO**

Smoking  
Mixture

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

## We, the men who make it,

believe in our tobacco. Do you suppose for one moment that we could or would make a poorer tobacco than a competitor? What's the use of our being in the business unless we are first? It is this point of view that has sent our tobaccos into every nook and corner of the Dominion.

**CHEWING**

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

**SMOKING**

{  
- Tonka  
- Solid Comfort  
- Pinchin's  
- Hand-Made

**The McAlpin Consumers Tobacco Co., Limited, Toronto**



## TOBACCOS AND CIGARS

The  
Canadian Grocer

cigar bearing the name of that Italian statesman, Cavour, who, while regarded as the founder of the unity of Italy, is looked upon at the Vatican as the originator of that policy which culminated in the loss by the Holy See of its temporal possessions.

These facts go to confirm the assertion frequently made since the last conclave that Pius X. is the most human Pope who has occupied the chair of St. Peter in modern times, and will tend to create a fresh bond of sympathy between the Holy Father and the numerous members of the Roman Catholic clergy in this country who see no harm in seeking solace and innocent enjoyment in a cigar, or even a pipe. It will certainly relieve their minds to know that there is no danger whatsoever of Pius X. reissuing the bull against the use of tobacco sent forth by Pope Urban VII.

### The Fatuity of Fame.

The great statesman sat alone in his study, gloomily thoughtful. He had just returned to his home after delivering a speech which had been thunderously applauded. His reception had been indeed an ovation, but it brought no joy to him.

"What's the use of it all?" he murmured, with a sigh. "Men think that I am happy because I have youth, fame, vast wealth, and a dazzling political future. Ha! ha!

"Little they know of the anguish of the man who, having these things, is denied the one fond desire of his heart.

"Youth! That will soon be gone. Wealth! A turn of the market may carry it away. Political future! Who can tell what changes a year may bring forth?

"Fame? Ha! ha! What does my fame amount to? The greatest statesmen of the country hang on my words when I speak, and I sway the multitude as I please. But, fame, real lasting fame, my one all-devouring desire is denied me.

"No manufacturer has given my name to a five-cent cigar!"

### Grandas Manana Cigars.

At a meeting of The Granda Hermanos Co., manufacturers of the "Grandas-Manana" cigars, held at the Windsor Hotel, Montreal, last week, the following officers were elected: N. Michaels, president; Morris Michaels, vice-president; and Max Boronow, sec.-treasurer.

The report of the business for the first quarter of the fourth year of the existence of this company is more than satisfactory, the sales of these three months showing an increase over the first six months of the previous year, or, in other words, an increase of over 100 per cent.

What seemed to please the directors more than anything else was the statement made by Mr. N. Michaels that the special train carrying the Manufacturers' Association to the coast was equipped with the highest grades of "Grandas-Manana" cigars.

### Tobacco.

"When life was all a summer day,  
And I was under twenty,  
Three loves were scattered in my way—  
And three at once are plenty.  
Three hearts, if offered with a grace,  
One thinks not of refusing;  
The task in this especial case  
Was only that of choosing.  
I knew not which to make my pet,  
My pipe, cigar, or cigarette.

"To cheer my night or glad my day,  
My pipe was ever willing;  
The meerschauum or the lowly clay  
Alike repaid the filling.  
Grown men delight in blowing clouds,  
As boys in blowing bubbles,  
Our cares to puff away in crowds,  
And vanish all our troubles.  
My pipe I nearly made my pet,  
Above cigar or cigarette."  
Henry S. Leigh.

### As it Should Be.

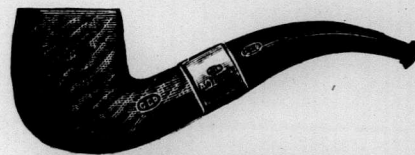
On Monday last one of the leading wholesale tobacconists of Toronto informed THE CANADIAN GROCER that one of his travellers had been telling him a few days previously of the large number of grocers who had lately made the addition of a cigar and tobacco department, and what an important change it was already making in his sales in his territory.

In addition, he had also expressed the opinion that the time was not far distant when the great bulk of the cigar and tobacco business would be placed through the medium of the grocery trade.

As to our own opinion, leaving the straight tobacco dealer out of the question, we cannot possibly understand why in many towns and villages the druggist and the barber should be allowed to grasp at a profitable line of business which properly belongs to the retail grocer.

### German Tobacco.

Government reports show that there are in the German Empire 120,000 tobacco planters who, in 1901, cultivated a plot equal to 1,700,000 acres, and raised 40,000,000 kilograms of tobacco. The value of this crop amounted to 34,000,000 marks (\$6,800,000). Germany imported from foreign countries during the year tobacco valued at 120,000,000 marks



# PIPES.

FALL IMPORTATIONS  
JUST ARRIVING.

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

ALL CANADIAN WHOLESALE  
GROCERS SELL

McDougall's Scotch Clay  
PIPES.

(\$24,000,000). The bulk of German tobacco is raised in Baden, where the crop averages a value of 15,000,000 marks. Bavaria's crop usually averages 4,000,000 marks, while that of Alsace-Lorraine averages 3,000,000 marks. Practically every district in the empire raises more or less tobacco, as shown by Rudolstadt, which raised 2 kilograms, valued at 1 mark, and Schleswig-Holstein, where a crop of 32 kilograms, valued at 23 marks, was raised.—Smoker's Magazine.

### Puffs.

Husband—"How much do you pay for embroidery silks?"

Wife—"Oh, about ten per cent. of what you pay for cigars, my dear."

Boy (with big cigar to boy smoking a cigarette)—"I'll be glad to see de day, Harold, when youse gib up dose perneeshus cigarettes and smoke segars like a man."

### Tobacco Notes.

Mr. W. H. Skelly, cigar manufacturer in Galt, has assigned to W. D. Card. The liabilities are about \$5,000.

Horrocks, of Toronto, the manufacturer of "Ronto," added 10 cigar makers to his staff last week to meet the demand for this cigar.

Mr. F. C. Davis, of Toronto, who represents J. M. Fortier's cigars in Western Ontario, was a recent visitor to Montreal and starts out well equipped for Fall business.

Mr. L. A. Nauer, manager of the newly established Padrone cigar factory, which he is opening at Portage la Prairie, is in Winnipeg arranging with the customs authorities to have Portage la Prairie made a port of entry for tobaccos.



## 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, CANADIAN GROCER.

### It isn't Always the Advertisement that is Wrong—Oftentimes it is a Poor Business Back of the Ad.

**I**T makes no difference what the size of a business may be, experience has proved that generous advertising will bring a crop of sales as surely as generous culture will bring a crop of grain. There is no guess work about it.

There is just one condition—the advertised thing must be worth the attention of buyers.

For most retail businesses there is but one perfectly satisfactory advertising medium—the daily newspaper.

No matter what the nature of a community is, if a newspaper has a chance at the people it sorts them out as certainly as if they were put through a mental sieve.

The progressive, enterprising, wideawake, money-spending, life-enjoying citizen, wherever he is, is always hungry in the head—he wants his paper.

The pinch-penny, slow-going, yesterday man, the too-poor or the too-mean-to-buy, are seldom in possession of a newspaper.

Put an advertisement before the readers of your local paper and you take the cream of the population. You go straight home to the people who can buy and who are ready to buy.

That's one side of it. The other is the merchant's side. He, too, must be wide-awake. There's no use in lugging a hide-bound business in a moss-grown way before such a constituency.

The public likes a pusher. People always like to go where crowds are. It is human nature. A busy merchant never lacks for trade; an indolent one seldom gets his share. If you are not naturally energetic, cultivate energy. Give the public the impression that you are a hustler, and that you have firmly made up your mind to get your share of its trade—and as much more as possible.

Keep your eyes open to what is going on around you and your ears ever ready to hear the demands of the times. Lead—don't follow. Keep your store as up-to-date as you can, and never fall in a rut.

Don't stick to the same old methods and the same old stock all the time. Something new is the breath of life to the retail store—freshness in goods and methods is the best of all advertising.

Always be doing something new. If you try you can instil push into everything you

come in contact with. No storekeeper is fair to himself or does justice to his business who doesn't push six days in the week and fifty-two weeks in the year.

Don't sit calmly down when the "dull season" comes and fold your hands and wait for "better times." Make the better times during the dull seasons. The modern merchant knows no dull seasons. He realizes that lulls in trade are apt to come during the late winter and summer, but he is ready for them and always has plenty to keep him busy in the slackest parts of the year.

He mixes a little more energy with his business, appropriates a little larger per cent. of his profits for advertising and looks the slack times in the face. This man has

#### THE CLEAN GROCERY

Phone 299

#### YOUR PICKLING WANTS

You want your PICKLES, CATSUPS, RELISHES, etc., to be the delight in goodness they should be. Then you should have your wants in

SPICES, ground or whole  
VINEGARS, white wine, cider, English malt  
TOMATOES, firm and ripe, 25c. a basket  
ONIONS, white pickling, 10c. a quart  
CAULIFLOWER, choice, full, white, 5, 7, 10c.  
CELERY, 5 and 10c.

supplied by MYERS. Now is the time, before the frost shortens the supply of tomatoes. Everything guaranteed to be the best and at quick selling prices. TRY US.

L. W. MYERS & CO.

67 ONTARIO STREET

no time to complain and is too busy to realize that others are having a hard pull. Usually he never experiences a "dull season." He is a pusher, therefore he is successful.

There is a tendency to magnify the art and darken the mystery of advertising. An advertisement in its best form, most wisely placed, is simply the result of an exercise of common sense, based on experience.

A really good advertisement of a worthy article never fails when put in a reasonably proper medium. The newspaper-reading public responds with marvellous promptness and unanimity to any deserving advertisement. Even if it is crude in form, awkward in expression, ragged in get-up, so there's a streak of honest thought and good intent running through it, all else is overlooked.

#### Advertising Deeds.

One of the first acquaintances I made through the medium of this department in THE GROCER, L. W. Myers & Co., of Stratford, have sent me a copy of a small store paper which they are now publishing, and also a specimen of the kind of newspaper ads they are running.

They tell me that they feel sure the store paper is going to prove a very profitable medium—this being the second number they have issued—and they have accordingly cut down their advertising in the local papers, to make up the cost of publishing the paper, I presume.

This idea of the store paper is a dandy one for any grocer. While it hardly takes the place of the newspaper advertising, it makes a very effective and profitable adjunct thereto.

It is a pretentious form of circular, going more into detail regarding the goods advertised, advertising more goods, and advertising them regularly—every month, or every week, just as often as the paper is issued.

I have a few specimens of grocers' store papers on hand and will be glad to send one to any of my readers who would like to get a few ideas along this line. Enclose postage when writing.

The paper L. W. Myers & Co. have sent me is a four-page affair, size about 7x9. It is interesting so far as it goes, but it doesn't go far enough. I would have you either say more about what you do advertise, or else advertise a greater variety of goods.

Maintain the idea of the "news" paper throughout—make it as chatty and newsy as possible. Don't confine it entirely to quotations on goods, or talk about special sales. You might give a little talk on how things are going in the store—take for example "With Everybody's Publishers" which appears in Everybody's Magazine each month.

Keep an eye open for new wrinkles in cooking—have a scrap book for these, and when you come to advertise your different lines of goods occasionally mention a way to prepare them. Better still to have a regular column devoted to new receipts and ask your customers to contribute to it. You might even have a prize contest in



# GOODWILLIE'S FRUITS

are known everywhere by their  
Delicious Flavor and High  
Quality, and will be more in  
demand this season than ever.

Have you secured a stock  
of this line?

**ROSE & LAFLAMME,**  
AGENTS,  
MONTREAL.

*"Not what is said, but what is done,  
is to be regarded."*  
Said the old sage.

## **PATERSON'S CAMP COFFEE ESSENCE**

has made a reputation that makes constant  
sales—surely an achievement. The old sage  
knew his business.

ROSE & LAFLAMME, Agents,  
MONTREAL.



# **Brand's** Al Sauce

is the climax of  
perfection.

—a fine tonic  
—and digestive

and

a rapid and profitable  
seller. **Try it.**

FOR SAMPLE AND QUOTATION WRITE

**I. S. WOTHERSPOON,** (Sole Agent)  
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

**BRAND & CO., Limited, MAYFAIR, LONDON, ENG.**

## **I. S. WOTHERSPOON**

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

# **Grimble's**



# **Vinegar**

has gone astray.

—Drop another card and  
—your sample will come.

**Brewery: LONDON, England.**

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



order to secure receipts—but you'll have to work the details of such a scheme yourself.

Regarding the typographical make-up—I would devote the first page to your editorial talk as you have done in this issue, perhaps including a Table of Contents which would bulletin your "specials." Have all your headings the same style type and the paper will present a much neater and more uniform appearance.

Make mention of all the new things as they arrive at your store, treating such things as news.

I would suggest using a column for each department of your store—or as much of one as is required, confining all mention of such goods to that part of the paper. I notice in the paper before me that you announce on the first page that you are going to instal a regular provision counter in a week or so, and on the last page you advertise a "provision department." Why not have connected these two items in some way in one column?

I also notice that the paper is not dated, though it supposed to be published monthly.

Altogether this is a fairly good little paper, and I have no doubt the next issue will be much better.

The newspaper ad. is in line with those last sent me and is reproduced herewith.

#### THE MANUFACTURE OF FLAVORING EXTRACTS.

By Dr. V. C. Price.\*

THIS is a commercial age. From all sides, sneeringly, energetically, and triumphantly, it has been proclaimed until it has become a truism. Commercialism rules, and why not? History should find in this age as much of honesty, integrity, knowledge, and progress as in any other age. It is impossible to refrain from reiterating the power for good which is in the hands of the members of the National Association, or confirming the evidences of advancement already made. The manufacture of food products, one of the greatest, if not the greatest, factor in commerce, has been elevated by this association until it has come to be classed by many as among the professions. This is as it should be. Humanity depends upon its food. It advances mentally, physically, morally, according to what it eats. Its progress is virtually in the hands of its food manufacturers. They should feel the want of their responsibility, the honor of their calling, and be made to recognize the power to legislate against ignorance, carelessness, and dishonesty.

A few years ago the flavoring extract was considered a luxury, used by a few. To-day it stands as one of the household necessities, entering largely into the daily diet. In no food product is there a greater chance for adulteration

\*Paper read before the National Dairy and Food Convention.

than in extracts, or a better opportunity for the skill and knowledge of a chemical expert. Much has already been said concerning the manufacture of flavoring extracts. Much remains to be said before the subject is exhausted. What seems most necessary just now is to point out the possibility of their manufacture, as pure with an increase in strength, wholesomeness, and economy, and their manufacture, as adulterated, which renders them injurious to health, unwholesome, and impure. A safeguard to the manufacture of the pure article, is a careful discrimination between the words, "extracts," "essences," and "mixtures," or an insistence upon the proper labeling so that "those who run may read."

Lemon extract, which, with vanilla, forms the staple extracts on the market, is one with which every housewife is conversant, and yet few appreciate or understand the extreme care required in extracting the essential oil, a distinct commercial article. The oil is extracted from the peel by two methods—the hand or cold process, which is both expensive and laborious, and the distilled process, which liberates the oil by rubbing the lemons on a coarse grater, after which the peel is distilled. In the first or hand process, it takes one thousand lemons and two days hand labor to extract one pound of oil, but the result pays, for the essential oil obtained has the natural yellow color and a powerful lemon odor. This, in combination with the peel, makes a strong, effective extract without the necessity of aniline or coal tar dyes for coloring purposes, or oil of turpentine for cheapening, for in strength there is economy.

In regard to vanilla, the first consideration is in the bean. There are, as you know, vanilla beans and vanilla beans, differing in quality and commercial value. There is no flavoring extract in the market more delicate, agreeable to taste, and universally used than vanilla. Good extract is impossible unless the best Mexican vanilla beans are used, properly cured and aged, the flavor and natural color extracted, and allowed to stand for at least one year to mature. A distinguishing feature of the pure, true extract is that it has not a decided taste or smell, as compared to the strong rank smell of extracts made from the inferior bean, or vanillin or coumarin substitutes. It does not deteriorate with age but is improved by it, which is impossible to the fraudulent articles called "Vanilla."

Casting aside all ideas of a business or sentimental purpose, looking from a purely hygienic standpoint (and here business and sentiment are allied) the people of this or any other country are best protected by an insistence upon pure food products, by the condemnation or extinc-

tion of fraudulent articles, fraudulently labeled; by the careful investigations of skilled commissioners to prevent deception and fraud, and by legislating, if necessary, against the use of all and every deleterious ingredient in food products.

#### PROFITABLE READING.

The following letter just received at this office is self-explanatory:

BRANDON, Man., Sept. 15, 1903.

Editor CANADIAN GROCER:

Dear Sir,—Speaking of THE CANADIAN GROCER to one of my customers in Pincher Creek, he told me that by reading it last year he was enabled to save three hundred dollars in the purchase of his canned goods.

Wishing that publication every success.

Respectfully yours,

W. T. BAIRD.

Representing Lever Bros. (Sunlight Soap) in Manitoba, N. W. T. and B. C.

#### BREAKAGE IN FRUIT JARS.

Editor CANADIAN GROCER:

Dear Sir,—Re breakages in fruit jars. This commodity, which, during the past few years has had an enormous sale, is one that in the majority of cases returns no profit to the grocer, as between the cutting of prices and breakages on the railway there is nothing left for him. The railway companies claim the packing cases are so fragile they will only take such goods at the owner's risk, but say that whenever the shippers see fit to enclose such goods properly packed they will then assume the liability. Would it not be far better for the retailer to pay a little more for the fruit jars and have them come in good order than submit to the horrible loss he is now sustaining?

CITY TRAVELLER.

#### THE BAILEY BROOM CO.

The Bailey Broom Co. is the title of a new company in Kingston, Ont., manufacturing brooms. W. R. Bailey, who retired from business some years ago, re-enters the field, taking up the interests of the old W. Bailey Co. and combining with Lee & Hugh, who have been in the same business in Kingston. The company acquired The Imperial Oil Co.'s site and are erecting a modern brick factory and are installing it with the latest and most improved machinery throughout. They will have some 6,000 square feet of floor space for manufacturing, and storage houses for twenty-five car loads. It is interesting to note that the name "Bailey" has now been associated with brooms for over half a century. The company intend later to go extensively into the manufacture of wood handles for export trade.



### To Manufacturers' Agents

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

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

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

### YOU CAN TRUST

your parcels to be delivered in good condition when our brown or manilla wrapping papers are used. Durability and strength make these papers very satisfactory.

MADE IN CANADA.

CANADA PAPER CO., Limited  
TORONTO and MONTREAL

## THE London Directory

CONTAINING over 2,000 pages of condensed commercial matter, enables enterprising traders throughout the Empire to keep in close touch with the trade of the Motherland. Besides being a complete commercial guide to London and its Suburbs, the London Directory contains lists of:—

### EXPORT MERCHANTS

with the Goods they ship, and the Colonial and Foreign markets they supply;

### STEAMSHIP LINES

arranged under the Ports to which they sail, and indicating the approximate sailings;

### PROVINCIAL APPENDIX

of Trade Notices of leading Manufacturers, Merchants, etc., in the principal provincial towns and industrial centres of the United Kingdom.

A copy of the 1904 edition will be forwarded freight paid on receipt of Post Office Order for £1.

The London Directory Co., Ltd.

25, Abchurch Lane, London, E.C., England

# 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.



## Maple Syrup

Quality the very best. Package the neatest. The "EMPRESS" BRAND put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

## "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.

### A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of \$2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.



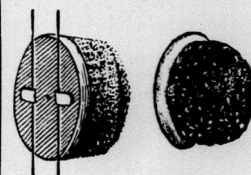
### IF A MAN WANTS CREDIT

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.

### 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.



## TANGLEFOOT

SEALED STICKY FLY-PAPER.

Flies spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.





As near to the "home-made" as possible is the aim of

## SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

### FRANK MAGOR & CO.,

DOMINION AGENTS,

403 St. Paul St., MONTREAL.

## We Challenge

the grocery trade to show a better selling article or one more generally satisfactory than



**COW BRAND**

There is nothing "just as good," and nothing to take its place. We're doing more business to-day than ever before.

JOHN DWIGHT & CO., MANUFACTURERS.

## Current Market Quotations for Proprietary Articles

October 1, 1903.

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

### Baking Powder.

Size	Per doz.
Cook's Friend	\$4 40
Size 1, 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, " "	2 40
5-lb. " "	14 00

W. H. GILLARD & CO.

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

### EMPERIAL BAKING POWDER.

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

### MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	5 lb.	\$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 50
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	



### JERSEY CREAM BAKING POWDER.

2 1/2 doz. in case	\$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

### OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	50

Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1 lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pkgs. in a case.	78

### ROYAL BAKING POWDER CO.

Sizes	Per Doz.
Royal Dime	\$ 1 00
" 1 lb.	1 60
" 6 oz.	2 25
" 12 oz.	2 90
" 1 lb.	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
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

### Blacking.

HENRI JONAS & CO.

Jonas' Blacking	Per gross \$9 00
Froments	7 50
Military dressing	24 00

### Blue.

Keen's Oxford, per lb.	\$0 17
In 10-lb. lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5-lb. box	0 16
Gillett's Mammoth, 1 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 0 10

### Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz.; or 1/4 gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12	1 50
1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-	
lb. box of 12 doz. buck	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 35
" " " " B, 4 " "	3 95
Boeckh's Bamboo Handles C, 3 strings	3 70
" " " " D, 3 " "	3 50
" " " " F, 3 " "	3 20
" " " " G, 3 " "	2 95
" " " " I, 3 " "	2 60

### CANADIAN BROOM CO.

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

### Canned Goods.

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

Per case, 100 tins.	
French Peas, Delory's	
Moyen's No. 2	\$9 00
" No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
1/2 Rolland	9 50 10 00
1/2 Delory	10 50
1/2 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
Tilbon's Oats, 2-lb. pkgs., per case.	3 00

### Chocolates and Cocoas.

THE COWAN AND CO., LIMITED.	
Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" 1/2-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, 1/2-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 25
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
" 1/2's	4 50
" 1-lb. " "	8 25
Homoeopathic, 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

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

Mott's Broma	Per lb. \$0 50
Mott's Prepared Cocoa, 1/2's and 1/4's boxes	0 28
Mott's Breakfast Cocoa, 1/2's in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 25
Mott's Navy Chocolate, 1/2's in boxes	0 27
Mott's Cocoa Nibbles	0 35
Mott's Cocoa Shells	0 65
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

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



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

Our **CROWN** Brand  
**SYRUP**



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

It is the purest Syrup in Canada.

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

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

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, QUE.

**Cocoanut.**

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

**Condensed Milk.**

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



**Borden's Condensed Milk Co.**

"Eagle" brand	\$1 65
"Seal" brand	1 30
"Borden's" brand evaporated cream	1 02

**Canadian Condensed Milk Co.**



"Dominion" brand, cases 4 doz. (18 lb. net) 5 50

**Coffee.**

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

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

**JAMES TURNER & CO.**

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

**E. D. MARCEAU, Montreal.**

"Old Crow" Java	\$0 23½
Mocha	0 23
"Condor" Java	0 27½
Mocha	0 27½
15-year-old Mandehing Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec	

**Cheese.**

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

**Coupon Books—Allison's.**

For sale in Canada by The Ely Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

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

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

**Cane's Clothes Pins.**

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

**Cleaner.**

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

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

**Extracts.**

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

**Food.**

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

**Jams and Jellies.**

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

Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	\$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

**Pure Fruit Jams**

1 lb. glass jars, 2 doz. in case, per doz.	\$0 55
2½ lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate	0 06
7, 14 and 30 lb. wood pails	0 06
Pure Fruit Jellies	0 06
1 lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30 lb. wood pails	0 06
Home Made Jams	
1 lb. glass jars (16 oz. gem.) 1 doz. in case	1 50
5 and 7 lb. tin pails	0 09
7, 14 and 30 lb. wood pails	0 09

BRAND & CO.

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

**Licorice.**

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

**Lye (Concentrated).**

GILLET'S PERFUMED.	
case of 4 doz.	per case \$3 60
3 cases	3 50
5 cases	3 40

**Mince Meat.**

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

**Mustard.**

COLMAN'S OR KEEN'S.	
D.S.F., ½ lb. tins	per doz. \$1 40
" 1 lb. tins	2 50
" 1 lb. tins	5 00



