

**PAGES
MISSING**

A new line for Fall

Instant Powdered



This is put up in packets of
1-doz., making 1-quart of
rich **Gelatine**.

It dissolves **instantly** in hot
water.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

Pure Cane.

Consumers are becoming more critical in their tastes every day, and, more than ever before, are insisting on the best of everything. Sugar is an article very easily judged by the average housekeeper; keep up your reputation for fine goods.

ST. LAWRENCE EXTRA GRANULATED

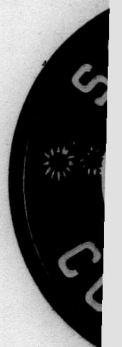
is perfection. Made from pure West India cane sugar. No blueing at all used in its process of manufacture.

The St. Lawrence Sugar Refining Co.,
Limited,
MONTREAL.

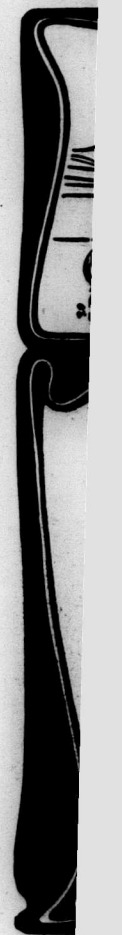
ARE YO



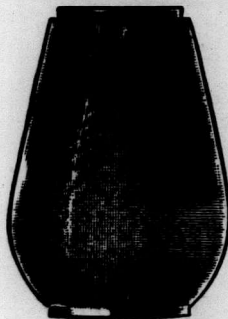
THE SYD



LOND



ARE YOU USING OUR

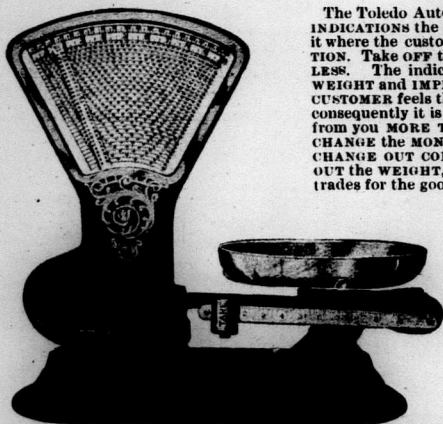


Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG Limited



MERCHANTS.

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

MADE IN CANADA.

Drop a postal asking for Catalogue to

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

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



QUALITY FIRST

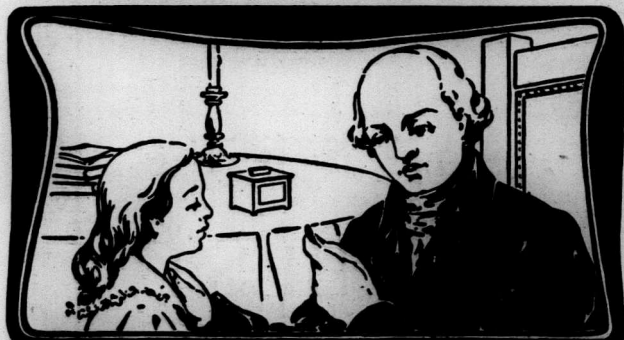
Schepp's Coconut.

Packages and Bulk
The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.
NEW YORK.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.



Saving Pennies

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

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

KEEP IT EVER BEFORE THEM.

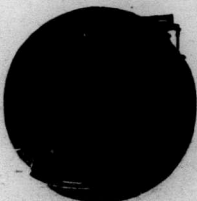
They can make your business blossom like a rose.

A DAYTON MONEYWEIGHT SCALE

does all this more effectually than anything else.

Ask Dept. M. for catalogue.

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



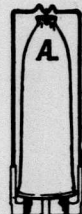
A Statement of Facts.

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.



We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.

Our trade mark **A** is on the best mantles.



We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.	Coal Oil Mantles.
Oil Gas Mantles.	Gasolene Mantles.
High-Pressure Mantles.	Acetylene Mantles.

In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.



JAPAN TEA

goes well

because it is the
BEST



A Japanese Tea-House Garden.

MO

MO

THE

CO



LOC

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

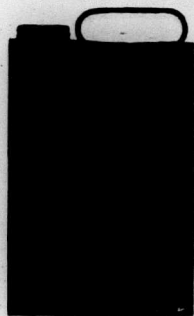
The Baker, Leeson Co., Vancouver

LOOKING INTO THE FUTURE

what do you see? A mighty struggle for the almighty dollar.

Competition is becoming keener and keener. The grocer who handles the goods that give satisfaction gets his competitor's customers nine times out of ten.

**"Imperial" Brand
Maple Syrup**



is a business getter for you. It holds your customers because of its **UNIFORM HIGH QUALITY.**

ROSE & LAFLAMME, Agents,
MONTREAL.

**PATERSON'S
WORCESTER
SAUCE**



GOOD VALUE.

100 cents worth of real solid sauce satisfaction has given Paterson's the high reputation it possesses.

ROSE & LAFLAMME
Agents
MONTREAL.

CEYLON

The fine delicate aroma and flavor of Ceylon Tea has made it the favorite tea of the Canadian people. No other tea approaches it in popularity.

A
wise
grocer
will
give
his
customers
what
they
want.
If
you
wish
to
retain
your
custom
and
build
up
your
trade
stock
up
with

**Ceylon
Black and Green.**

Black and Green.

Some Salmon Sellers.

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



Maple Leaf Salmon

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



Low Inlet Salmon

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

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.

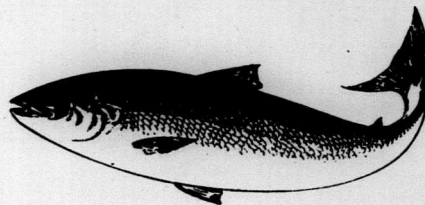
Sufficient copy for a year's advertising, allowing two ads a week—a lot of bright remarks suitable for ad headlines, show cards, etc., and an introductory talk on best methods for grocers.

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

SEND A DOLLAR FOR A COPY—NOW.

**MacLean Publishing Co.,
TORONTO.**

SOCKEYE SALMON



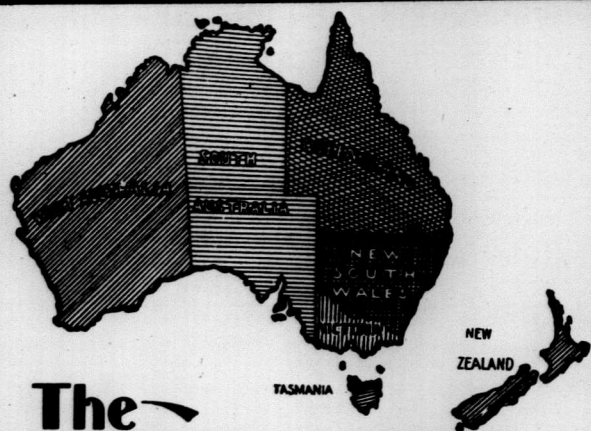
"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



The Australasian Grocer

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

Subscription \$2.50 per Ann.

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

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

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

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

Specimen Copies Free on Application.

Lytle's

Mince Meat

is the reliable kind.

The rapid sale of our Mince Meat speaks volumes for its quality. No good cook will risk a questionable Mince Meat in her pies. Sell her the reliable kind and count on a future demand.

Put up in convenient sized fibre and wooden pails.

The T. A. LYTLE COMPANY, Limited

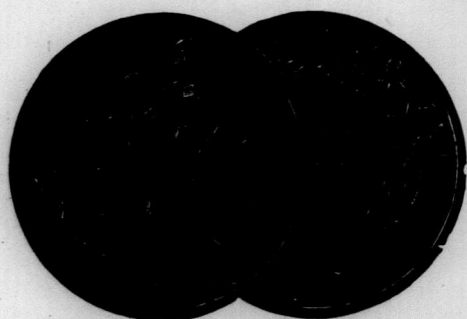
124-128 Richmond St. West, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire

SAUCE

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited,

WORCESTER, ENGLAND.

THE CANADIAN GROCER

Has stood
the test
of every
climate.



Purest
and best
for all
purposes.

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

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

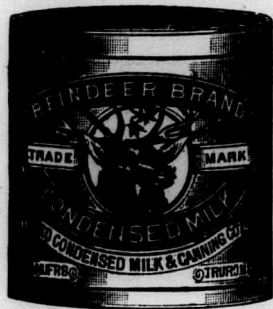
Home Office and Address:

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

Correspondence and trade orders solicited.

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

FALL TRADE



Cold weather is upon us, and the summer fly has left us, and you are now perfectly safe in stocking freely, and displaying on your shelves without fear of labels being spoiled.

**Reindeer Condensed Milk
Jersey Evaporated Cream**

ARE ALWAYS RIGHT.

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

Notwithstanding Short Pack

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

TOMATOES, CORN and PEAS.

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

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

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

LEES AND LANGLEY.

Canada's Ideal

Worcestershire Sauce.

MALAGA FRUITS.

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

◇ and ATLAS PEELS, are brands of superior quality.

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

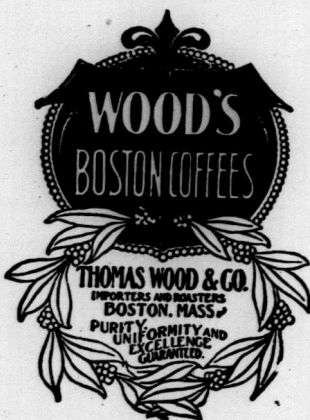
The above are only a few of the many attractive lines of seasonable fruits we have to offer the wide-awake grocer.

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

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

Branch CANADA GROCERS LIMITED.

FOUR QUESTIONS—ONE ANSWER.



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

You have the business field mapped out before you in these queries.
You need not waste time in hard study behind a knitted brow to get the answer—

WOOD'S COFFEES.

THOMAS WOOD & CO.

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

Rice

JUST ARRIVED.

Patna No. 1 - 4¾ c.
Fancy Patna, - 5¼ c.
Diamond Bright, 4¼ c.

The latter is fine quality and equal to a Japan

Brazil Nuts

SHIPMENT NOW HERE.

We quote, - 11¾ c.

Tea

Market is still advancing. We have large quantities coming on. It will pay you to get our prices and samples.

CLEANED

Currants

Greek dry cleaned just to hand. Quality fine and prices are right.

Salmon Salad Brand

\$3 30 per case.

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main.
870 ..

48 WELLINGTON ST. EAST, TORONTO.

THE MANUFACTURERS AND THE GREAT WEST

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

(Continued from last issue)

IN the last two issues of "The Grocer" a couple of pages have been devoted to the impressions of the Great West as received by some of the gentlemen who crossed the continent with the Canadian Manufacturers' Association. In this issue these impressions are continued. The questions submitted to the excursionists by "The Grocer" were as follows:

QUESTIONS SUBMITTED.

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

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

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

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

S. D. Joubert, of H. Lamontagne & Cie., Montreal.

First. What impressed me most is the great future for business we people of the east have in Manitoba and the Northwest Territories, but at the present time, with their small population, the placing of goods by manufacturers and jobbers is overdone, hence the keen competition which results in reducing the legitimate profits that a manufacturer must make, and is not in accordance with the heavy travelling expenses. As for British Columbia, better leave it alone for the present.

Second. I consider that there is no advantage whatever for manufacturing establishments in the West for ten or twelve years to come. Let it be an absolutely grain-producing country, so that the farmers' sons may not be tempted to leave the beautiful fields for the smoky cities.

Third. By getting cheaper transportation rates, and keeping their goods constantly on the market, and doing all in their power to improve in quality and finish.

Fourth. I leave this question in better hands than mine, but would say that a G.T.P. road would bring a wonderful result in the development of all that western country.

John Bertram, of The John Bertram & Sons Co., Limited, Dundas.

Regarding your first question I may state that going over the ground twelve years ago gives me more advantage than if it had been a first trip. Taking the Great West as a whole the progress all along the line is unmistakable. This is evidenced by the great growth of all the business centres, particularly Winnipeg, Portage la Prairie, Brandon, Calgary and Edmonton, and others, while Vancouver has tripled itself since I saw it in 1891. This means that back of all these growing centres there is an immensely increasing productive element, and business men seem to be pushed to the utmost to cope with the rapid increase.

Regarding your second question, I think that for some time the Prairie Provinces will not manufacture the great staples needed, such as harvesting machinery, but I find at Winnipeg and other centres some very fine machine shops, well equipped for light and heavy structural work, as well

as for repair of engines and harvesting machinery. But I find, regarding Vancouver and Victoria, some live companies going largely into steamboat building and marine repairs, and as a large amount of machinery for these is being made in Britain, I could see plainly that in the course of a few years nearly the whole of these boats will be made in the above ports and cite the case of the C.P.R. steamer "Princess Victoria," with engines of 6,000 horse power, and able to attain a speed of twenty-three miles per hour. The engines for this steamer were built at Newcastle, England, and the boat at the coast, and to handle the machinery, plants had to be used nearly reaching the manufacturing point.

Regarding your third question, I may say that we saw a great deal of American harvesting machinery, but this will soon right itself, as the importing firms are now building extensive works at Hamilton and elsewhere, which will insure to Canada this large internal trade, but I think that a higher duty would have more quickly emphasized the location of American industries here.

As to your fourth question, I am not prepared to give a detailed answer, but only state that the business men in the east stuck loyally to the first inception of railway communication from ocean to ocean, which, to a certain extent, made the West what it is to-day, and I have no doubt that they will do their part in the present railways now projected and building across the northern part of the continent. There is one point which might be enlarged upon, and that is the large amount of American silver in circulation in the Northwest and British Columbia. These pewter cartwheels were everywhere and suggested to our tourists the necessity of buckskin pockets to take change. What the cause is for this influx it is for the financial men to say.

Just another word outside of your questions, and that is that the tourists on the manufacturers' train were received with open arms and a hospitality they were not prepared for in every city and town, and handshaking was the order of the day as old friends met.

Lloyd Harris, of Harris, Cook & Co., bankers, Brantford.

First. What most impressed me from a business standpoint on our recent excursion to the Pacific coast was the extraordinary purchasing power of the people of the West. I had heard it said that the income of the people in Manitoba and the Northwest Territories is larger per capita than in any other part of the world, and, judging from the large purchasing power they have, and the desire on their part to buy the best class of goods available, I think this must be correct.

Second. My opinion as to the future of Manitoba and British Columbia as manufacturing centres is that British Columbia and the western parts of the Northwest Territories must eventually develop large manufacturing industries for the reason that raw materials will be plentiful and cheap. In Manitoba they are not so well situated, as the transporting of raw materials and fuel will always be a serious question, so that the natural situation for industries will be nearer the base of supplies for the raw materials, and this will be found in great abundance in the

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **TINS**
GUARANTEED TO THE TRADE



DURABLE
3000 TONS SOLD

STOVE POLISH
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

eastern part of British Columbia, and also cheap power should be available in that section. As soon as the population of the Territories warrants it, I have no doubt but that many manufacturing industries will be started in that section of Canada, as, if the market is available, those situated there would have a tremendous advantage over those in the eastern part of Canada.

Third. The manufacturers of the east can secure a large share of the trade of the Great West, some of which is now going to the United States, by simply going after it, and when they have got it, taking care of it. I was impressed with the fact that the western people want Canadian goods if they can get them, and it is up to the manufacturers in the east to supply them with the goods, but they must get the trade and supply the goods which are demanded the same as is necessary in doing business anywhere.

Fourth. The business men in the east can best assist the people in Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country by going out and studying existing conditions, and by getting an intelligent idea of the problems which western Canadians have to face. We have been believing too much in what we have read in the newspapers and from politicians, and what is wanted in Canada is that Canadians should individually understand their country and the great problems which they have to solve in the different sections. I believe that the recent excursion of the Canadian Manufacturers' Association is destined to do more good in this direction than anything which has ever occurred, and more excursions of this kind should be planned and carried out. I sincerely hope that the suggestion which was made on different occasions by the Canadian Manufacturers' Association party, that a representative party of western Canadians should come east in a body, will be acted upon, as, if we can get such a party to visit the industrial sections of the east, and talk with them over the questions we have to solve, I am sure that there would be a lot more sympathy and friendly feeling between the east and the West.

John M. Taylor, of The Taylor-Forbes Co., Guelph.

First. I was most impressed, from a business view, with the great quantity of stock that was necessary to be carried by the large jobbing houses to meet the demand of the western country, and, further, the anticipated extensions to these already big warehouses to handle the vastly greater trade than has been.

Second. Manufacturing in Manitoba and British Columbia is not a subject for present consideration, nor will it be

until railway facilities are sufficient in quantity and low enough in rates to encourage a manufacturer to set up in business; besides, we shall have to wait a little while until the country is more thickly populated and the mines developed—then I think that manufacturing in north-west Manitoba will be a decided success.

Third. Our Canadian manufacturers, I believe, can secure the bulk of the trade of the Great West, provided they make first-class goods, that they try to meet the prices, and that they systematically look after the needs of the distributors and consumers of the wares that we make.

Fourth. We can best assist our friends in the West by standing shoulder to shoulder with them in their endeavor to get whatever they think, know and believe to be absolutely necessary to the good and welfare of their respective provinces. We can further help them by forgetting that politics ever existed and assist in electing men to govern our country broad enough and big enough to forget themselves and their own pockets, who are statesmen first, last and always, with their watchword "Canada for Canadians."

D. J. Waterous, of Waterous, Brantford.

First. The great purchasing power of the people.

Second. Would not think either likely to be good for varied manufacturing for many years to come.

Third and Fourth. By supplying the demand with goods that are best suited to the country, and by having them on the spot with live active men to push sales. In implements especially, samples, with repairs, to my mind, should be found in all towns having a population of 500 and up. If this was the case the manufacturers here in the east would soon notice the difference in the volume of business coming from our western people. Or, in other words, go after the business in exactly the same manner as the American manufacturers do.

W. H. Steele, of The W. H. Steele Co., Limited, Toronto.

First. The vast country and the up-to-date high class of goods sold in the West from Winnipeg to Vancouver.

Second. As to manufacturing centres my opinion is Winnipeg, Regina and Edmonton are the places for the manufacturers of the east to branch to.

Third. By having the manufacturers of the east build factories any place between Winnipeg and Edmonton according to their line of business.

Fourth. By establishing branch factories and warehouses and sending out good men, lots of capital and advocate more lines of railways.

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

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

LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.

Closing Our Toronto Warehouse

To devote our attention to


**Jersey Cream Yeast Cakes and
Our Standard Canning Factory**

Toronto Warehouse to be closed Dec. 31.

Stock, which amounts to about \$50,000, must be sold. Call at 9 Front St. East., we will try and make it worth your while.

LUMSDEN BROS., - - - - TORONTO

BROOMS



Our brands are:

**"Standard"
and "Signal"**

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

Crosse & Blackwell's Goods:

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

JAMES TURNER & CO.

Wholesale Grocers, - - - HAMILTON, ONT.

NEW EVAPORATED APRICOTS,
NEW EVAPORATED PEACHES,
NEW TAP. FIGS,

NOW IN STORE.

Thos. Kinnear & Co.,

Wholesale Grocers, - - 49 Front St. E., Toronto.



UNSOLICITED.

BROOKLYN, N.Y., Oct. 21, 1903.

A. F. MacLaren Imperial Cheese Co., Limited, Toronto, Canada.

GENTLEMEN,—

It gives me great pleasure

to tell you what I think of MacLaren's Imperial Cheese.

My acquaintance with it dates back about six years, and in that time whenever I have used it for cooking or eating, it has always been just right. While essentially a cheese for eating, I have used it constantly in my lectures and demonstrating, because it is always the same in flavor and consistency and gives perfect results.

When cooking with it, I use one-third less than the recipe calls for, because from its richness less is required than is the case with store cheese.

One hears it said sometimes that MacLaren's Imperial is more costly than cheese bought by the pound, but I refute the statement, for MacLaren's Imperial Cheese can be used to the last crumb without a particle of waste or dryness.

I hope always to be able to obtain it for my own sake, as well as for its merit, for I know that I can depend upon it.

Yours very truly,

(Signed)

LILY HAXWORTH.

Gold Medallist Graduate of National Training School of Cookery, London, England.

“NOTHING BETTER.”

Business Changes

ONTARIO.

W. J. DACK, grocer, Toronto, has made an assignment to N. L. Martin & Co. A meeting of creditors was held on 17th inst.

G. Powell, grocer, Essex, is dead.

G. W. White, general merchant, Fargo, has sold out.

F. Commo, grocer, Chatham, has sold out to F. Charron.

F. Krapps, confectioner and fruit dealer, Hamilton, has sold out.

T. Daly, general merchant, Egmondville, has sold out to W. Aberhart.

J. H. Sudden, general merchant, Chatsworth, has sold out to W. G. Merriam.

The business of W. A. Day, general merchant, Port Stanley, is advertised for sale.

The stock of W. Peters, flour and feed dealer, Kingston, has been damaged by fire.

The stock of J. Buckley, grocer, Wingham, is being offered for sale at 50c. on the dollar.

The stock of The Tuckahoe Lithia Water Co., Limited, Toronto, was advertised for sale by auction on the 19th inst.

QUEBEC.

Charbonneau & Fils, grocers, Magog, have made an assignment.

J. C. Drewett, general merchant, St. Donat, is dead.

J. A. Milot, butter and cheese dealer, Three Rivers, is dead.

The assets of O. Blanchard, grocer, Granby, are to be sold.

J. Morris has registered the H. & H. cigar factory, Montreal.

Mme. C. Duplessis, grocer, St. Janvier, has made an assignment.

Baril & Piche, general merchants, Ste. Thecle, have dissolved partnership.

M. Boiv
has sold
The mar
waters, M
J. Trud
Montreal,
The ass
chant, St
inst.
W. J.
has comp
ness.
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THE CANADIAN GROCER

M. Boivin, general merchant, Girard, has sold out to J. C. Bissonnette.

The manufacturers of La Reina aerated waters, Montreal, have registered.

J. Trudeau, grocer and liquor dealer, Montreal, has sold out to J. W. Duhamel.

The assets of E. Dallaire, general merchant, St. Ludger, are to be sold on 25th inst.

W. J. Shea, confectioner, Westmount, has compromised, and is giving up business.

Beaudet & Boisclair, grocers, Victoria-ville, have sold out to Langlois & Langlois.

Miller & Riopelle, general merchants, Ville Marie, have obtained an extension of time.

A meeting of the creditors of G. Her-cure, general merchant, St. Paul's Bay, is announced.

The stock of J. Pigeon, general mer-
chant, Beloeil, has been offered for sale at 65c. on the dollar, cash.

A meeting of the creditors of the estate of J. B. Beauchamp, grocer and hardware dealer, Montreal, was announced for 12th inst.

Messrs. Kent and Turcotte have been appointed curators for Longtin Bros. & Co., wholesale grocers and liquor dealers, St. Johns.

NEW BRUNSWICK.

B. K. Lisson, general merchant, Jeffrey, has sold out to W. Gregory.

The stock of H. E. Graves, general mer-
chant, Harvey Bank, was sold by auction, on 12th inst.

S. C. Stewart, grocery and crockery dealer, St. Stephen, has sold out to Hughes & Maxwell.

The stock of J. Ogden, confectioner and fruit merchant, Port Elgin (deceased), including fixtures, is advertised for sale by tender.

A. Foster, grocer, St. John, has assign-
ed to D. W. Duff; liabilities about \$11,000, assets, \$400; meeting of creditors called for 19th inst.

The stock of S. Aizanman, general mer-
chant, Rexton, has been damaged by fire; also that of F. Jaillett, grocer, and E. McNerney, lobster packer, both of Rexton.

MANITOBA AND N.W.T.

H. J. Morrison, grocer, Napinka, has sold out to W. Scott.

M. E. Gray, general merchant, Neudorf, has sold out to The Neudorf Trading Co.

The stock of F. S. Beynon, grocer, Win-
nipeg, has been damaged by fire.

Haff & McNab, grain dealers, Rosthern, have been succeeded by Hall, McNab & Co.

Dunn & Walker, general merchants, Rokeby, have dissolved partnership; A. H. Walker continues in business.

D. W. Dulmage, general merchant, Nu-
tana, has transferred his stock to his sons, who are removing it to Saskatoon.

A meeting of the creditors of The Winni-
peg Creamery and Produce Co., Limited, Winnipeg, was announced for the 17th inst.

P. L. Finklestein, general merchant, Mc-
Gregor, has assigned to C. H. Newton, Winnipeg; meeting of creditors called for 20th inst.

The Stuartburn Trading Co., general merchants, Stuartburn, have dissolved partnership; L. Muldoware continues in business.

The stock of C. F. Wood, general mer-

chant and lumber dealer., Treesbank, has been destroyed by fire.

NOVA SCOTIA.

The husband of Rebecca Fine, grocer and baker, Glace Bay, has registered his consent for her to do business in her own name at Hornesville.

BRITISH COLUMBIA.

The stock and premises of T. Embleton, grocer, Rossland, have been damaged by fire.

Large quantities of hickory nuts are being shipped to Montreal. The crop in Prince Edward, as well as Adolphustown, has been an unusually large one.

IN STORE

NEW

Grenoble

WALNUTS

Tarragona

ALMONDS

Sicily

FILBERTS

PRICES RIGHT

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

**UPTON'S
JAMS, JELLIES,
—AND—
MARMALADE.**

A MARMALADE WITHOUT A
NAME AND A REPUTATION
BEHIND IT IS LIKE A BENCH
DOG WITHOUT A PEDIGREE.

UPTON'S GOODS HAVE
BOTH THE NAME AND REPU-
TATION THAT WILL SATISFY
THE MOST EXACTING CUS-
TOMERS.



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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

OUTLOOK FOR THE COOKED MEAT TRADE.

A RECENT interview with an enterprising grocer elicited the interesting information that of the various departments of his business none had proved more popular or profitable than the cooked meat department. Three years ago the trade in cooked meats may be said to have been confined entirely to half-a-dozen staple lines, such as cooked ham, bologna sausage, corned beef, etc., with which everyone is familiar. To day it has increased its former dimensions three fold. There are now on the market no less than 30 different kinds of cooked meats—jellied veal, turkey, chicken, ox-tongue, veal-tongue, lamb-tongue, pork tongue, tenderloin, hocks, brisket, cooked heart, pigs feet, spiced beef and pork, ham, pressed beef, head-cheese, minced meat, weiner sausages, ham, chicken and tongue, sausages, pork pies, and black and white pudding. Nor do these exhaust the list. In some of the largest establishments poultry is cooked to order, in season or out. You order a roast chicken or turkey, and in an incredibly short time it is delivered ready for the table.

A most interesting feature of the large up-to-date grocery is undoubtedly its process and cold-storage department. No longer do Canadian grocers need to import their prepared meats from the United States. Everything is now manufactured here. The cold-storage plant in many places is sufficiently large to keep meat for months ahead if necessary. In one compartment are stored the ordinary rounds of meat in which there is a regular daily turn over; in another are to be found as early as the month of November, legs of lamb and mutton and chickens frozen solid for next Spring's trade, when these articles will be scarce.

Not an ounce of anything is allowed to go to waste. Scraps go to the sausage-machine; certain of the by-products are manufactured into lard; livers, hearts and other serviceable morsels that cannot be used on the spot are put in pickle, and reach the consumer in the fulness of time under a nom de plume.

The grocer in question when asked his opinion as to the possibilities of the cooked meat trade for the average retailer, shrugged his shoulders. There would

be no trouble in creating a demand for cooked meats, he thought. Somehow or other, people nowadays are apt to catch at anything by which labor is lessened. If they can procure cooked meat at a reasonable price, particularly during the hot weather, other things being equal, they will buy rather than cook it themselves. This rule will not apply to country districts, where meat is cheap as a rule and every housewife prides herself upon her cooking.

A stock of cooked meats, such as cooked ham, spiced beef, bologna, chicken, sausage, and other lines, which will keep for considerable time, cannot but prove an attractive and valuable feature in any retail grocery establishment. Unless a grocer has proper cold-storage facilities however, he had better fight shy of the jellied meat trade. The ordinary refrigerator in which dairy produce, etc., is kept, will not answer. It must have compartments where the temperature can be adjusted to suit the article in storage. It is said that in a good cold storage plant fowl can be preserved for ten years. A quick turn-over is the prime requisite. Jellied meats must reach the consumer within a day or two, else they begin to turn black and become practically worthless.

Where the grocer has the proper facilities and fairly large clientele the cooked meat trade should offer a good field for development.

Fattening of Chickens.

THE Dominion Department of Agriculture have illustration chicken-fattening stations located at Sandwich, Ont., Stanford, Que., Rogersville, N.B., East Amherst and Northeast Margaree, N.S., Alberton, Glenfinnan, Montague Bridge, Mount Stewart and Eldon, P.E.I. These illustration stations purchase chickens from the farmers for fattening. The stations have an equipment of fattening crates, shaping boards, etc. The chickens are fattened for 21 days in the crates, and at the completion of that time are starved 36 hours, killed by dislocation of the neck, pressed into a square shape and packed into boxes.

This year it is the intention of the Dominion Department of Agriculture to

sell fatted farmers' chickens on all the principal Canadian markets and to show the consumers the improved quality of crate-fed chickens. Up to the present time no chickens have been exported by the department to Great Britain. The price received per pound is from 10 to 13 cents, plucked weight. This course will be pursued so that farmers in any part of Canada fattening their chickens can sell them to dealers who recognize the value of fatted chickens, and pay increased prices per pound for them.

Cheese Markets.

London, Ont., Nov. 14.—Four thousand and fifty boxes offered at cheese market to-day. No sales. Bidding from 10 to 10½c.

Canton, N.Y., Nov. 15.—Twin cheese, 10c.; butter, 21c.

Watertown, N.Y., Nov. 14.—Cheese sales, 3,500, at 10 to 10½c. for large and small.

Belleville, Ont., Nov. 14.—At the meeting of the Cheese Board, held here to-day, there were offered 2,869 white and 290 colored, October and November make. Sales were: Watkins, 60; Alexander, 100; Hodgson, 625; at 10½c. and Hodgson, 120 at 10 5-16c.

THE PROVISION MARKETS. Toronto.

There seems to be an easier tone to the provision markets this week. Some dealers are of the opinion that a quotable change has not yet taken place, while others hold that the market is a half-cent lower than recently. Dressed hogs are being bought cheaper now and are coming in in better quantities, and account in a measure for the easier tendency. The demand keeps fairly good, especially for the north, and promises to hold so at least till the close of navigation. We quote:

Long clear bacon, per lb.	\$ 0 09½	\$0 10½
Smoked breakfast bacon, per lb.	0 14	0 14½
Roll bacon, per lb.	0 10½	0 10½
Medium hams, per lb.	0 13	0 13½
Large hams, per lb.	0 12	0 12½
Shoulder hams, per lb.	0 10	0 10½
Backs, per lb.	0 14	0 15
Heavy mess pork, per bbl.	17 00	18 00
Short cut, per bbl.	19 00	20 50
Shoulder mess pork, per bbl.	15 50	16 50
Lard, tierces, per lb.	0 08½	0 08½
" tubs "	0 08	0 08
" pails "	0 08	0 08
" compounds, per lb.	0 07½	0 08
Dressed hogs, light weights, per 100 lb.	6 75	7 00
" heavy "	6 50	6 75
Plate beef, per 200-lb. bbl.	12 50	12 50
Beef, hind quarters	6 50	8 50
" front quarters	4 00	5 50
" choice carcasses	5 00	7 00
" medium	5 00	5 50
" common	4 00	4 50
Mutton	5 00	6 00
Lamb	6 00	7 00
Veal	7 00	9 00

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.



We handle everything manufactured
in a modern pork and beef packing es-
tablishment, 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.

Charlottetown, P.E.I. Canada.

We are offering attractive prices on

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

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

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

MINCE MEAT

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

PUT UP IN

Kegs, 70 lbs.

Pails, 5, 12 and 27-lbs. each.

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

Our English Brawn

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

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

Order Sample Case.

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

Montreal.

The market for hog products is quiet and easy. There is a good trade in smoked meats, prices for bacon being steady and for hams firm. On the English market there has been a splendid demand during the last week for bacon. We quote:

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

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.

REFRIGERATORS.



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

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

Eureka Refrigerator Co.,

Wilbert Hooy, Manager.

54 Noble St., TORONTO.

This cut represents No. 13.

Phone Park 513.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

DAIRY PRODUCE AND PROVISIONS

Lard is in good demand at prices noted in last issue. We quote:

"Boar's Head" brand	0 08½
Carloads, less	0 00½
20-lb. tin pails, tierce basis	0 00½
Half-bbls., over tierce	0 00½
60-lb. tubs	0 00½
20-lb. wood pails	0 00½
10-lb. tins	0 00½
5-lb. tins	0 00½
3-lb. tins	0 01
Wood net, tin gross weight	

1 to 25 pails	Wood. Tin.
26 to 49 pails	1 78 1 68
50 pails and over	1 76 1 66
	1 72½ 1 62½

St. John N.B.

Pork, which is so much lower than a year ago, is having a free sale, though the unsteady market has somewhat taken the snap out of business. Beef does not show as great a difference. Prices are more even, tending rather easier. A steady trade is being done. Hams and rolls hold quite high. The business here is largely in the hands of local curers. Lard is very low, and while selling freely, is easy in price. Refined has shown a decline, but not so low in proportion. Fresh meats are easy. In western beef prices are lower than for some time. Domestic is dull. Lamb is plentiful and low. Mutton is freely offered. Pork is in light supply with prices easy. Poultry is more freely offered. We quote:

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

DAIRY PRODUCE

Toronto.

BUTTER.

The butter market this week has been slow, receipts of good quality stock being light. There has, however, been an improvement in the quantity of dairy butter coming forward owing to the closing of the cheese factories. The demand is good, both for creamery and good quality dairy. We quote:

Creamery prints	Per lb.	0 22	0 24
" solids, fresh	0 21	0 22	
Dairy rolls, large	0 17	0 18	
" prints	0 18	0 20	
" in tubs, best	0 17	0 18	
Under qualities	0 14	0 15	

CHEESE.

The market for cheese is quiet and steady with no change from last week's quotations. We quote:

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

Montreal.

BUTTER

The market continues firm, the demand being almost entirely for butter for local consumption. The Eastern Townships' make is small, and is being very readily snapped up. At present it is thought that the Eastern Townships' make is much less than last season. We quote finest Eastern Townships, 21 to 22c.; western, 20 to 21c.; fresh dairy rolls, 17 to 17½c.; dairy tubs, 14 to 15c.

CHEESE.

The local market is unchanged. The mild fresh make sells for 11 to 11½c.; Summer strong cheese, 12 to 12½c.

St. John, N.B.

BUTTER

There is little change in price. The market is quite well supplied. There is always a steady sale for really first-class stock. It is not, however, easy to get. It always commands a price. Creamery stock is scarce. We quote:

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

EGGS.

There is a steady sale at rather higher prices. Supplies are rather light. Dealers have to pay more attention to quality. We quote:

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

CHEESE.

There is but a fair supply. Twins are quite scarce. The market is quite firm. Present prices are thought to be full value. We quote:

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

Mr. Potter, representing The N. K. Fairbank Co., is in the city this week.

Cheese.

DIFFERENT minds, different manners.

It is the same with cheese, says London, Eng., Grocery. Every country has its own. England has its typical Cheddar, first made in the town of that name. Scotland has its blue cheese, not known outside its borders. Switzerland has Gruyere, which is made of goats' milk, and is full of holes caused by the gases during fermentation. An imitation "Gruyere" cheese is at present being imported from America—more Free Trade. Brie is a popular French soft cheese; and Camembert, originating in Normandy, is another. These cheeses are cured in caves, where the temperature never rises above 12 to 14 degrees. They are ready for marketing in May and November. Roquefort, a celebrated French cheese, is made from the mingled milk of goats and sheep that browse on the thyme-clad banks of the Arno. These cheeses are also ripened in caves, but the temperature is kept at 40 degrees. Akin to the Roquefort cheese is that called Gorgonzola, alleged to be made in Italy, after similar processes. It is milder than Roquefort, and not quite so good.

Provision Notes.

The Brockville Cheese Board complain that the Brockville brand is being used by outside factories.

To Canada belongs the honor of establishing the dead meat trade between America and Britain. Dickson Bros. first made this trade a success in 1873.

The arrivals of Canadian cattle at Liverpool up to November 1 have been 91,000, together with 30,000 sheep. This is double the supply for the corresponding period of last year.

Mr. W. E. Beith, of Carleton Place, cheesemaker, has purchased from Mr. R. E. McLenahan, the cheese factory at Tenyson, and purposes operating it himself next season.

You have noticed an increased demand for

Blue Ribbon Ceylon Tea

in common with every other Canadian grocer,
otherwise your customers are going elsewhere
for the good tea.

Push the Red Label Brand.

Each Grocer our agent.

Tales of **MAGIC**

Let us tell you about

MAGIC BAKING POWDER



In the first place **IT** is pure and whole-
some ; secondly, **IT** is well advertised
and an easy seller. **IT** does absolutely
the best of work, and, what interests you
particularly, **IT PAYS YOU A
GOOD PROFIT.**

Order from your Jobber.

E. W. GILLETT COMPANY LIMITED

London,
Eng.

TORONTO, ONT.

Chicago,
Ill.

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.

IMPRESSIONS OF THE GREAT WEST

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

By W. L. E.

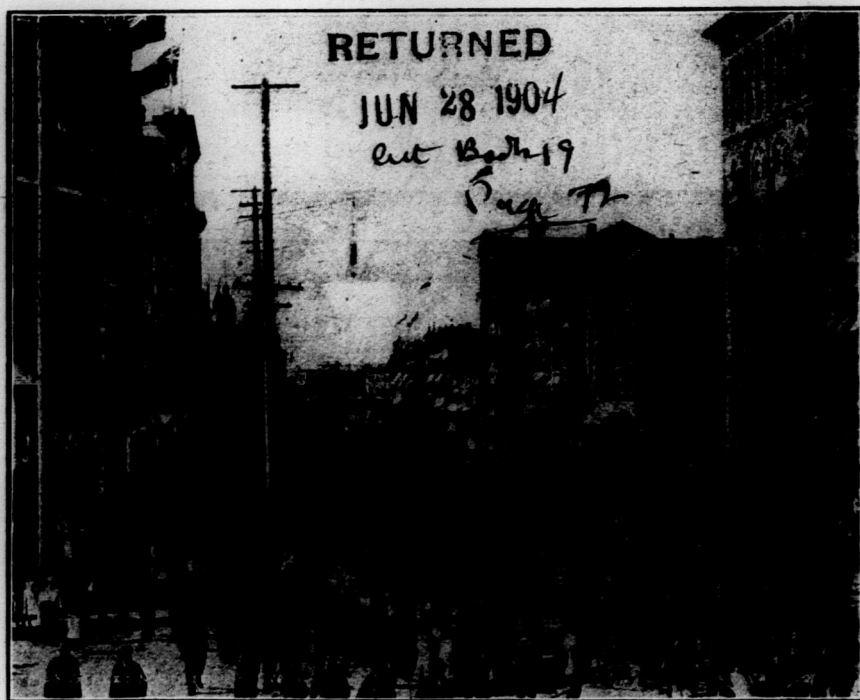
WHEN Nature laid out the vast prairies of the Great West and built its magnificent mountains He was in a bountiful spirit.

The people of the Great West seem to have inherited the same spirit; towards us, at any rate, they exhibited it. It is true we were occasionally told that the east did not know as much about the Great West as it should, but the next moment they took us to their bosom and were lavish in their kindness towards us. I am sure that if we could have put the mountains in our trunks, rolled up the

progressive and pretty little place, they had a feast prepared for us in the town hall, which reminded me of an old-time Methodist tea meeting on account of the multiplicity and variety of the good things with which a number of small tables were loaded in the hall, to say nothing of the cordial handshaking with which we were greeted. But their patient waiting seemed to have made all the keener their desire to entertain us. At any rate, if one place in the Great West exceeded all others in the warmth and heartiness of its entertainment, it was Deloraine. The vastness of the



The Chalet at Lake Louise.



Main Street, Winnipeg.

prairies like a scroll, and carried them away under our arms, we would have been welcome to them. As we were travelling along in a sort of free and easy style, without much regard to schedule time, the hour of our arrival at different points was by no means always certain. But this did not deter the citizens of several places from sitting up nearly all the night or waiting nearly all day for the purpose of giving us a hearty welcome. In one or two instances they waited fully 24 hours for us. The good people of Deloraine, for example, waited fully that long. When we reached that

prairies and the magnificence of the mountains in the Great West are indelibly impressed upon our memory, but so is the hospitality of its people. Personally, I am in a quandary between two opinions as to what to admire most—the Great West or its people.

* * *

If there are any doubting Thomases in Eastern Canada in regard to the fruit-growing possibilities of British Columbia I wish they would take a trip to that province about the same time of the year that we did. British Columbians do not boast a great deal about their

grapes and peaches, but even these fruits are by no means foreign to that province, but when it comes to apples, pears and plums they do not hesitate to sing their praises. Their plums are delicious, but the particular pride of the British Columbians is in their apples. In size, these apples put Ontario fruit to blush. They are simply giants in the apple family, one of which, in some varieties, would be more than enough to satisfy the appetite of any apple stealing boy. Some of the apples seem by nature to be more designed for a family feast than for the appetite of an individual. Even the varieties common to Ontario and Quebec

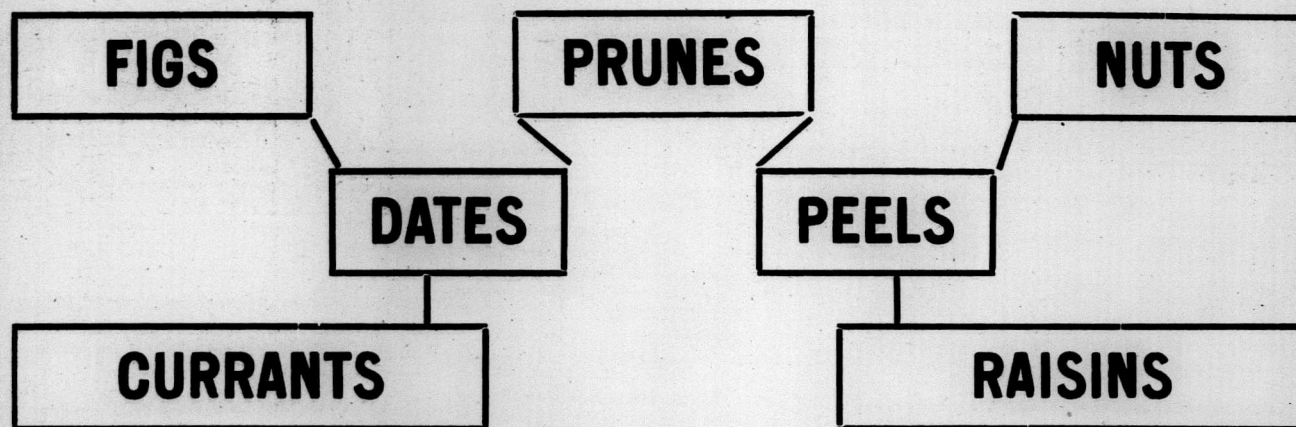


Messrs. Noel Marshall, J. M. Fortier, J. O. Thorn, and W. C. Gurney looking on.

YOUR XMAS STOCKS?

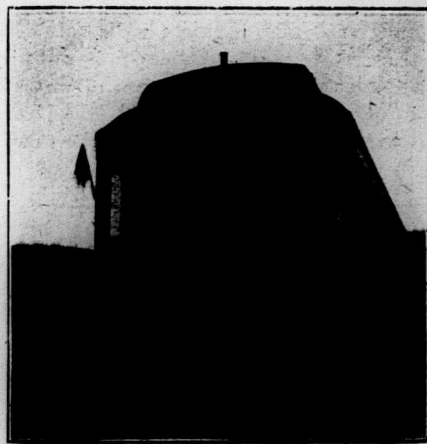
We are **WELL PREPARED** to fill your orders for **ALL LINES** of seasonable goods for **XMAS TRADE**. Our stocks are large, of well-assorted brands, and bought on the **LOWEST MARKETS**, enabling us to offer you the **BEST VALUES** and **LOWEST PRICES** in the trade.

ORDER AT ONCE—IF IN NEED OF ANY OF THE FOLLOWING LINES



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

when grown in British Columbia seem to become ambitious to conform to the peculiarities of the Pacific province and they invariably succeed, at least as far as I could see, and this I had a good opportunity of doing at the exhibition in

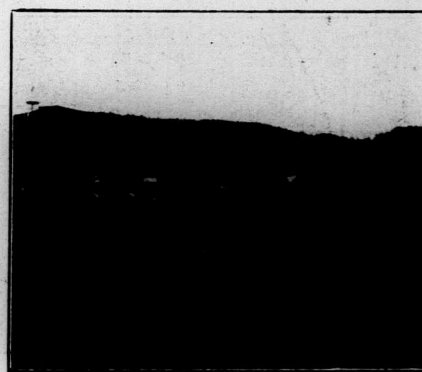


The end of Car 7—Major J. S. Hamilton on Duty on Reception Day.

New Westminster, where the extent and variety of the display simply astonished our party. Eastern apples, like eastern people, when they go to British Columbia, seem to take on so much flesh as to in time become almost unrecognizable by

their friends. The climate of British Columbia also imparts beautiful and delicate tints to the apples grown in that province. As to flavor and comparison with the fruit grown in Eastern Canada I am not competent to judge. Mr. Palmer, a well-known authority in British Columbia claimed that in point of flavor the apples in his province compared very well with those grown in the east, while the thicker skin which characterized them gave the western apple better cooking qualities. One thing at the New Westminster exhibition that astonished the most of us a great deal was a display of dried prunes grown and cured in that province. Mr. Palmer, who represented the Provincial Government, informed us that the prospects for the development of the prune industry in British Columbia was fairly good as far as climatic conditions were concerned. In some of the valleys in the interior Italian prunes were being grown extensively, and a year ago one firm had evaporated about 10,000 pounds, but what surprised us as much as the exhibit of provincial-grown and evaporated prunes was the packages which contained them. One lot, for example, was put up in a box which at

some distant period or other contained California dried apricots, even the label being retained. Another was in the box of an eastern starch company, and again the original label was retained, while the third lot was packed in an old biscuit box. The quality of the prunes was not



Putting in time at Schreiber Messrs. J. P. Steedman, and F. M. Ellis in the foreground. Mr. A. Ramsay, of Montreal, can be seen in the background.

bad although no attempt had been made to size them, small and large being all packed together, but it struck us as poor judgment indeed that the fruit should have been packed in old, second-hand boxes.

TEA AND BIG GAME.

THROUGH the courtesy of Mr. P. C. Larkin THE GROCER is enabled to give to its readers the accompanying hunting scenes from the tea country of Southern India. The films for these pictures were received by Mr. Larkin from



A Bull Bison.

his friend, Mr. H. Drummond-Deane, of Peermad Travancore, Southern India, and show a number of the beasts shot by the latter, near his estate, during the last two years. In most of the pictures Mr. Drummond-Deane is taken with his gun. These include a bison bull, measuring 18½ hands at wither; two "bucks," Neilgherry hill goats, a bear, a tiger, and a black panther. Mr. Drummond-Deane is a tea planter of note, and is further distinguished as the inventor of the process, a process still in use, of making Ceylon and Indian green tea. From the pictures herewith published it may be gathered that Mr. Drummond-Deane is also a hunter of no little prowess.

CANADA'S BEET SUGAR INDUSTRY.

TO anyone who is interested in the development of the new industries of our country—and who is there that is not—nothing could be more enjoyable and at the same time more in-



An Indian Tiger.

structive than a visit to one of the beet sugar factories of Canada. Ontario can now boast of four beet sugar factories, located at Dresden, Wallaceburg, Berlin and Warton, and the Northwest factory

at Raymond, Alta. The first three have a capacity of 600 tons of beets per day and the last, although it has at present a capacity of only 350 tons per day, is so constructed that with very little expense it can double its capacity.

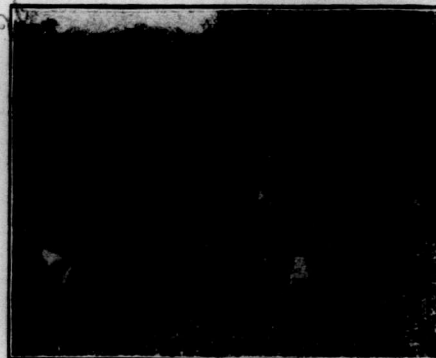
Of course the first requirement for the success of the beet sugar factory is a plentiful supply of beets. To many, considering the fertility of our soil, this may seem a small matter, but when we consider that the Dresden factory can only obtain a supply of beets sufficient to keep their plant in operation for about six weeks in the year we see that it is a vital question. Let us look into this matter and see if it really pays the farmer to grow beets. The uniform price of beets this year is four dollars per ton for beets yielding 12 per cent. sugar; and an advance of 33 1-3 per cent. in price for every additional one per cent. of sugar in beets. Farmers can produce beets yielding as high as 20 per cent. sugar, and they can grow as many as from 15 to 20 tons to the acre. Taking the average price as \$4 per ton and the



Neilgherry Hill Goats.

yield as 15 tons to the acre, we have the farmer getting \$60 per acre for growing beets. Now the farmer has two objections to growing beets: in the first case, he dislikes the work connected with beet growing; to get down on his knees and work among roots is always distasteful to the farmer (and especially to the hired man). To drive a binder or a mower is much more congenial work. In the second case, and probably this is the more serious objection, for the high price would probably counteract the first, he considers it impoverishes the soil. At first this objection seems to have considerable weight, for it must be admitted that beets take a great deal of nutriment out of the soil. On the other hand, scientists have found, and it is claimed that the agricultural college staff have reached the same conclusion from experiments, that the nutriment taken from the soil is mostly contained in the top of the beet where we find the green stalks. This, of course, is always cut off and thrown back into the soil. In the lower end of the beet is found the purest sugar juice.

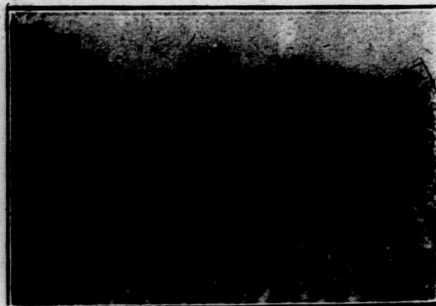
As to the price paid for beets, this is affected by the bounty paid by the Ontario Government. They refused at first to give any bounty to the beet sugar industries and it was only when the proposition was made to the Minister of



An Indian Bear.

Agriculture that the bounty should go directly to the farmer by guaranteeing him at least four dollars per ton that \$75,000 was voted to be divided among the factories, according to their output. This sum was granted for three years. The manufacturers, some of whom had already bought beets for three dollars and three dollars and a half per ton, were compelled to pay a flat rate of at least four dollars per ton for beets of any description. This gave to the farmer a higher price than he would have otherwise received.

But to come back to the actual manufacture of the beets into sugar. At the Dresden factory, in which about a million dollars has been invested, the beets are stored in a building about 400 feet in length. This building is about 50 feet from the main factory. There are some dozen bins and in the middle of each bin there is what resembles a box drain. Through this a 12-inch stream of water is run; while the men shovel the beets into this they are carried to the main factory, and of course washed at the



A Black Panther.

same time. They are then carried up to the cutters. Before passing into the cutter they are automatically weighed and the weight registered. In passing through the cutter they are cut or

--a package Tea to be right must be,

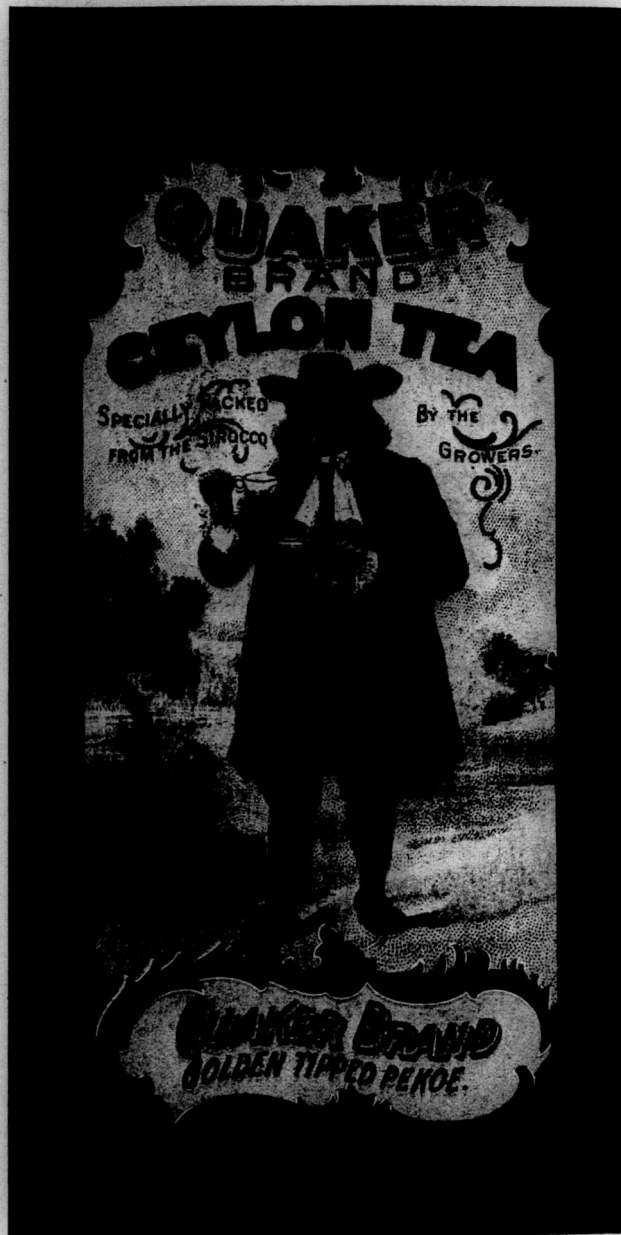
- 1st.—clean
- 2nd.—pure
- 3rd.—healthy and invigorating
- 4th.—attractively packed

**“Quaker”
Ceylon
Tea**

has
all
these
attributes

and

several
more.



**“Quaker”
Ceylon
Tea**

will (once tried)
hold
your
customers' trade.

Send for sample,
try it, compare it
with other lines,
your verdict will
be:

“Just what we
wanted.”

“Quaker” Ceylon Tea is packed—either
Green or Black— $\frac{1}{2}$ -lb. and 1-lb.
lead packages—packed on the es-
tate where grown.



A post card will bring you
sample with full particulars.

J. A. Mathewson & Co.,

Wholesale Agents for Canada.

MONTREAL, P.Q.

shredded into long strips about the size of an ordinary lead pencil. They then pass into a large vat and the sugar juice is taken out by running water through them. The juice is then conducted to the evaporator while the pulp is taken to the drying kiln. It might just be remarked here that this pulp makes an excellent feed for cattle and sells very readily for twelve dollars per ton.

Owing to the fact that the beet sugar factories last year produced sugar of a very fine crystal the belief has become prevalent that this is the only kind of sugar that can be produced from beets. This, however, is not the case, for sugar

W. CLARK'S CANNED MEAT EXHIBIT.

THE Canadian exhibitors who made such creditable displays of Canadian products at the Osaka Exhibition are receiving the thanks of the Japanese authorities for the interest they took in the national exhibition. W. Clark, of Montreal, who made a fine exhibit of his canned meats, has received a letter of acknowledgment, a fac-simile of which appears herewith.

Translated (reading from left to right), it is as follows:

"Canned Meats,
"W. Clark, exhibitor,

ACCEPTABLE CHRISTMAS GIFT.

The MacLaren Imperial Cheese Co., Toronto, are packing, shipping and delivering, carriage paid, to any address in Great Britain, boxes of half a dozen or a dozen jars of Imperial Cheese, a truly Canadian product and a most acceptable gift; a gift also that shows that in cheese making Canada is second to none. Only the regular price is charged for either quantity of any size jar. The MacLaren Imperial Cheese Co. cannot guarantee delivery for Christmas of orders received after December 5. Cards sent with order will be enclosed in consignment.

罐詰

クラークウイリヤム商会

大日本帝國紀元二千五百六十三年明治三十六年開設第五回内國勸業博覽會參考館

出陳前記出品ハ特ニ有益ナルコトヲ認ム仍テ

總裁大勲位功四級載仁親王殿下ノ命ヲ奉シ

茲ニ謝意ヲ表ス

明治三十六年七月一日

第五回内國勸業博覽會勸業總裁從三位勲一等男爵平田東助

can be produced as coarse or fine as is wished.

The beet sugar industry should become an important factor in our country. When the farmers find that it is really profitable to grow beets, and when further developments have been made in cold storage, we may look forward to the time when the beet sugar factories will not be running for six weeks in the year, but for a much longer period; when the output will be greatly in excess of the 14,000 barrels per factory, as at present; and when the factories will be much more widely distributed.

"We, by the order of H.I.H. the Prince Kotohito, President of the Fifth National Industrial Exhibition of Japan, hereby express our thanks for the valuable display of the above-mentioned articles, which proved to be special object lessons to our people in the Canada Building of the Fifth National Industrial Exhibition, held in the 36th year of Meiji.

“(Signed) Baron Hirata,
Vice-President of the Fifth National Industrial Exhibition.

“The 1st day of the 7th month of the 36th year of Meiji.”

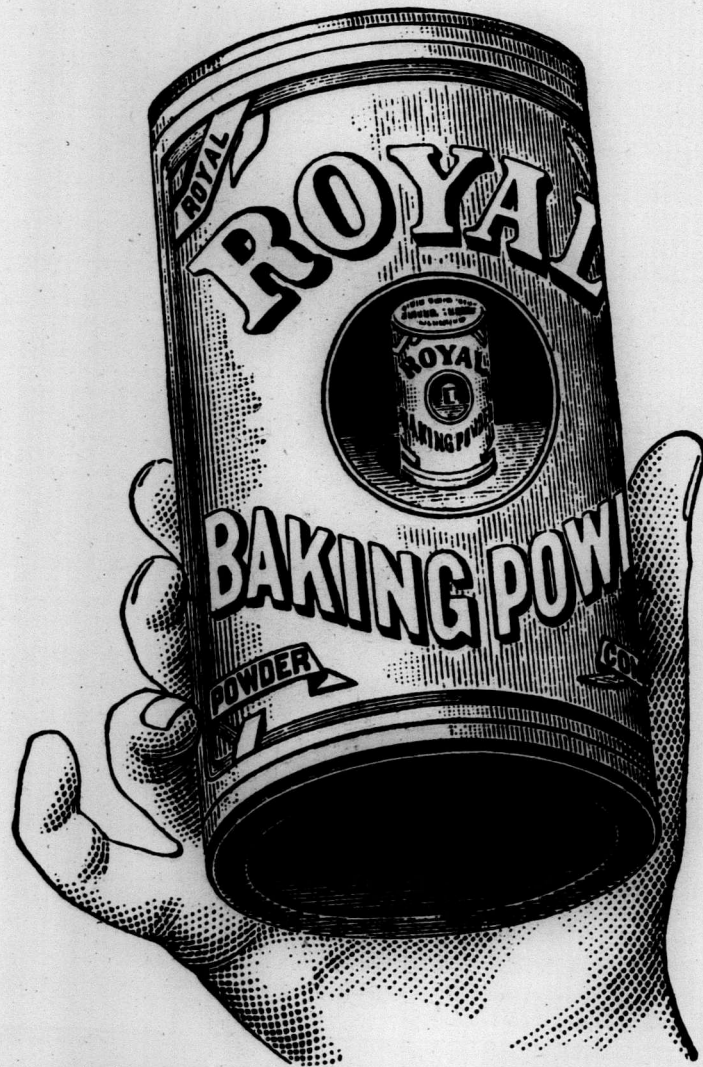
MUSTARD AGENCY.

A firm of mustard manufacturers in England, who have been established over 150 years, are about to place their goods on this market. A good opportunity thus offers for a competent manufacturers' agent or wholesale house to secure this agency. Enquiries in our care will be forwarded.

Coffee has been cultivated in Venezuela only since 1879, and yet it is now that country's chief commercial product.

THE CANADIAN GROCER

THE OLD RELIABLE



Absolutely Pure

THERE IS NO SUBSTITUTE

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit.

THE CANADIAN GROCER

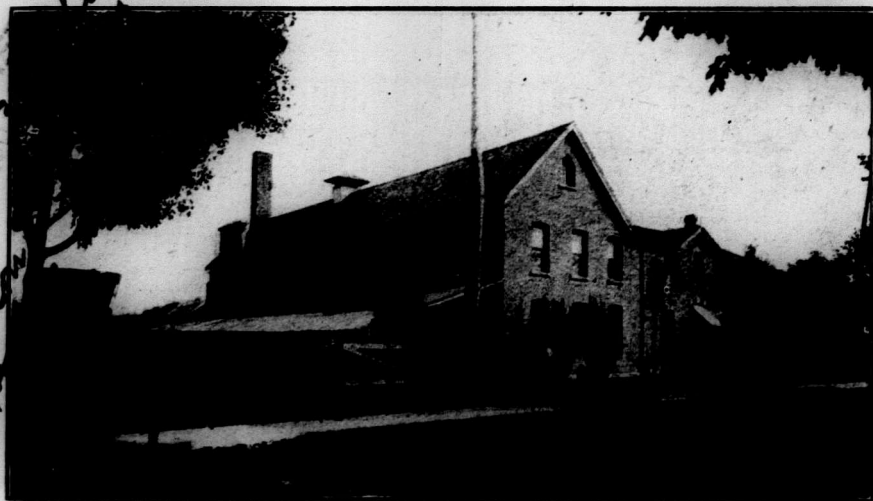
BROKERS AND RETAILERS.

COMPLAINT has been heard of late that brokers were dealing with the retail trade direct and quoting wholesale prices. The matter has been taken up by the Ontario Wholesale Grocers' Guild Executive, and a circular addressed to the brokers and manufacturers has been sent out by the secretary, Mr. T. B. Escott, asking for a definition of the position.

The circular reads as follows: Gentlemen.—Do not unless you are aware that there are springing up in Canada several firms of retailers

decorations in the grounds surrounding it reflected great credit on the firm and their staff of employes.

Mr. R. T. Steele, of the firm of Messrs. Lucas, Steele & Co., and who has done excellent work in his position of president of the Hamilton Improvement Society, was enthusiastic in its praise when spoken to with reference to the matter. He described Upton's as one of the prettiest spots in Hamilton, and hoped it might prove an incentive to other factories to make a move in the same direction.



Factory of T. Upton & Co., Hamilton.

and others formed into a joint stock company, for the purpose of buying goods at the same price as legitimate wholesale grocers. Two of these firms have lately come into existence in Toronto, one in Hamilton and one in London. Their method of doing business is to divide the profits at stated intervals between themselves. This you can readily see is unfair to outside retailers who are not members of the companies; it is also unfair to the wholesale grocers who have capital invested and carry a large stock for the convenience of the retail trade. I think, therefore, that you will agree with me that the wholesale grocery trade is entitled to the support of the broker and manufacturer against such unfair competition, as these companies are practically co-operative concerns and any broker or manufacturer might just as well sell direct to the retail grocer as to sell to firms of this kind. They style themselves wholesale grocers, but it is plain that they are so only in name. It is my duty to ascertain from you, if possible, your attitude towards firms of this description, and whether or not you consider it proper for you to sell goods to them direct, and also whether you confine your business to the strictly wholesale grocer, or do you sell any of the retail trade in this province.

WELL KEPT FACTORY.

During the past season the factory of The T. Upton Co., Hamilton, has been the admiration of many visitors. The vines on the building presented a very pretty effect, and the rockery and floral

PRINCE EDWARD OYSTERS.

A new chapter has been opened in the oyster business of Summerside, says The Summerside Pioneer, by the importation recently of oysters from New Brunswick. While the imported article is very much inferior to the Richmond Bay and Bedeque oyster, it still counts, and the demand had to be filled somehow. So far, we understand, only a few barrels have been brought over, but if the scarcity continues, it is quite probable that more will follow. Our local fishermen report an unprecedented scarcity, while the windy weather has also contributed to the famine conditions. It looks now as if a rest of several years were required to bring the Richmond Bay Klondyke to its former status.

BEWARE OF MAN WITH TALL HAT.

A man with a high hat enters a grocery. He is smooth and suave. He bets the grocer that the high hat will hold five gallons of molasses. The grocer knows better, and the bet is made. The molasses is poured into the hat, which runs over before the five gallons are exhausted. The man is mad because he loses. He quarrels with the delighted grocer and presently, in an excess of rage, claps the hat on the grocer's head and pulls it

down. Then he coolly cleans out the money drawer and hies away; the grocer meanwhile wildly struggling to relieve himself from his sticky extinguisher.

This is the neat little game that has been successfully played on an eastern tradesman, and grocers with molasses to waste and with tills to tap are warned to look out for it.—Cleveland Plain-Dealer.

TENDERS FOR ARMY SUPPLIES.

The War Office has forwarded to the Agricultural Department forms of tender for the supply of bread, forage, groceries, and meat to the troops in South Africa. Tenders must be received at Pretoria by January 19, and further particulars may be had on application to W. W. Moore, Agricultural Department, Ottawa. Canadians have a chance to supply bread, flour, yeast and baking powder, alfalfa, mealies, meal, oat hay, oats, bran, rock salt, linseed, sulphur, green fodder, dry grass for bedding, coffee, tea, chicory, sugar, salt, and pepper, and meats, fresh, frozen, and refrigerated.

BRANFORD MERCHANTS ORGANIZE.

The retail merchants of Brantford met in the Council Chamber of the City Hall last week and completed the organization of an association. The Dominion secretary, Mr. E. M. Trowern, and the provincial organizer, Mr. James Eadie, were present and addressed the meeting. The secretary briefly laid the aims and objects of the association before the meeting, and Mr. Eadie stated that he had called upon nearly all the merchants in the city and they had all expressed themselves as being favorable to having an association formed.

The election of officers was then proceeded with, with the following result:

President, E. S. Harris.
1st Vice-Pres., G. H. Day.
2nd Vice-Pres., C. Gress.
Treasurer, F. C. Harp.
Secretary, J. S. Howie.

ADVERTISING STARCH.

In a recent shipment consisting of an entire train load of starch, The Corn Products Co., of Oswego, N.Y., took advantage of the opportunity and distributed 50,000 sample packages of its products along the route. The train consisted of twenty-four cars, each of which was loaded with 35,000 pounds of starch, making a total of nearly 1,000,000 pounds. This was the largest shipment of its kind on record, and in small towns the inhabitants met the train in a body to receive the promised free package, and, incidentally, to give further evidence to the skeptical that advertising pays.

Pure Gold Flavoring Extracts

True to name. Make cookery "Like Mother's." The flavors of the fruits and flowers caught on the wing and bottled for fine trade. Well done, too. Buy the goods that increase your profitable trade.

Ask for our beautifully illustrated new catalogue.



PURE GOLD MFG. CO., TORONTO
LIMITED

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.

Harvey, John T., Todmorden, Ont.

Baking Powder.

Gillett, E. W. Co., Toronto.
Lumsden Bros., Hamilton and Toronto.
McLaren, W. D., Montreal.
Royal Baking Powder Co., New York.

Baskets.

Oakville Basket Co., Oakville, Ont.

Bird Seed.

Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.

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

Blue and Black Lead.

Oakey, John, & Sons, London, Eng.
Reckitt's Blue—Gilmour Bros., Montreal.

Brooms, Brushes, Etc.

Canadian Broom Co., Ottawa.
Turner, James, & Co., Hamilton.
Waterloo Broom and Brush Co., Waterloo, Ont.

Butter Tubs.

Woods, Walter, & Co., Hamilton.

Canned Goods

Anglo-British Columbia Packing Co., Vancouver, B.C.
British Columbia Packers' Ass'n, Vancouver, B.C.
Burlington Canning Co., Burlington, Ont.
Castle, F. J., Co., Ottawa.
Lucas, Steele & Bristol, Hamilton.
Todd, J. H., & Son, Toronto.

Cocoanut.

Schepp, L., Co., Toronto.

Cigars, Tobaccos, Etc.

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

Cocoas and Chocolates.

Epps, James, Co., London, Eng.
Cowan Co., Toronto.

Commission Merchants and Brokers.

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

Computing Scales.

Computing Scale Co. of Canada, Toronto.
Toledo Computing Scale Co., Toledo.

Condensed Milk and Cream.

Canadian Condensed Milk Co., Toronto.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.

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

Dairy Produce and Provisions

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

Financial Institutions.

Bradstreet Co.

Flours and Cereals

American Cereal Co., Peterborough, Ont.
Carter, G., Son & Co., St. Mary's, Ont.
Greig, Robt., Co., Toronto.
Keen, Robinson & Co., London, Eng.
MacKay, John, Bowmanville, Ont.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.
Tilson Co., Tillsonburg, Ont.

Fish.

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

Flavoring Extracts.

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

Foreign Importers.

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

Fruits—Dried, Green and Nuts.

Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Chaput, L., Fils & Cie., Montreal.
Clemens Bros., Toronto.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Gibb, W. A., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.

McWilliam & Everist, Toronto.
Simpson, R. & J. H., Co., Guelph, Ont.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.

Cox, G. & J.
Tippet, A. P., & Co., Montreal.

General Groceries.

Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Snowdon, Forbes & Co., Montreal.

Grocers' Grinding and Packing Machinery.

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

Honey.

McWilliam & Everist, Toronto.

Hides.

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

Interior Store Fixtures, Trucks, Etc.

Auer Light Co., Montreal.
Bennett Mfg. Co., Pickering, Ont.
Dominion Show Case Co., Toronto.
Turner Bros. Co., Toronto.

Jams, Jellies, Etc.

Greig Mfg. Co., Montreal.
Jonas, Henri, & Co., Toronto.
Upton's—A. F. MacLaren Imperial Cheese Co., Toronto.

Mince Meat

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

Mustard.

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

Pass Books, Etc.

Allison Coupon Co., Indianapolis, Ind.

Peels.

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

Pickles, Sauces, Relishes, Etc.

Ewing, S. H., & Sons, Montreal.
Colson, C. E., & Son, Montreal.
Lees & Langley, Toronto.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.
Turner, James, & Co., Hamilton.

Polishes—Metal.

Oakey, John, & Sons, Montreal.

Polishes, Stove.

Morse Bros., Canton, Mass.

Pottery.

Foster Pottery Co., Hamilton, Ont.

Powdered Lye.

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

Refrigerators.

Eureka Refrigerator Co., Toronto.

Salt.

Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.

Sodas—All Kinds.

Winn & Holland, Montreal.

Soda—Baking.

Snowdon, Forbes & Co., Montreal.

Starch.

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

Steel Shingles.

Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.

Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Eckardt, H. P., & Co., Toronto.
St. Lawrence Sugar Refining Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme, Montreal.
Wiarton Beet Sugar Mfg. Co., Guelph.

Teas, Coffees, and Spices.

Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Canada Brokerage Co., Toronto.
Ceylon Tea Traders' Ass'n.
"Commissioner" Tea, London, England.
Ewing, S. H. & A. S., Montreal.
Japan Tea Traders' Ass'n.
Marceau, E. D., Montreal.
Mathewson, J. A., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Snowdon, Forbes & Co., Montreal.
Wood, Thos., & Co., Montreal.

Vinegars.

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

Wines, Liquors and Beer.

Dominion Brewery Co., Toronto.
Hudson, Hebert & Co., Montreal.

Wrapping Paper.

Canada Paper Co., Toronto.

Yeast.

Gillett, E. W., Co., Toronto.
Lumsden Bros., Hamilton and Toronto.

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Best for You.

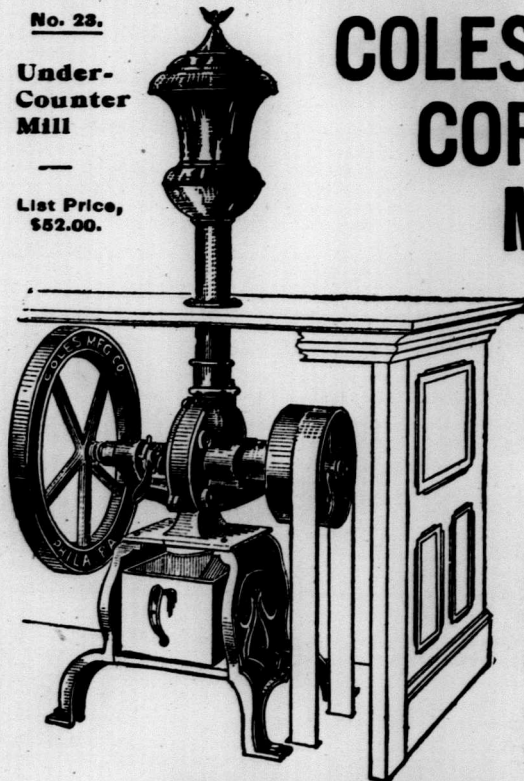
There will be no half-way satisfaction when you sell Windsor Salt. "It is best for you and your customer, too." And we use the word "best" in its deepest meaning —best by test!

Pure, white, dry, crystalline. The Salt that doesn't cake because every particle of moisture is dried out. Sifted, not ground. "Best for you" because there is no half-way satisfaction in selling it.

Windsor Salt.

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

No. 28.
Under-Counter Mill
List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverising.

Our mills will Pulverize without heating Coffee.

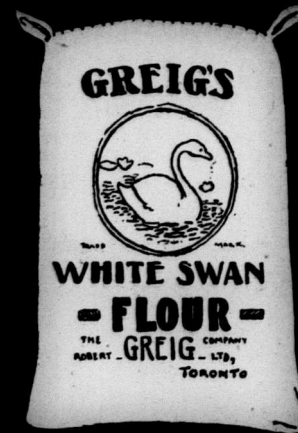
Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

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.



GLUTEN FLOUR.

A brain, nerve and muscle-building flour especially prepared for invalids, and particularly that large class who suffer from weak digestion, acidity of the stomach, etc.

Invaluable for Diabetes.

It contains all the nutritive elements of the wheat, and is as nearly free from starch as it is practicable to make a flour suited to general daily use.

All grocers have more or less call for this. No need now to pay fancy prices for foreign flours when the same can be obtained at home, and at half the cost.

Greig's Gluten Flour is put up in nice white cotton sacks. Trial size, 5 lbs. Regular size, 49 lbs. Also in barrels. Inquiries carefully responded to.

The Robert Greig Co., Limited, Toronto.



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Montreal.

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A BUSINESS MEN'S PARLIAMENT.

THE indications point to a general election in the not distant future. The party organs are beginning to gather together their wares and dilate on the virtues of their friends and the iniquities of their enemies. The politicians are turning their attention to local organization, and are estimating the effects of the recent redistribution. Committee meetings are the order of the day, or rather of the night. All this portends what? That the battle is soon to be on and the country plunged into the excitement, pleasurable or otherwise, of a royal battle all along the line.

To the politician it is merely a battle, but to the ordinary business man and citizen it is or should be more. The board of directors of this great company of ours, which we delight to call the Dominion of Canada, are about to be elected. Every stockholder, no matter what the size of his share, has a vote and with the exception of in one province, only one. The directors in their five year term of office will raise and disburse something over \$300,000,000 on our account. They will direct the

EDITORIAL

policy of our business, decide on capital expenditure, pass by-laws for the regulation of the company's affairs, and generally transact the business which is transacted by the directors of a large and important company like ours.

In electing those directors we have rather peculiar notions. When we elect the directors of a bank or a loan company in which we are financially interested, we invariably choose the men who, by success achieved in their private affairs, have proved their fitness to take a place at the council board of the larger company. He may not be a brilliant talker, but he must be honest, he must be capable or we will not elect him to the directorate of our bank. But when we come to elect the directors of the company known as the Dominion of Canada, we forget all about the principles upon which we acted in choosing other directors. If he is a Liberal, if he is a Conservative, that settles it.

Need we wonder that so many misfits get elected to Parliament?

It is true that the party system prevails with us and is not without its advantages where there are important issues, but that only throws back the problem to the party convention. Why do not the parties bring out business men as candidates?

The blame rests in a measure with the business men themselves; with them rests also the remedy if they will but apply it. They have left the selection of candidates to the professional politicians. If they will turn out and take hold of the party organization they can insist on capable men as candidates.

The party conventions and nominations have in most constituencies not yet been held. There is time yet for the business community to make their influence felt in the selection of the men who are to represent us in the next Parliament. The great development which is just before us demands the trained experienced minds of men of affairs in our national councils. The next parliament should be known as the Business Men's Parliament. The business men of Canada can make it so if they go about it with sufficient energy and determination.

The
Canadian Grocer

TRANSATLANTIC RATES.

THERE is a flurry among the transatlantic steamship lines owing to the fact that in pursuance of extensive colonization plans the Canadian Pacific is making through rates to the Northwest by means of its recently acquired steamers which cannot be approached by the New York and Boston lines. It is reported that the Canadian Pacific is making very low rates via Halifax and Portland and that the Morgan combination directors have freed the Dominion Line from all agreements in order to meet competition. This applies to Dominion Line's Portland and Montreal services, as its Boston service has been combined with the White Star Line.

If this rate competition results in increased immigration to Canada the rival companies will receive our national commendation and thanks.

FUNCTION OF THE MANAGER.

AN article in last week's GROCER suggests an inquiry into the true function of the manager or head of a business. Has he any right to so overload himself with detail as to be unable to spare the time necessary to receive courteously those who may have business with his firm? We venture to answer no.

The manager has no business to encumber himself with detail. There are plenty of men who, at nominal salaries, can be hired to do routine work. The work of the manager should be something higher. It is his business to organize his staff so that the routine work of the business may run on smoothly without his immediate and constant supervision. His subordinates should be given a share of responsibility and be made answerable for what has been put under their care. If the manager has failed to so organize his work he has demonstrated his incapacity for the managership, and should be relegated to a subordinate position, where he can exercise his talent for detail to advantage, and give place to a man who has a proper conception of his duties.

The manager's true function is the direction of the larger policy of the business, and this he cannot do properly if

his time is absorbed with matters of secondary importance. In managing a business the most enterprising and successful leaders have recognized the importance of the personal element. It is a great advantage for the manager to have the personal acquaintance of his customers, actual and possible. For one thing, he will, thereafter, be in a better position to understand their peculiar positions, and wants, and dispositions; and, moreover, if he is a man of the right stamp he should win their personal confidence, esteem, and regard, a matter of more importance than some may be inclined to concede, as was instanced by an item in the columns of THE GROCER a few weeks ago of a merchant who had been the constant customer of one firm for over thirty years.

Again, the general conditions of trade, the requirements of the market, plans for extending the business, meeting the competition of rivals, are all subjects which should engage the attention of the manager, and are subjects which can only be adequately dealt with by a man who is in constant touch with his constituency, through meeting from day to day those with whom he has business relations.

CANADIAN CATTLE AT ST. LOUIS.

THE decision of the representatives of The Canadian Live Stock Associations not to take part in the St. Louis Exhibition under the present unfair conditions, is one, which although regretted, must be approved.

The stringent conditions governing the exhibition of cattle are such as put Canadians practically out in the cold. A daily newspaper commenting on the conditions says:

They stipulate, to begin with, that every importer for exhibition purposes must be a citizen of the United States. Then the Customs regulations have been so arranged that if a Canadian animal at the show were to be sold it would be necessary for it to be brought all the way back to Canada before it could be shipped to the buyer, even if he lived only ten miles from the exhibition grounds. This would be necessary in order to collect the duty at the frontier. Further, it is stipulated that all cattle for exhibition must undergo the tuberculin test, but no provision is made for this test in Canada, while if made in St. Louis it would for a time spoil the most healthy animal for show purposes.

The fifty representatives of all the live stock associations in Canada at the meet-

ing recently held at the Rossin House, Toronto, after fully discussing the situation, decided that unless the regulations of the Fair were modified to the same character as those of the World's Fair at Chicago and the Pan American at Buffalo, Canada would not be represented.

While it is desirable that our cattle should be represented at St. Louis our cattlemen are perfectly right in refusing to submit to unjust conditions. As our cattle carried everything before them at Chicago, and were still more signally successful at Buffalo, we are not absolutely dependent upon the St. Louis Fair for the reputation of our cattle.

The Canadian stockmen are perfectly content to exhibit if they are given equitable treatment, and since the meeting above referred to, the Canadian case has been submitted to the St. Louis authorities in black and white, and it is possible that a workable arrangement may yet be arrived at.

SUGGESTION IN DECORATIONS.

PEOPLE are influenced more largely than is generally supposed by suggestion. No one likes to be dictated to or told what to buy, but a delicate suggestion will often turn a customer's mind in a direction quite undreamed of before. In this fact lies the value of a well-conceived window and a cleverly arranged interior. The idea that she should have this or that is suggested to the customer by seeing the article displayed in a more or less attractive manner.

In planning out his campaign for the Christmas trade the grocer should never lose sight of the facts just noted. If he wants to sell seasonable goods he should make everything in his store suggest the season. Christmas should peep out from every corner in the store. Money spent in decorations is a good investment. Evergreens are always in good taste and smack of yuletide and the holiday season. Holly is not expensive, and at once brightens the appearance of the interior and reminds the beholder how a generous holly wreath tied with a bow of red ribbon would look hung over the mantel or in the window at home. A Christmas tree hung with articles from stock which would

prove suitable for Christmas presents would be interesting to customers, while at the same time suggesting appropriate gifts for their friends. Everything which is not related to the Christmas trade should be put in the background, and everything of a holiday nature should be put forward and in a manner to suggest its use.

Once get people inspired with the enthusiasm of Christmas and tight purse strings will be unloosened with surprising readiness. People are always ready to buy if their imaginations are sufficiently stimulated. Your Christmas trade will be doubled if you can manage to make your store redolent with the suggestion of Christmas.

ASIATIC TRADE.

AMERICANS are growing alarmed over their declining trade with the Chinese Empire, and are looking askance at the advances Russia is making in that market, while rapidly estimating the lines in which the latter may prove a competitor.

The United States is keenly alive to the importance of the Oriental market, and the whole labyrinth of Russian diplomacy is directed to capturing this commercial prize. In a recent issue of THE GROCER an article from the pen of Mr. J. D. Allan directed attention to the marvellous possibilities of the Oriental market and the natural advantages of Canada in the matter of trade with the trans-Pacific nations.

The keen jealousy of the United States and the unswerving pertinacity of the Russian should be an inspiration for the Canadian. The trade is there, and we are in the most advantageous position, geographically, to secure it, if we will only go after it with sufficient determination.

The trouble with our transcontinental roads has been that by far the greatest amount of traffic has been eastbound. If we can develop this Oriental trade we will have a westbound traffic that will balance up matters and equalize freight rates.

There is only one thing to do, and that is, a vigorous campaign in the Oriental markets. The Government should take hold of the matter and establish commercial agencies there, through whom our manufacturers can get in touch with the merchants of Eastern Asia. The time should come when our Asiatic market is of no less importance than that of Europe.

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THE CANADIAN GROCER

PERSONAL MENTION.

Mr. J. E. Adams, for over 13 years in business in Omemee, has removed to Lindsay, having purchased the grocery and provision business of T. Blackwell.

Mr. C. W. Gregory, Western Ontario representative of Snowdon, Forbes & Co., Montreal, is at present confined to his home through illness, but expects shortly to be able to be among his customers.

Mr. P. E. Sobotker, representing Borden's Condensed Milk Co., New York, is in Montreal this week in the interests of his company. Mr. Sobotker is visiting the trade in company with Mr. W. H. Dunn, Montreal representative.

Mr. A. J. Williams, Montreal representative of Crosfield, Lampard, Clarke & Co., London, Calcutta and Colombo, is at present in New York. Mr. Williams left on Thursday, November 12, and will visit Philadelphia, Boston and other large eastern centres in the interests of Ceylon and Indian teas.

The High-Grade Coffee & Specialties Co., Ltd., of Ottawa, have opened up a branch office in Toronto, at 167 King street west, Princess Theatre building. The office will be in charge of Mr. R. J. Laughlin. An active campaign in this firm's goods will be made. The success of their brands in the home market has been such as to disprove the old saying, that "a prophet is not without honor save in his own country," and in Ottawa, where the goods are prepared, there are very few stores that do not handle them.

MET IN OTTAWA.

A representative of "The Grocer" when in Ottawa last week ran across a number of old travellers whose interests are directly connected with the grocery and provision trade. At the Grand Union were met Mr. John Christie, representing Carter, Galbraith & Co., Montreal. Mr. Christie has a reputation for knowing teas thoroughly, and as a salesman in that line his orders testify to his ability.

Mr. N. N. Munro, who has for many years represented The Hamilton Coffee & Spice Co., Hamilton, has been spending the past week in Ottawa, Hull and vicinity; and MacLaren's jelly powders, extracts, coffees and spices are in evidence in the stores. Mr. Munro's territory is between Toronto and Montreal. He is an old and experienced grocer and thoroughly knows what will sell and what is required.

Mr. F. W. Mallette, representing The Park, Blackwell Co., Ltd., Toronto, provision merchants, was visiting the trade in Ottawa during the week. Mr. Mallette, who represents his firm in Eastern Ontario, reports business most satisfactory.

Mr. A. J. Hughes, representing The Ozo Co., Ltd., Montreal, was met in Ottawa this week by a representative of "The Grocer." If the number of orders received testify to ability as a salesman, Mr. Hughes certainly holds his own.

SPECIALIZING IN SPECIALTIES.

Lumsden Bros., of Hamilton and Toronto, are closing out the general grocery end of their Toronto wholesale business, which will hereafter be handled by the Hamilton branch. In Toronto it is the intention of the firm to confine themselves to their own specialties, which will be pushed vigorously. The change will take place on December 31. It is rumored that Lumsden Bros. will build a larger canning factory next year. Mr. H. D. Reid will be in charge of the reorganized Toronto office and warehouse.

HINTS TO BUYERS.

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

The Eby, Blain Co., Ltd., are offering a decided Christmas novelty in their line of Christmas stockings. Grocers will find this one of the most profitable and quick-selling lines ever handled.

Three carloads of onions expected by McWilliam & Everist during the week will be sold at prices that will interest the trade.

H. P. Eckardt & Co. are selling shelled walnuts at a very low price.

The St. Lawrence Sugar Refinery Co. draw attention to the fact that their sugars are made from West Indian cane sugar.

McWilliam & Everist have paid special attention to their nut imports this season and buyers will find their stock worthy of attention.

The Eby, Blain Co., Ltd., report that they can now fill all orders promptly for match-safe tacks. Grocers interested in quick-selling Christmas novelties should get sample and quotations.

Henri Jonas & Co., Montreal, are offering their usual stock of crystallized fruits in fancy boxes and baskets. They report a splendid trade in fancy French syrups in decanters.

McWilliam & Everist expect the arrival of three cars of onions during the week.

"Simcoe" brand chicken soup may be had from H. P. Eckardt & Co.

Special prices are offered by Henri Jonas & Co., Montreal, on the balance of their Fall arrival of macaroni, vermicelli and spaghetti.

The F. J. Castle Co., Ltd., Ottawa, advise having filled all their orders in full for canned goods. They have still on hand a large supply of all lines. Dealers

open will do well to communicate with them. See their ad. in another column.

The ad. of E. D. Marceau, in another part of this issue, is an interesting inducement to tea buyers. Values offered are specially low.

The attention of grocers handling fancy and high-class grocery specialties is directed to the ad. of Henri Jonas & Co., Montreal, in this week's issue. The goods advertised are exceptionally fine and adapted for fancy hotel, club and private family trade.

Neilson's Mince Meat in pails and tubs is on sale with The F. J. Castle Co., Ltd., Ottawa, who report that the quality of the goods is fast making friends for them in the east.

A full line of Rowat's Pickles, all grades and sizes, has been received by Joseph Grant, Ottawa. Buyers should place orders before cold weather sets in.

New crop Sicily filberts and Tarr. S.S. almonds are in stock with The Eby, Blain Co., Ltd.

Joseph Grant, wholesale grocer, Ottawa, has arriving next week two carloads of No. 1 Scotch herrings in barrels and half barrels, which he quotes at especially interesting figures.

Hudon, Hebert & Co., Montreal, advise receipt of a round lot of "Sportsman" brand of sardines. As only about 600 cases of these desirable goods were received in Canada this year, catch being short, buyers should find them splendid value.

S. J. Major, Ottawa, advises receipt of carload of fine Japan tea, which he is offering at 17c. This price should clear out the line.

Cleaned currants (1902) in half cases, also 4-Crown layer raisins and finest selected valencias are offered this week by S. J. Major, wholesale grocer, Ottawa.

L. Chaput, Fils & Co., Montreal, have a large assortment of table raisins in boxes and quarter boxes, in all grades. Also Malaga seeded raisins in 1-K. cartons; Also Malaga seeded raisins in 1-lb. cartons; sultanas, 1-lb.'s—all 1903 crop and offered at interesting prices.

Trenor's 1902 Valencia raisins, cold-storage kept fruit, in good condition, are offered to the trade this week at 4½c. per pound, by L. Chaput, Fils & Co., Montreal.

The Warton Beet Sugar Co. inform the trade that their factory is in full operation and turning out an excellent grade of sugar.

So many grocers throughout Canada have shown their appreciation of the special pipe offer being made by W. B. Reid & Co., wholesale tobaccoists, Toronto, that it is manifest that a pipe stock is likely to become with many grocers a regular feature. The liberal offer Reid & Co. make should be accepted.

... Have you noticed that the sale of the old time colored and doctored teas of "Japan" is rapidly becoming

A DEAD BUSINESS



"SALADA" Natural Leaf Ceylon Green Teas have met with such pronounced approval by a quality discerning public, as to have displaced "Japans" wherever they have come in competition. If you are not already aware of this "fact" you must be trading with your eyes shut.

The Statistical Departments at Ottawa or Washington can readily supply the proof.

We would appreciate the opportunity of sending you a sample case, yes, and guaranteeing the sale.

Sealed Packets only. Same form as the famous Black Teas of "SALADA" Brand.

12 Million Packets } This is a certificate of character that none dare question sold annually.

Montreal.
St. John.
Halifax.
Winnipeg.
Vancouver.
New York.
Boston.
Chicago.
Buffalo.
Detroit.
Pittsburgh.
Cleveland.
Philadelphia.
Washington.
Indianapolis.
Hartford.
Duluth, Min.
Jersey City.
Milwaukee.
St. Paul, Min.
Richmond, Va.
Jacksonville.
Rochester.
Norfolk, Va.
Scranton, Pa.
Portland, Me.
Baltimore, Md.
San Francisco.



"Horse Shoe" SALMON

For 25 years the standard in Canada.
Every can guaranteed.
The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade



We would like to hear from the merchant who doesn't sell Celluloid Starch. We can put him in the way of making more money.

PUT

Celluloid Starch
Never Sticks Requires no Cooking.

in stock and let your customers know you have it. You'll get more trade from the better class of grocery-buyers in your neighborhood. The goodness of Celluloid Starch will reflect on your other lines.

THE BRANTFORD STARCH WORKS, LIMITED,
BRANTFORD, CANADA.

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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, November 19, 1903.

GROCERIES.

OPTIMISM is the dominant tone on the street this week. Wholesalers report trade in all staple lines satisfactory and the volume of general business in excess of the corresponding week last year. Both wholesalers and retailers are confident as to the outlook. Collections are very fair. There are few changes to note in the markets for although conditions have shifted somewhat in some lines quotable changes are few. The interest in canned goods centres round corn now that the anxiety relative to tomatoes is relieved. Jobbers have not had their orders filled and a scarcity is anticipated. Coffees continue steady and firm on the local market with strong upward tendency in New York. Spices are still firm, while cloves and black pepper have advanced $\frac{1}{2}$ c. per lb. on the London market. There is no change in the molasses and syrup situation. A fair demand is being met at recent quotations. Rice is quiet. The market is reported bare of finest imported Japan. Tapioca is strong and unchanged. Teas maintain the strong position recently developed. There is a demand locally for cheap teas. Japans are scarce and a fair demand is met for Indian and Ceylon. On the London market Indian has maintained position and Ceylon has strengthened. Foreign dried fruits are being forwarded to retail trade. Valencia raisins are stronger locally and currants are also firmer in consequence of advices from Patras. Bordeaux and Marbot walnuts have advanced 2 to 2 $\frac{1}{2}$ frs. on primal markets. In sugars, an easier tendency developing in raws has imparted a weaker feeling to New York refined, which at latest advices was being shaded 5c. per 100 lb. for granulated; at time of writing the local market had not been affected. Maple Leaf granulated has been withdrawn from the local list. Berlin lists a No. 1 yellow.

CANNED GOODS.

Jobbing houses are still busy filling back orders for canned goods. Corn is the strong feature just at present and jobbers have not been able to have their orders filled in full by the canners. Tomato orders, however, are being filled all right. Prices are very firm in all the three staple lines, tomatoes, corn and peas. We quote:

Apples, 3s.	0 80
" gallons	2 20
Asparagus	3 50
Beets, 2s.	0 90
Beets, 3s.	1 00
Blackberries, 2s.	1 50 1 70
Beans, 2s.	0 82 0 85
Corn, 2s.	0 90 1 00
Cherries, red, pitted, 2s.	2 20
" white.	2 40
Peas, 2s.	0 87 1 40
Pears, 2s.	1 45 1 60
" 3s.	1 50 2 10
Pineapples, 1 1/2s.	1 50 1 60
" 2s.	1 80 2 00
" 3s.	2 35 2 40

Peaches, 2s.	1 55 1 70
" 3s.	2 45 2 60
Plums, green gages, 2s.	1 10 1 40
" Lombard.	1 00 1 30
" Damson, blue.	0 95 1 25
Pumpkins, 3s.	0 95
" gallon	2 50
Rhubarb, 3s.	1 80
Raspberries, 2s.	1 40 1 60
Strawberries, 2s.	1 40 1 60
Succotash, 2s.	1 00
Tomatoes, 3s.	1 05
Lobster, tails.	3 35
" 1-lb. flats.	3 50 3 70
" 1/2-lb. flats.	1 90 2 90
Mackerel.	1 00 1 25
Salmon, sockeye, Fraser.	1 65 1 75
" Northern.	1 65 1 75
" Horseshoe.	1 65 1 75
" Cohoes.	1 15
Chums.	1 25 1 35
Sardines, Albert, 1/2s.	0 15
" 1/2s.	0 23 1/2
" Sportsman 1/2s.	0 14
" 1/2s.	0 23
" Portuguese 1/2s.	0 08 0 10
" P. & C., 1/2s.	0 25 0 27
" P. & C., 1/2s.	0 35 0 38
" Domestic, 1/2s.	0 03 0 04
" 1/2s.	0 09 0 11
" Mustard, 1/2 size, cases 50 tins, per 100.	8 00 9 00
Haddies.	1 00
Kipperd herrings, domestic.	1 00
" imported.	1 45 1 55
Herrings in tomato sauce, domestic.	1 00 1 10
" imported.	1 45 1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans.	1 50 1 65
" 2-lb. "	2 65 2 75
" 6-lb. "	9 00
" 14-lb. "	20 00
Launch tongue, 1-lb.	2 85 3 00
" 2-lb.	5 00
English brawn, 1-lb.	1 50 1 60
English brawn, 2-lb.	2 75 2 85
Camp sausage, 1-lb.	1 50 1 65
" 2-lb.	2 65 3 00
Soups, assorted, 1-lb.	1 00 1 50
" 2-lb.	2 20
Soups and Boull, 2-lb.	1 80
" 6-lb.	4 50
Sliced smoked beef, 1/2s.	1 50 1 70
" 1s.	2 65 2 80

COFFEES.

Locally the coffee market is strong and steady with practically no change since last writing. A very fair demand is being met from the retail trade. New York reports a strong market showing slight advances. We quote:

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

SUGAR.

The dulness noted in our last has been again the prevailing feature and there have been only small sales of raws to United States refiners, totalling about 1,000 tons centrifugals, on spot and to arrive, to The American Sugar Refining Co. These sales have been made on basis of 3 $\frac{1}{2}$ c. duty paid, for 96 test. On this basis the offerings have been light, but an easier feeling has since developed and there are now no buyers at over 3 $\frac{1}{2}$ c. Europe has developed an easier tendency, quotation for 88 beet now being 8s. 5 $\frac{1}{2}$ d., basis f.o.b. Hamburg, for November shipment. This is an equivalent to the parity of \$3.78 for 96 test centrifugals, duty paid, New York. The weakness in raws has imparted a weaker feeling to the refined situation and latest advices are that New York refiners are shading

granulated .05c. per 100 lb., but so far this has had no apparent effect upon the local situation in Canada, list prices remaining as last advised. The prevailing feeling, however, is one of extreme caution and purchases are only made for absolute requirements, which seems to be the wisest policy to pursue at present time.

Latest cable from Magdeburg, Germany, regarding the growing beet crop reads: "No change in the situation." And this tends to keep the market easy. At same time the apparent reason for the weakness in New York is the prospective ratification of the Cuban reciprocity treaty. When passed this will probably have the effect of releasing the greater part of the 124,500 tons held on the island, along with 23,400 tons in importers' hands at United States ports, and, naturally, pending a settlement of this long outstanding question, the tendency is for refiners and other buyers to hold off. As opposed to this there has been a further reduction in United States stocks by nearly 9,000 tons, receipts for week ending November 11 being 21,417 tons, with meltings maintained at former figures of 30,000 tons, leaving total stock in all hands 112,061, which is fully 73,000 tons less than same time last year. Combined stocks of Europe and America, at latest uneven dates, were 1,494,564 tons, a decrease against same period last year of 5,261 tons. Regarding list of quotations at foot, it will be observed that "Maple Leaf" granulated has been withdrawn from the list. We quote:

Paris lumps, in 50-lb. boxes	4 83
" in 100-lb. "	4 73
St. Lawrence granulated	4 18
Redpath's granulated	4 18
Acadia granulated	4 08
Berlin granulated	4 08
Standard granulated (Wallaceburg)	4 08
Crystal granulated (Wallaceburg), 1902	3 98
Imperial (Dresden)	4 03
Beaver (Wiarion)	4 03
Phoenix	4 03
Bright coffee	3 88
Bright yellow	3 83
No. 3 yellow	3 78
No. 2 "	3 55
No. 1 "	3 48
No. 1 (Wallaceburg)	3 48
No. 1 (Berlin)	3 48
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

SPICES.

The market generally is firm and the expectations are for higher prices. As it is cloves are up $\frac{1}{2}$ c. per lb. in London, and Singapore black pepper is also up $\frac{1}{2}$ c. Cocoa butter is considerably dearer. Locally, wholesalers are meeting with a fairly good demand. We quote:

Peppers, blk	Per lb.	0 18 0 19
" white	0 23 0 27	
Ginger	0 18 0 25	
Cloves, whole	Per lb.	0 20 0 35
Cream of tartar	0 25 0 30	
Allspice	0 13 0 16	

SYRUPS AND MOLASSES.

The situation locally is little changed from last writing. There is a fairly good demand, especially for corn syrup. In New Orleans there has been a good demand for attractive grocery grades molasses, with light offerings. In New York the syrup market has been quiet on former basis. We quote:

Syrups—	
Dark	0 30 0 32
Medium	0 30 0 32
Bright	0 35 0 37

THE MARKETS

The Canadian Grocer

CURRENTS.

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

RAISINS.

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

DATES.

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

PRUNES.

100-110s	Per lb. 0 04 1/2	60-70s	Per lb. 0 07 0 07 1/2
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.

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

FIGS.

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

APRICOTS.

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

PEACHES.

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

NUTS.

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

COUNTRY PRODUCE.

EGGS.

The receipt of strictly fresh stock for local requirements are small and buyers are now filling orders with cold storage stock. There is a very good steady demand, especially for what newly-laid are coming to hand. Prices are fully maintained with an upward tendency. Canded are firm and pickled a little stronger. We quote:

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

WHITE BEANS.

A good active demand, especially from the north, is reported for white beans. Beans are coming forward somewhat better and prices are maintained at about previous quotations. We quote:

Beans, mixed, per bush	1 50
prime	1 75 1 80
" handpicked, per bush	1 90 2 00

HONEY

The honey market shows no particular features this week. The enquiries are not very heavy but prices are maintained on recent basis. We quote:

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

DRIED APPLES.

The dried apple market continues featureless. We quote:

Apples, dried, per lb	0 03 1/2 0 04
" evaporated	0 06 0 06 1/2

POULTRY.

There is little change in the poultry situation. The receipts are fair and about on a par with the demand. Chickens and geese show a slightly firmer tendency. We quote:

Chickens, live per lb	0 07 0 08
Old hens	0 05
Ducks	0 08 0 09
Turkeys	0 09 0 10
Chickens, dressed, per lb	0 09 0 10
Old hens	0 06 0 07
Turkeys	0 11 0 12
Geese	0 06 0 08
Ducks	0 09 0 11

FISH.

Trade in fish is very well maintained. Supplies continue quite ample, while a very satisfactory demand is met with. Finan haddie are quoted at 8 1/2 to 9, and bloaters at \$1.25 per box. No other changes are noted. We quote:

Whitefish, frozen, per lb	0 08
Trout, frozen, per lb	0 08
Herrings, fresh, per lb	0 07
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 05
Mackerel, each	0 20
Haddock, per lb	0 07
Cod, per lb	0 08
Finnan haddies, per lb	0 08 1/2 0 09
Bloaters, per box	1 25
Oysters, standard, per small pail	4 05
selects	5 25

GREEN FRUITS.

The green fruit market is not showing any great activity just at present. Oranges and lemons, however, are being called for in very fair volume and from all accounts apples are meeting with a very good demand. A few choice California tomatoes to take the place of the Canadian article now off the market were seen this week. They sell at from \$2.50 to \$3 per box of 20 lb. net. Jamaica oranges are a little easier. We quote:

Jamaica oranges, per bbl	5 00
Florida per box	3 75
Bananas, large bunches	2 00 2 75
small bunches	1 25 1 50
Verdill lemons, 360's, per box	3 50
Florida	4 50 5 00
California lemons, per box	1 50 2 50
Apples, per bbl	0 25 0 40
Pears, winter varieties, per basket	5 50 6 50
Almeria grapes, per keg	6 00 6 50
Florida grape fruit, per box	10 00
Cranberries, dark, Cape Cod, per bbl	3 50 3 75
per case	9 50
" Jersey, per bbl	1 25
Limes, per case	

VEGETABLES.

The vegetable market has been dull this week partly on account of the large quantities being sold from door to door. Potatoes are meeting with a large demand for Winter use, turnips also are well enquired for. Onions are slightly easier, while radishes, mushrooms and mint are more scarce and higher. Celery is not so high as it has been and pumpkins are dull and lower. We quote:

Cabbage, per doz	0 40 0 50
red, per doz	0 40 0 75
Potatoes, per bag	0 55 0 60
car lots	3 00 4 25
Sweet potatoes, per bbl	0 30 0 40
Onions, per basket	1 25 1 40
Onions, per bag	1 00
Spanish onions, per crate	2 50
Spanish onions, large cases	0 30
Bunch lettuce, per doz bunches	0 35 0 50
Radishes, per doz bunches	0 60 0 75
Mushrooms, per lb	0 20
Mint, per doz bunches	0 20
Parsley	0 50
Spinach, per bush	0 40
Beets, per bush	0 75 1 50
Cauliflowers, per doz	0 50
Carrots, per bag	0 65
Parsnips, per bag	0 40 0 75
Vegetable marrows, per doz	0 25 0 75
Celery, per doz	0 50 1 25
Butter squash, per doz	0 75 1 25
Hubbard squash, per doz	0 75 1 25
Pumpkins, per doz	0 35
Yellow turnips, per bag	0 15 0 25
White turnips, per doz	0 20 0 30
Oyster plants	0 30
Leeks, per doz	0 10
Sage, per doz	0 10
Savoury, per doz	0 50 1 00
Citrons, per doz	0 75
Artichokes, per bush	

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.

The grain markets are generally quiet this week and prices a little easier. Manitoba wheat No. 1 hard, has dropped 1/2 to 1 1/2c. Manitoba northern is 2 to 3 1/2c. easier. Oats are 1c. firmer. Peas are 1c. easier. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 91 1/2 0 92 1/2
" Northern	0 86 0 86 1/2
Red, per bushel, on track Toronto	0 81 0 81 1/2
White	0 81 1/2 0 82
Barley	0 44 0 48
Oats	0 33 0 34
Peas	0 66 0 67
Buckwheat	0 67
Rye, per bushel	0 56 0 57

FLOUR.

The market in flour continues good. Last week's prices remain unchanged. We quote:

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

BREAKFAST FOODS.

Owing to the close of navigation there is a big demand for cereals. Prices are the same as last week. We quote:

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

HIDES, SKINS AND WOOL.

Business continues very dull this week. This is especially noticeable in hides. Our quotations are:

HIDES.

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

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb " "	0 08
" " " 2 " " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 75

WOOL.

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

QUEBEC MARKETS.

Montreal, November 19, 1903.

GROCERIES.

TRADE during the week has been rather on the quiet side. Travelers' reports, while fairly encouraging, do not show the plenitude of orders that might be expected towards close of navigation. Remittances are reported as fairly satisfactory on the whole, very few renewals being asked on the 4th. In teas the market has shown a dullness not noticeable for many months, very few large orders having been booked. All brokers report trade very quiet and no special feature to enlarge upon. The demand for Ceylon and Indian greens seems to have eased off. Japans continue firm with fair number of inquiries for common to medium; stocks are light and closely held. China blacks and greens are quiet. The sugar market is dull and little is doing. The fluctuations in beets are too trifling to make any change here. Molasses is a little easier in Barbados grade, though trade is dull, unusually so, and jobbers can only attribute the falling off in orders to the high prices ruling and the trade taking up corn syrups. Coffees continue firm; prices locally are generally advanced from 1 to 2c. per lb. Spices of all kinds are high with exception of ginger. Singapore pepper is reported 120,000 bags short of last year's crop and higher figures must follow. In canned goods the interesting feature has been the buying in by brokers and others of corn, one dealer having turned over 1,000 cases at 92 1/2c. net. Jobbers generally are asking \$1 and some even holding out for \$1.05. It is claimed that a good deal of the buying was for Canadian canners' account, to fill orders in full. The foreign dried fruit trade is

THE MARKETS

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Domino lumps, boxes and bbls.....	4 55
Phoenix " 1/2-boxes and 1/2-bbls.....	4 65
Cream.....	3 95
Bright coffee.....	3 80
" yellow.....	3 80
No. 3 yellow.....	3 70
No. 2.....	3 50
No. 1 " bags and bbls.....	3 35 3 40
Raw Trinidad.....	3 15
Trinidad crystals.....	3 20 3 25

SYRUPS AND MOLASSES.

A fair business is being done in corn syrup. The high prices ruling for Barbados molasses during the past three or four months have thrown the trade into using corn syrups.

We are advised this morning from a large manufacturer of Barbados molasses that prices are a trifle easier. Local jobbers are still asking from 39 to 41c. for good quality Barbados. We quote:

Barbados, in puncheons, old.....	0 42
" new.....	0 43 0 44
" in barrels.....	0 42 0 44
" in half-barrels.....	0 43 0 45
New Orleans.....	0 22 0 35
Antigua.....	0 37
Porto Rico.....	0 45 0 48
Corn syrups, bbls.....	0 02 1/2
" 1-bbls.....	0 02 1/2
" 1/2-bbls.....	0 03
" 3/4-lb. pails.....	1 30
" 25-lb. pails.....	0 90
Bbls., per 100 lb.....	2 75
1/2-bbls.....	2 75
Kegs.....	3 00
Cases, 2-lb. tins, 2 doz. per case.....	1 90
" 5-lb. " 1 doz.....	2 35
" 10-lb. " 1 doz.....	2 25
" 20-lb. " 1 doz.....	2 10

TEAS.

The situation in tea during the past week has been a very quiet one. Ceylon blacks are in fairly good demand and London markets are reported strong with an advance of 1/4d. in common. Indians are in fairly good demand with no change in prices to report. In China blacks everything has been cleared up in London under 5d. at auction, or equal to 6d. here. Japans continue firm. Good medium quality is reported at 18 1/2, while finer grades are ranging from 21 to 23c. We quote:

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

COFFEE.

Maracaibos are reported an advance of 1/4c. in New York this week. Other coffees unchanged and firm at the late advance. Mostly all the grinders here have advanced their prices and as the statistical position is strong the chances are for maintenance of the advanced prices for some time. We quote:

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

SPICES.

Spices of all kinds are very firm with higher prices in view for everything except ginger. Cloves are still keeping up at a high figure. Singapore pepper. — The world visible supply is 120,000 bags less than this time last year and this shortage largely accounts for the high prices ruling. 15c. f.o.b. New York for black Singapore pepper, and 20 to 25c. for Zanzibar cloves are looked upon as the likely prices that will have to be paid before many more months are over. We quote:

Nutmegs, per lb., as to size.....	0 40 0 60
Penang mace, per lb., as to quality.....	0 70 1 00
Pimento, ground.....	0 18 0 20
Cloves.....	0 90 0 25

Pepper, ground, black (according to grade).....	0 18 0 24
" white.....	0 27 0 28
Ginger, whole.....	0 17 0 19
" Japan.....	0 13 0 14
" Jamaica.....	0 12 0 18
" African.....	0 12 0 13
Ginger, ground.....	0 15
" Cochin.....	0 19 0 20
" Jamaica.....	0 18 0 20
" African.....	0 13 0 14
Cassia.....	0 14 0 16

RICE AND TAPIOCA

Business in these lines is very quiet. No changes are reported since last week, though the recent advance in tapioca has put a better feeling in the trade in these lines. We quote:

B rice, in bags.....	3 40
" 1-bags.....	3 40
" pockets.....	3 50
In 10-lb bag lots an allowance of 10c. is made.....	
CC rice, in bags.....	3 30
" 1-bags.....	3 30
" 1/2-bags.....	3 40
" pockets.....	3 40
Imported Patna rice, in bags.....	4 02 1/2
" in 1-bags.....	4 75
" in 1/2-bags.....	4 87 1/2

In the open territory prices are about 10c. less "MOUNT ROYAL" FANCY RICES.

Mandarin Patna.....	4 25
Imp. Glace Patna.....	4 50
Polished Patna.....	4 50
Indian Bright.....	3 85 1/2
Java Caroline.....	3 60
Lustre.....	3 50
Snow Japan.....	3 75
Japan Ice Drops.....	4 87 1/2
Tapioca, medium pearl.....	5 25
" seed pearl.....	0 02 1/2 0 03
" flake.....	4 00
Imported Italian.....	0 09
Fancy Head Carolina.....	0 10

CANNED GOODS

The feature this week in canned goods has been a strong demand for corn. The jobbers are asking \$1 to \$1.05. There has been considerable buying done for outside account, and we are advised of the sale of 1,000 cases at 90c. to 92 1/2c. net. The general feeling among the trade is that corn will see still higher figures. Tomatoes are quoted at \$1 to \$1.05. Salmon continues scarce and although there is no change reported from last week there is a disposition to hold out for somewhat higher figures. We quote:

Tomatoes.....	1 05
Corn.....	1 00
Peas.....	0 87 1/2 1 40
String beans.....	0 82 1/2 0 85
Strawberries, preserved.....	1 40 1 60
Succotash.....	1 00
Blueberries.....	1 10
Raspberries.....	1 40
Lawberries, 2s.....	1 50
Raspberries, black.....	1 35
Gooseberries.....	1 55
Pears, 2s.....	1 40 1 60
" 3s.....	2 10
Peaches, 2s.....	1 55 1 67 1/2
" 3s.....	2 40 2 60
Plums, Leonard 2s.....	1 30
" Green Gage, 2s.....	1 40
Cherries, red pitted, 2s.....	2 20
Baked beans, 3s.....	0 90
3-lb. apples.....	0 90
Gallon apples.....	2 20
2-lb sliced pineapples.....	2 00 2 10
Grated pineapples.....	2 40
Singapore whole pineapples.....	2 40
Pumpkins, per doz.....	0 35
Spinach.....	1 40
Sugar beets.....	0 90 1 00
Salmon, pink.....	0 90 0 95
" spring.....	1 40
" Rivers Inlet red sockeye.....	1 50
" Fraser River red sockeye.....	1 50 1 70
Lobsters, tails.....	3 45
" 1-lb. flats.....	4 00
" 1/2-lb. flats.....	2 25
Canadian Sardines, 1/2s.....	3 65 4 00

FOREIGN DRIED FRUITS.

Enquiries for carload lots of Valencia raisins have been received from Winnipeg during the week which local jobbers have been unable to accept, owing to the first and further arrivals being well-booked up. In currants, the market continues much as before notwithstanding that over 30,000 tons have been taken off the Patras market under retention of the currant bank laws. When it is considered that Canadians use only 2,000 tons per annum the amount that is withdrawn may be appreciated. Early reaction is looked

Winnipeg Brokers.

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

for. Grenoble walnuts.—It is rumored that Mr. Carret, of Tullins, following in the footsteps of Messrs. E. M. Dadelszen & Co., Bordeaux, is this year buying with a view of a corner. The result has been an advance from a minimum of 61 frs. per 100 kilos, to 80 frs. per 100 kilos. The latter price, however, has by no means prohibited the consumption. We quote:

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

SULTANA RAISINS.	
Sultana raisins, per lb.	0 06½ 0 09

VALENCIA RAISINS.	
Finest off-stalk, per lb.	0 06½ 0 07
New, finest off-stalk, per lb.	0 07½ 0 07½
Selected, per lb.	0 07 0 07½
Layers	0 07½ 0 08

FIGS.	
Comadres, per tapnet	1 00 1 10
Elmes, per box, new	0 75 0 85

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

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

MALAGA RAISINS.	
London Layers	1 75 1 90
" Connoisseur Clusters	2 25
" Royal Buckingham Clusters, ¼-boxes	1 15
" Excelsior Windsor Clusters, ¼s	4 50 4 60
" "	1 30 1 40

CALIFORNIAN RAISINS.	
Loose muscatels, per lb.	0 10½
" " seeded, in 1-lb. packages	0 10
" " in 12-oz. packages	0 08

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

GREEN FRUITS.

There are no changes to note this week. The local demand is very good for apples. Foreign markets show a decline of about 1s. per bbl. Shipments from this side are keeping up wonderfully well but there will be a falling off in a few weeks when navigation will close. Oranges are slow sale at present. Lemons are scarce and stocks very light. Spanish onions are firm, large cases selling from \$2 to \$2.15. There are no crates on the market. We quote:

Cocoanuts, per bag of 100	4 00
Canadian apples, in bbls.	2 00 3 25
Pineapples, 24 to case	5 00
" 30 to case	4 50
Bananas	2 00 2 50
Canadian pears, per basket	0 40 0 50
Grapes, Canadian, blue	0 20 0 25
" red and green	0 30
California Tokay grapes, per box	2 75
Jamaica oranges, in bbls.	4 50 5 00
" boxes	3 50
Sweet potatoes, per bbl	2 50 2 75
Spanish onions, cases	2 00 2 15
New Messina lemons 300's	4 00
" 360's	3 25
Florida oranges, per box	3 75

FISH.

The fish trade during the week is generally good. The colder weather stimulated sales. Frozen western fish such as dore and pike are coming in now in carload lots, fresh fishing being finished. Haddies still remain scarce. Herrings and green cod are also scarce as yet, though it is expected that more plentiful arrivals will come to hand next week. Dried and smoked fish are in fairly good demand. Oysters are arriving freely, but mostly in the common grades, which are, however, not in good favor with the

trade. The best grades of Curtain Island oysters are scarce. We quote:

Blotters, Yarmouth	1 27
Haddies	0 07½
Smoked herring, per box	0 15
Fresh haddock, per lb.	0 04 0 04½
Dore, per lb., frozen	0 06
Pike	0 10
Halibut, frozen, per lb.	0 10
Fresh halibut	0 14
Gaspé salmon, frozen, per lb.	0 14
Fresh B.C. salmon, per lb.	0 15
Steak cod	0 05
No. 1 Herring, Labrador, per bbl.	5 50
" half bbl.	2 75
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, per keg.	0 95
Holland herring, per keg.	0 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 50
Green pollock, bbls. 200	4 50
No. 1 large green codfish, new, per 200 lb.	6 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
" fish	0 05
" loose, in 25 lb. boxes	0 04½
Skinless cod, cases 100 lb.	4 75
Dried codfish, new, per 100-lb. bundles	4 75
B. C. salmon, per bbl.	14 00
B. C. Salmon, ¼-bbl.	7 50
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	0 90
Canadian ¼ sardines, per 100.	3 75 4 00
Canned cove oysters, No. 1 size, per doz.	1 20
Canned cove oysters, No. 2 size per doz.	2 25
Shell oysters, No. 1 Malpeques.	5 00 5 50
Standard bulk oysters, per gal.	1 40
Selects	1 60

VEGETABLES.

Steady market prevailing in all lines. Potatoes are dull at 55c. to 57½c. in carload lots and farmers are selling in jobbing lots at 63 to 65c. Some good sized lots of Early Rose were sold at 63 to 65c. per bag of 90 lb. The late mild weather is responsible for easier feeling prevailing; future prospects however are for higher prices and dealers are looking to pay 60c. next week in carload lots. Canadian red onions are scarce and quoted at \$3.50 to \$3.75; yellow \$2.50 to \$3; imported American yellow onions \$1.50 per bag of 80 lb. Spanish onions in large cans are selling at \$2.10 to \$2.15. We quote:

Cabbage, per doz.	0 30 0 45
" red, per doz.	0 45
Cucumbers, per doz.	0 18
Onions, per basket	0 50 0 70
Cauliflower, per dozen	1 00 1 50
Carrots, per basket	0 40 0 50
Turnips, per bunch	0 15
Green corn, per dozen	0 10 0 15
Lettuce, per dozen	0 25 0 35
Parsley, per doz.	0 15 0 25
Celery	0 15 0 10
Radishes, per doz.	0 15 0 25
Pumpkins, per doz.	0 60 1 35

COUNTRY PRODUCE.

EGGS.

The deliveries have practically stopped and advanced prices are paid without a murmur. It is evident that stocks are light for if there were very much in the country the high prices would bring them out. We quote late Fall gathered select stock 23c., select 22c., straight fresh 20c, Montreal lime 19c. There are few low-grade eggs on the market.

BEANS.

It is still dangerous to hazard an opinion as to the ultimate course which the bean market will take, but the opinion is now freely expressed among the trade that prices have about reached their level. We make no change in the quotations which we gave in last issue as these prices are being followed pretty closely. Goods on spot are still scarce and for immediate shipment higher prices than those quoted below would be asked in most cases. We quote:

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

HONEY.

To our previous reports there is nothing to add. Buckwheat honey continues in strong demand but there is none offer-

ing on the local market and in the absence of actual transactions prices are nominally the same. Comb honey also continues in good demand and offerings are light. Of other grades the market has all that it can stand and although producers are offering very low prices buyers are very slow to accept. We quote the following prices to the retail trade:

Strained, white	0 07½ 0 08
Clover and basswood	0 08 0 08½
Buckwheat	0 07 0 07½
Comb honey	0 13

MAPLE PRODUCTS.

For the season, business is quite up to the average and prices are steady. We quote:

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

EVAPORATED APPLES.

Prices as given in last issue remain unchanged. The association of evaporators formed some time ago expired on November 15 and individual evaporators are now at liberty to sell at any prices. So far there has been no appreciable difference in the situation and we again quote the following prices to the retail trade:

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

FLOUR AND GRAIN.

FLOUR.

Business continues very quiet at unchanged prices. We quote:

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

FEED.

There have been no changes since last issue and the only feature of interest is an increased demand for bran. We quote:

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

CORNMEAL.

Business continues fair at unchanged prices. We quote:

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

ROLLED OATS.

No changes. We quote:

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

BARLEY.

Pot and pearl barley are in good demand, but hard to obtain. We quote:

Pot barley	1 85
Pearl "	2 85

GRAIN.

Business has shown no improvement this week as the season is now almost over. Deliveries in the West are, however, said to be increasing and large deliveries of oats are expected in Montreal during the next week or 10 days. Oats are firm at an advance of 1c. since our last issue, but peas and corn have declined a cent. We quote:

No. 1 hard Manitoba	0 91
No. 1 Northern	0 88½
Rye	0 57 0 57½
Peas	0 71 0 72
Corn	0 52 0 53

Lande

This
Scot
firm a
four
recom
Med
matu
Class

Landed at Montreal, Nov. 7th, per Donaldson Line SS. "Kastalia"

2,000

—CASES—

Roderick Dhu SCOTCH WHISKY

This is the Largest Single Shipment of One Brand of Scotch Whisky ever imported in Canada by any one individual firm and makes a total of 8,000 Cases since first introduced in Canada, four years ago.

RODERICK DHU is the BEST VALUE in the market ; is recommended by Analysts and Physicians ; has been awarded Prize Medals wherever exhibited.

RODERICK DHU is guaranteed a genuine Old Spirit, thoroughly matured in sherry wood, and will be found a Whisky of the very Highest Class.

PRICES : \$9.00 per case---Lot of 5 cases, \$8.75; Lot of 10 cases, \$8.50.

TERMS—Net 4 months or 3% 30 days, F.O.B. Montreal.



During the months of November and December, with every lot of 10 cases, we will deliver gratis, one dozen packs fine quality English-Make playing cards of the value of \$2.00, and ½ dozen with each 5-case shipment.

HUDON, HEBERT & CIE.

MONTREAL.

Sole Agents for Canada.

A SCARCE LINE:—In stock, a limited quantity of Sportsmen Sardines, Club Tins, ¼s, \$13.00 per case, less quantity, 13½c.

THE MARKETS

The Canadian Grocer

fancy, seeded.....	0 10 1/2 0 11
Loose muscatels, per lb.....	0 08 0 09 1/2
California seeded, in 1-lb. packages.....	0 09 0 10 1/2
California.....	0 10 0 10 1/2

CURRENTS.

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

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	

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 25 3 50
" per bag.....	1 50

FIGS.

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

DATES.

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

CALIFORNIAN EVAPORATED FRUITS.

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

PEELS.

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

SUGAR.

Market is less active this week. The low prices show no change and a further advance is not expected. Foreign sugar predominates in the local market. We quote:

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

MOLASSES.

Good steady sales are reported. Stocks are not large, chiefly Porto Rico. Prices are firm. We quote:

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

FISH.

Fresh fish are in better supply with a quantity of nice mackerel and halibut on the market. In dry fish price of pollock keeps low as compared with codfish, and sales continue limited. Supply of codfish is light and full prices asked. The supply of herring is light while high prices have effected demand. Very few shad offering. Smoked herring still high. A considerable quantity of finnan haddie moving. We quote:

Haddies, per lb.....	0 05 1/2 0 06
Smoked herring, per lb.....	0 11 0 12
Fresh haddock and cod.....	0 02 0 02 1/2
Boneless fish.....	0 05 0 05 1/2
" Pure cod.....	0 06 0 06 1/2
Pollock, per 100 lb.....	2 25
Pickled herring, per 1/2 bbl.....	2 25 2 50
Dry cod.....	4 00 4 45
" small.....	3 00 3 25
Pickled shad, 1/2 bbl.....	6 00
Halibut.....	0 12 0 15

FLOUR, FEED AND MEAL.

In flour prices are unchanged. There is a good general demand. While oats and oatmeal are firm prices have not advanced. Cornmeal continues low. Beans unchanged with market unsteady. Barley is scarce. Split peas are high. We quote:

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

Split peas.....	5 00 5 25
Barley.....	4 25 4 40
Hay.....	10 00 12 00

TRADE NOTES.

W. F. Hatheway & Co. have received some very nice New Orleans molasses in barrels which they offer low.

Jones & Schofield have a large shipment of seeded seedless California raisins in pound cartons. While the fruit is small it is good and the price is attractive.

Seely's pure codfish, without a bone, is meeting a good demand.

Cream of tartar is very scarce in the local market.

NOVA SCOTIA MARKETS.

Halifax, November 17, 1903.

FROM now until the end of the year demand will be pretty heavy for shipment to outports and places without railway communication which have to buy sufficient now to last them until next Spring. From all over the province, with the possible exception of Sydney, the very best reports are coming in and travellers' sales are large. In one particular only is there ground for disappointment and that is in the matter of collections. Not that these are any worse than usual, but merchants had their anticipations in this regard raised to a high pitch, thinking that with the high prices being received for produce and the abundant employment of all classes of labor, all old scores would be wiped off the ledger and current liabilities promptly met. The warehouses along the line of the D.A. Ry. are filled with apples awaiting shipment to the English markets. The Furness-Withy Steamship Co. is this year affording shippers an excellent service and in addition the steamships of the C.P.R. Winter service from St. John will call here for apple cargoes, commencing with the Lake Champlain, on November 28. The superior quality of the Nova Scotia apples has this year commanded for them an excellent price in England. The exhibit now displayed by the Nova Scotia Government at Crystal Palace, London, has attracted much interest.

The market for flour and feed is very firm and there has been no change in price, excepting in Manitobas, a couple of brands of which are slightly lower. Cornmeal has dropped ten cents on the barrel and Canadian hand-picked beans have also declined slightly. Feeds are steady and jobbers' prices are unchanged, although some of the mills have raised their quotations owing to increased demand. There is a good demand for oatmeal, as the consumption is now increasing.

In burning oils there has been a further advance of one cent per gallon on all grades and there is a very firm feeling in this commodity. Spanish onions have been advanced 25 cents per case. Filberts are lower here than last year notwithstanding the reported shortage in French and Chili crops. Moderate quantities of Jamaica oranges are now arriving by regular steamers. They are subject to considerable waste and sell repacked at \$5.50 to \$6 per barrel. A large consignment of Sable Island cranberries sold at the wharf last week for \$6 per barrel. Bananas are 50 cents a

bunch higher than last Autumn owing to the damage caused by the storm in Jamaica some months ago.

Importers at Halifax and St. John are sending large quantities of molasses to upper province dealers. One firm has so far received western orders for more than forty carloads and is shipping at the rate of four or five cars a day. This is chiefly Barbados. Of course under these conditions prices are firm. The market for refined sugar is very quiet as orders are of a purely hand to mouth character and there is no speculative demand whatever. Prices remain unchanged and the market featureless.

Arrivals of P.E.I. produce are heavy at the wharves. Potatoes sell at 35 cents and oats 40 cents. Buying of cheese is at a standstill as the factories are demanding higher prices for the tail ends of the season than dealers are willing to pay. Septembers and the first weeks of October seem to have been about all absorbed. There is a decidedly firmer feeling in butter, especially in choice creamery. Eggs are scarce and high at 21 cents.

OTTAWA TRADE GOSSIP.

RETAIL trade in all lines is reported rather quiet. Merchants are complaining that money is scarce. Of course at this season of the year trade is generally dull and does not usually brighten up until Christmas trade sets in. In order to secure discounts for city taxes payments have to be made before November 30, which is one cause assigned for short payments on account. As soon as sleighing commences, which is looked for any day, the farmers' trade ought to brighten things up. The sugar market has been steady for some time. Prices are the same as last quoted: Granulated in bags, \$4.12; in barrels, \$4.17. Yellows in bags, \$3.42; in barrels, \$3.47.

Molasses are still quoted high. At present the demand is only fair.

The coffee trade is brisk as is usual at this season.

Wholesalers report an increasing demand for Ceylon green teas.

Choice butter is becoming scarce. Creamery is quoted at 23 to 23 1/2 c. for pound blocks and is in good demand.

Eggs are quoted at 18 to 18 1/2 c. for limed stock and 22 for boilers; new laid 25 to 30c. on local market.

Potatoes in round lots sell at 70 to 75c., in small quantity, 80c.

Flour is still firm at \$4.55 a bbl. for patents, \$4.25 for bakers', \$4.10 for family. Rolled oats is worth \$3.50 to \$4 a bbl.

In feed, shorts is quoted at \$20, bran \$18 and provender \$20.

Oats on market are worth 34 to 37c.

Cheese is sold at 12c. by jobbers.

At the fruit exchange large quantities of apples are being sold at the sales which are held Monday, Wednesday and Friday of each week. No. 1 stock is bringing \$2.90 to \$3.25. No. 2, \$2 to \$2.65; odd varieties of inferior grades, \$1.50 to \$2.00.

MANITOBA MARKETS.

Winnipeg, Nov. 16, 1903.

THE general grocery trade is pursuing the even tenor of its way with scarcely a ripple on the surface of the stream of business to indicate change of prices. The increasingly cold weather of the week has stimulated trade in grocery lines, from the fact that it has stirred up trade in heavy clothing, boots and shoes, all through the country, and the housewives in purchasing one line have not overlooked others.

Although Christmas trade has not been much talked of, the fact that Christmas is only six weeks away is beginning to be apparent, and everything indicates a heavy trade in fine goods for the Christmas season.

The wheat trade of the week has been slow and dull. Exporters could not handle wheat at the prices asked, and sellers were not willing to take lower bids. There has been a shortage of cars also, and, as nearly all elevators on the C.P.R. are full, there being over 5,000,000 bushels in interior elevators last Saturday night, a number of the larger elevator companies have ceased buying for the time being, claiming there is no possibility of getting more wheat out before navigation closes than they now have in the elevators. There is more in this situation than meets the eye, and there will be more extended news to give a little later on. The farmers are in fine shape for the winter. It is claimed that never in the history of the West has so much fall work been well and satisfactorily done, and the outlook for the next crop is simply splendid. There is no doubt that at the prices paid, the farmers have done exceedingly well with the crop so far marketed in spite of the lowering of the grade due to bad weather early in September.

FLOUR AND FEED.

The trade in flour, both export and domestic, is good, and the price holds firm at the quotation of \$2.35 for No. 1 patent that has been quoted so long. Rolled oats are higher, as has been anticipated all along, and the 20-lb. sack is quoted at \$1.85 to \$1.90. There is a very active demand for milling oats with very light offerings. Beans have eased off a little. As is usual at this time there is a good demand for beans looking to the supply of lumber and wood camps. Should snow come reasonably early the bush work will be heavy this season. Contractors have been calling for men for the bush for a couple of weeks, and preparations are well forward to take advantage of the first snow.

The week has been marked by the arrival of the first Ontario evaporated

Clark's Mince Meat

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

Give it a trial.



Now is the Time for Mince Meat

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

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

Ask your wholesale grocer for it or see our travellers.

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

EPPS'S

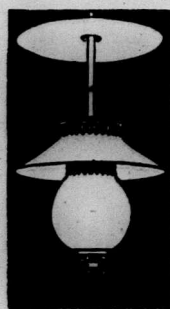
GRATEFUL.
COMFORTING.

IN 1/2-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA



TURNER ARC GAS LAMP

Newest Improved Method for Lighting Stores and Factories.

It is a 4 Mantle Arc Gas Lamp giving 500 candle power, costing only 1 1/2 cents per hour.

Perfect illumination at smallest cost—half the cost of regular gas jets, one-third cost of electricity.

IT PAYS.

IT PAYS.

IT PAYS.

to have your store well lighted. You can sell more goods.

The leading wholesale and retail stores in Toronto are using Turner Arc Lamps.

AMONG WHOM ARE: Gordon, MacKay Co., Limited, Wholesale Dry Goods.
W. R. Brock Co., Limited, Wholesale Dry Goods.
J. D. Ivey Co., Limited, Wholesale Millinery.
F. Robertson & Co., Wholesale Fancy Goods.

Every Lamp sent out ready to fit up and guaranteed—Price \$15.00 each,
2 for \$25.00.

TURNER BRASS CO. - 8 and 10 King St. E., TORONTO.

apples of the season. The quality is fine but the price is high, being 6 3/4c. per pound, with indications of a further advance.

The only happening of interest to smokers has been the advance of all forms of Wills' Capstan tobacco 5c. per pound.

CATTLE AND PRODUCE.

The export business is about wound up, and the season has been a very poor one,

both from point of numbers and prices, the one being accounted for by the other. It is difficult to obtain satisfactory particulars, but it seems pretty well authenticated that ranchers doing their own shipping, instead of selling outright to exporters, have not found the business very profitable. Exporters certainly cannot have made much money, as their shipments have been too light. The domestic market has been almost over-

Modern Methods.

Pure Material.

Skilled Workmen.

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

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

stocked with cattle, and prices for butchers have been and still are very low, though it must be confessed the retail price of meat has not declined in consequence. The prices quoted are: Export cattle, nominally, 3 to 3½, point of shipment, and butchers, 2¼ to 2½c., point of shipment.

HOGS.

The supplies of live hogs are again increasing, and the price continues at 5¼c. for the best grades of hogs. Country-dressed hogs are beginning to arrive, and for these the prices range from 86.25 to 87.25, according to the class of hogs.

BUTTER.

The supplies of dairy butter coming in are small, and the larger percentage of it is of poor quality. Dealers are offering 20c. for choice sweet dairy fit for table use when put up in bricks, and 16c. for tubs. Where creamery butter is being sold by commission houses it is quoted at 22½c. per pound for the 56 lb. box of September make.

CHEESE.

There is a quiet trade in cheese, as retail houses buy as they need from the jobbers. Ontario is quoted at 14 and Manitoba at 13½c.

EGGS.

Very limited supplies are received, and dealers offer 20c., Winnipeg, for case lots. New laid eggs, in a retail way, are worth 40c. per dozen, and the supplies are very light.

POULTRY.

The increasingly cold weather is bringing out poultry, and a fine line of dressed geese have been offered this week. Dealers pay 10c. for them in a wholesale way.

NOTES.

Smellie Bros. & Co., of Russell, who have for years been regarded as among the most enterprising general merchants of the West, to meet the requirements of their ever-growing trade, have erected a

handsome store at Binscarth, the point where the Russell branch leaves the main line of the C.P.R. north-western road. The store will be occupied in time for the Christmas trade. There are not many city stores that have a more up-to-date equipment than Smellie Bros. & Co.

The Raymond beet sugar industry was formally opened last week, with 150 men working in two shifts of 75 each. The plant is lighted by electricity, and can be seen for many miles. It is expected the season will run about 60 days and will give 2,500,000 pounds of sugar.

The Winnipeg office of The American Tobacco Co. has been moved to the Odd-fellows' Block, corner of McDermot avenue and Princess, where they will have greatly enlarged quarters.

CAPE TOWN EXHIBITION.

Mr. J. G. Jardine, commercial agent for Canada in South Africa, who is shortly coming home on a visit, has sent the Trade and Commerce Department plans and a prospectus of the Industrial Exhibition to be held at Cape Town in November, 1904. If the Canadian Government decide to put up their own buildings the Exhibition people would allow them 75 per cent. off the tariff rates for space.

MODERN STORE-LIGHTING METHODS.

THE question as to what is the best means of illuminating stores is being discussed freely by the grocery trade. It is an admitted fact that in these modern times a merchant to be up to date must illuminate his store properly, not merely having enough light to barely see the goods, but he must light up his store brilliantly and make it attractive, showing his goods off to the best advantage, and drawing the attention of the passerby.

It is surprising how easily our senses are influenced. Nine persons out of ten are attracted by a brilliantly-lighted

store, and the same percentage of buyers will follow that light, rather than hunt up a neighboring store which is half-lighted and looks dingy.

A well-lighted store has a "come-in-and-see-me" appearance, while a poorly-



lighted store has a cold, uninviting aspect. Do merchants realize this sufficiently? Is it not false economy to use out-of-date means of lighting stores, when by using modern methods they can be made attractively brilliant at about the same cost as the old

fashioned ways. Great strides have been made in this line by science and the ingenuity of man. One of the latest inventions is what is called the Turner gas arc lamp, which is constructed in such a way as to produce from a cluster of four mantles 500 candle power of light, and that from burning only 16 feet of gas per hour. This is about the same amount of gas consumed in two of the ordinary old-fashioned gas jets, which at their best would only produce some 50 candle power. The scientific principle by which this result is obtained is, first, the super-heating of the gas, which causes the gas to expand; secondly, allowing the expanded gas to mix with air as it passes from a retort in the lamp to the burner. In this way a small amount of gas super-heated, mixed with the right proportion of air (or the oxygen in air) will produce an illuminating power from eight to ten times more than ordinary gas.

Perfection Cream
SODAS
Put up in
3-lb. and 10-lb. Cans,
and 5-lb. Car
Boxes
SEND FOR
SAMPLES
ORDER
Our
Moon
Chocolate
are superb.

358

100

100 x

50 x

52

60

113

"Conf
Japan and
Powder, J

Baking
Flour

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

MADAM HUOT'S COFFEE THE GEM.

"Nectar"
Black Tea in lead packets and
faux tins only.

COMING IN Some Extra Good Values.

- | | | | | | |
|--|---|---|---|---|------------------|
| 358 Half-chests nice, fairly large leaf, Uncolored Siftings, of very good drawing quality, at | - | - | - | - | 7c. |
| This is a bargain. | | | | | |
| 100 Catties Imperial Gunpowder Tea, clean, well made leaf, good liquor, at | - | - | - | - | 18 1/2 c. |
| 100 x 30-lb. Boxes "Condor" XX Japan Tea, at | - | - | - | - | 21c. |
| 50 x 30-lb. Boxes nice, clean leaf, Japan Tea, of good, strong, bright liquor, at | - | - | - | - | 20c. |
| 52 Chests Pekoe Souchong Ceylon Black Tea, extra fine flavory liquor, at | - | - | - | - | 16 1/2 c. |
| EX STR. "EMPRESS OF CHINA." | | | | | |
| 60 Boxes Imperial Gunpowder Tea, sweet drawing, at | - | - | - | - | 14c. |
| 113 Half-chests of a good, common Japan Tea, at | - | - | - | - | 16 1/2 c. |

Ask for samples. It pays.

Specialty of high-claas goods in Teas, Coffees, Spices and Vinegars.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

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

"ONE"
Baking Powder, Vinegar,
Spices, Coffee

Trade in Other Countries.

FIRST PERSIAN DATES.

THE first cargo of the 1903 crop of Persian dates arrived in New York last week per steamer Gorkistan several days behind schedule. The cargo, says The New York Journal of Commerce, included about 110,000 boxes of Hallowee, Khadrawee and Sairs, there being, however, comparatively few of the last named variety. The vessel left Bussorah on October 1 last, and was due on November 5, but rough weather in the Red Sea is said to have delayed her. Early reports current in the market stated that some damage to the cargo had been sustained, but the importers give out the information that the fruit is in good condition, the captain of the vessel reporting that the cargo is undamaged. A considerable business in the first tide dates direct has been done on the opening basis of 4c. for Hallowee, 4½c. for fancy and 3¾c. for Khadrawee. These prices still rule, and the unsold balance of the cargo is offered on these terms.

Old dates on the spot are quoted freely at 3¾c. for Hallowee, 3½c. for Khadrawee, and 3c. for Sairs, with packages as to brand quoted at from 4½c. to 6c., the latter figure for pitted fruit. Packages new crop are quoted at from 4¾c. to 5¼c., 30 1-lb. cartons to the case. New crop dates via first tide steamer to London are offered at 3¾c. for Hallowee, 3½c. for Khadrawee, and 3c. for Sairs, with a possibility that these figures can be shaded as to time of arrival. Dates via London are made due here toward the end of the month. It is reported that a good business via London has been done.

The second cargo direct now reported on the way per Muristan is made due here about the end of the month. This vessel is said to have about 130,000 boxes. No prices have been named on the cargo up to the present time.

CALIFORNIA DRIED FRUITS.

THE season in California has presented some unusual features, the most prominent of which has been the exceptionally light buying for forward delivery, says the N. Y. Journal of Commerce. The actual consuming trade is held to be quite as large if it does not exceed in volume that of a year ago, but jobbers and other large distributors have departed from their usual practice of providing in advance for their probable requirements. Two reasons are assigned in the trade for this action, either of which might in itself be sufficient to curtail operations in forward contracts, and when combined seem to afford ample ground for the disinclination of buyers to make large commitments against possible future needs.

Buyers in this, as in most other lines of trade, have been made somewhat nervous by the uncertainty of the financial outlook, and hence have been the more ready to be influenced to withhold orders by the comparatively high prices with which the season was inaugurated by the sellers on the Coast. They have therefore fallen naturally into the practice of drawing upon the ample stocks in first hands as the goods are needed; but while this creates a rather lively movement in the principal staples it imparts to the trade something of a retail character and deprives the situation of much of the interest usually attaching to it at this time of the year, when the season of largest consumption is opening, and the trade is accustomed to large deals in these commodities. It has had other effects of greater moment, notable the restrictions placed upon the seeded raisin trade in the East. Because of what they consider the high price of loose raisins and the retail nature of trade in their product, a number of the eastern seeders, estimated by some as one-half of the number engaged in the business, are shut down awaiting more favorable conditions.

PACIFIC COAST PRUNES.

In connection with prunes a mail advice from San Francisco says: "The carry-over crop of last year's prunes demoralized the eastern markets at the opening of the present season. These goods were offered one-half cent lower than new fruit of the same grade, and as the quality of the old stock was good, buyers did not care to pay more for the new fruit. It is evident that the influence of the Oregon shipments has been injurious. Prunes from that state are offered in New York on a 2¾c. basis. As the estimate of the Oregon crop is placed at 1,000 cars this season, this supply must be reckoned with in establishing prices. A factor in the prune trade this year will be the European demand, since the failure of the French crop compels that country to secure its fruit from foreigners. Large orders have been received for California prunes from France, and hundreds of tons have gone forward, but purchasing houses have difficulty in shipping fast enough to fill orders."

COFFEE SITUATION AT HAVRE.

F. Metz & Co., writing from Havre under the date of October 29, say of coffee: "The advance starting in New York is very unpleasant for the great majority of the European arbitrage people; with the heavy premiums existing in New York it has been for years a well paying business to sell in New York against coffee in store, against importations from Brazil or purely as arbitrage. In declining or unchanged markets such trades brought good profits to the seller in

New York, but this has ceased to be the case since New York has become leader of the advance; we estimate the amount sold in New York for Havre account alone at nearly 400,000 bags, and in a further advance the margin question may become a very awkward factor."

THE ORANGE COMBINATION.

Referring to the orange situation with special reference to the position of the combination a mail advice from the Coast has the following: "In all, over 40 agencies are now prepared to handle the business of the organization, and upward of 150 salesmen will be engaged in soliciting orders for the golden fruit during the coming season. Mr. Naftzger states that every important city in the country will be occupied by a representative of the agency, and exclusive agents will canvass thoroughly and continuously every carlot town in the United States. He is of the opinion that although this state will have considerable citrus competition to meet there is little reason to fear it, and says that if the country continues in its present prosperous condition there should be a satisfactory market for every box of our fruit. Regarding the proposition to flood the market early in the season with California oranges, selling them cheap, if necessary, to encourage consumption with the hope of advancing the prices later, Mr. Naftzger believes it might be practicable if the quality of our fruit is good enough at the time to warrant the undertaking. As to transportation facilities he expresses the opinion that the railroads are making strenuous efforts to prepare for the handling of the large citrus crop, and believes that there will not be much cause for complaint on this score."

THE CURRANT SITUATION.

In reviewing the currant situation Hills Brothers' Company, New York, say that following the Herminie, which arrived yesterday, there is nothing further on the way to the United States except the steamers Aquelija and Alberta, recently sailed. The former will bring about 1,600 tons and the latter about 900 tons. Inasmuch as both vessels will have to proceed to other ports for additional cargo they are not expected to arrive here for some time. The Aquelija may get here about December 10, and the Alberta a week or ten days later. The market in Greece has advanced, and exhibits a decidedly firmer tone. The Currant Bank continues to buy fruit daily, and up to the present probably has absorbed almost, if not quite, 20,000 tons. The growers are not showing so much anxiety to force their holdings, and in consequence the entire situation is much more cheerful.

THE CANADIAN GROCER

NEW ONTARIO OUTLOOK.

MR. M. MacLEOD, who is a regular caller on the grocery trade throughout New Ontario and the Soo district, was met on Front street, Toronto, the other day by a representative of "The Canadian Grocer," and the conversation turned on the situation in the north, from which Mr. MacLeod had just returned. The outlook at the Soo Mr. MacLeod considers much brighter than is generally conceded in the older portions of the province.

The Soo merchants were indeed anxious for a time, as the men were two or three months behind in their pay, and, consequently, in arrears with their accounts. The payment of the men resulted in a liquidation of these accounts, and the merchants are consequently in a much better position and spirits. The pulp mills, street cars and ferries are again running, and it is expected that the saw-mills and veneer mills will soon again be under way. The loose fish, said Mr. MacLeod, and a few families, had moved out of town, but the place was still in good shape, and there was plenty of work for all who were still there. It is confidently expected that all the Soo industries will be again in running shape by Spring, and the feeling is much brighter than ever before.

All along the north shore there is a great demand for men. A thousand would not fill the demand at Sudbury. Lumbermen cannot get sufficient hands. As a result wages are away up, and the output will be very much curtailed. The Spanish River will produce only 200 million feet instead of 300 million, as last year, and a corresponding decrease will take place all along the shore. It is estimated that the shortage will be between 200 and 300 million feet. The Nickel company at Sudbury are taking all the men they can get. New smelters are in process of building, and next year their capacity will be more than doubled. Development is also noticeable with The Rock Lake Mining Co., who are putting down a new 1,000-ft. shaft, besides increasing the old one from 400 to 1,000 feet. Connecting shafts will also be put in at each 100-ft. level. These are but examples of what is being done all along the lake shore.

APPROVES CANADIAN CHEESE.

The A. F. MacLaren Imperial Cheese Co. were gratified recently by the receipt of an unsolicited testimonial from Miss Lily Haxworth, of Brooklyn, N.Y., gold medalist graduate of the National Training School of Cookery, London, England, expressing her appreciation of the merits of Imperial Cheese. The letter is given in full in The A. F. MacLaren Imperial Cheese Co.'s advt. on another page.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

FOR SALE.

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

FOR SALE—Cheap—Good Mill—for manufacture of slack barrel cooperage material; good supply of cheap timber; good shipping point; satisfactory reasons for selling. Apply to Box 132, care of GROCER.

THE proprietor wishes to dispose of a frame store with dwelling attached, stable and a fruit garden of one acre. Store did a general business last year of about \$10,000. Price, \$800; half cash, balance to suit purchaser. Address Box 74, CANADIAN GROCER, Toronto. (47)

AGENCY WANTED.

TO MANUFACTURERS AND OTHERS—London firm of enterprising principals of which have had long experience in all branches of the grocery business and thoroughly understand the requirements of the public and the trade, with extensive wholesale and retail connections throughout the United Kingdom, wants buying and selling agency for goods suitable for the trade. They have successfully placed upon the market a number of proprietary articles, and have recently established over 10,000 agents for an article which is having an enormous sale in all parts of the United Kingdom. Splendid opportunity to place any proprietary article on the English market. Highest commercial references given. They will also obtain English goods for, and give use of their London office and staff to, Canadian and American merchants. Alfred King & Co., 38 Great Tower Street, London, E.C., England. (47 eow)

AGENTS WANTED.

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

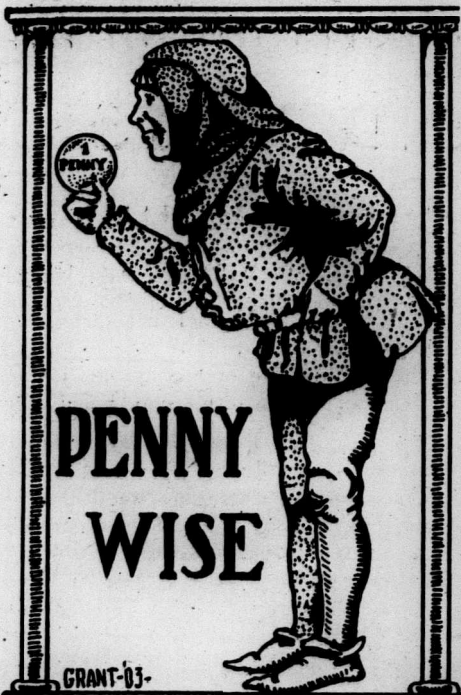
SITUATIONS VACANT.

MILLER wanted—Must be competent, reliable, steady man; able and willing worker; state wages expected; also experience, with references; steady job; plansifter mill. Box 130, CANADIAN GROCER

ALL-ROUND candymaker wanted—at once; in Vankleek Hill; permanent position; good wages. Box 131, CANADIAN GROCER.

I Can Sell Your Grocery Business

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



**PENNY
WISE**

GRANT-03-

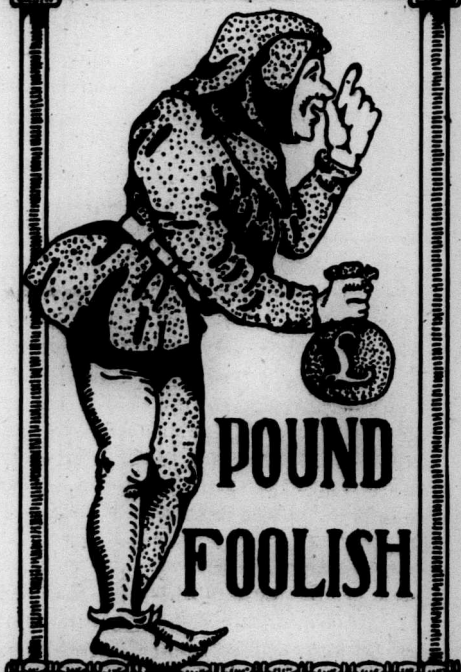
Hold a dime close to your eye with your right hand and a bright silver dollar a few inches away with your left; you cannot see the dollar because the smaller coin obscures your vision.

So it is with some people; in their eagerness to save a dollar they often lose sight of the fifty within their reach.

They would rather have a penny than a pound—if it meant spending the penny to get the pound.

Does the illustration apply?

Are you saving (?) money by not advertising in **THE GROCER**?



**POUND
FOOLISH**

MAGLEAN PUBLISHING CO - DEPT. OF ADVERTISING SERVICE.

Honey

Without doubt we have the best Honey on the market, and the price is, for

5-LB. TINS, 47½c. EACH
10-LB. TINS, 90 c. EACH

Phone
Main
3394
646



27 Church
street,
Toronto.

References—THE TRADE.

L.D. Phone 578.

GEORGE H. DUCK,

Importers' Agent and Fruit Broker.

Correspondence
Solicited.

TORONTO, CANADA.

POTATOES.

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

M. G. STAGG & CO.

'Phone
Main 5219.

Standard Stock Ex. Bldg.,
TORONTO.

Christmas Fruits.

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

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,
MONTREAL.

Tel. Main 778.

CLEMES BROS.

TORONTO,

HAVE

NEW ELEME FIGS,

"Camel" Brand.

The finest on the market.

ALSO another car

JAMAICA ORANGES.

Write them for prices.

FRUIT AND NUTS

FOR THE CHRISTMAS TRADE.

AMONG the lines, special attention to which about Christmas time is well worth the grocer's while, is that of foreign and fancy fruits. The average grocer, of course, carries a few oranges and bananas at least some time during the year, and, in not a few of our ambitious stores, almost any fruit in season may be had. There are many more, however, which might profitably handle a more extensive stock, especially this year, when times are particularly good and fruits promise to be of a specially good quality. In some localities it must be confessed it might not be wise to stock up largely with the more expensive fruits, but it is possible that even in some of these doubtful places the advertising resulting from the display of an unusually good line of fruits would well repay the experiment.

ORANGES.

Prospects for quality and quantity in most fruits this Fall are bright. Oranges of course will form the staple. For the cheaper grades for Christmas trees and stockings the Mexican orange promises to be very popular this year. It is growing more in favor each year on account of its cheapness and sweetness. The new crop Valencias are also a cheap orange, but, perhaps, not quite so sweet as the Mexican. The Jamaica is also a desirable orange, being weak only in point of color. For better grades the California navels are a splendid orange; heavy, thin-skinned and sweet. The California navels being seedless, are much sought after, although for Christmas they will be hardly so sweet as a couple of weeks later. The crop promises to be large, around 32,000 cars, and prices are expected to rule fairly reasonable throughout the season.

LEMONS.

Lemons, which are also indispensable, will be in good supply. The first direct Messina steamer is due, and prices which have of late been high for the season, promise to ease off, and it is probable that we will have lemons at reasonable figures during the Winter months.

MALAGA GRAPES.

Malaga grapes, which are looked upon rather as a luxury, have grown more in favor in the rural districts of late, and should find a ready sale this year, when the moderate prices, compared with the

previous year, are considered. They may be bought this year wholesale in 60 to 65-lb. barrels (50 pounds net), from \$5 to \$6.50, to retail at 15 to 25c. per pound. These grapes are of fine appearance, and even in rural localities should find a fair sale.

PINEAPPLES.

In time for Christmas week also will come the Florida pineapples. Commission men expect they will be able to sell them at from \$4 to \$4.50 per case of 18's to 30's. This fruit, which has not been handled so widely outside of cities and larger towns as might be expected, should also prove an attractive line to a grocer who is paying particular attention to the Christmas trade.

BANANAS.

Bananas, which have been scarce of late, promise to be in good supply for the Christmas trade, at from \$1.75 to \$2.25 for large stems.

A consignment of Bahama fruit of extra fine quality, including grape fruit, oranges and tangerines, is also on the way and will prove an attractive line for the best trade.

CRANBERRIES.

Cape Cod cranberries will be practically out of the market, but Jerseys, fine in quality and solidly packed, will take their place along with Budd's Long Keepers, a fine line for the Christmas trade, which was not to be had last year, but which is very desirable for long holding. The cranberries will be sold at about \$9.50 to \$10 per barrel.

NUTS.

Nuts, also very necessary for the Christmas trade, will be in good supply. All lines are quoted at lower prices, and the quality is exceptionally good. New goods soft-shelled almonds are worth from 11 to 11½c. per pound; filberts, 9c.; Brazil nuts, 13 to 15c., and walnuts, 10 to 11c.

HOLLY.

For decorating purposes holly, the first samples of which have just come to hand, will be quite plentiful. Advices from Delaware and South Carolina report the swamps in fine condition. The leaves are good and the sprigs well berried.

Apples for France.

Apple growers around Burlington, Ont., are in luck, says The Hamilton Times. In many parts of the country first-class apples are lying under the trees because

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the owners cannot get barrels. Over in Halton County, however, the growers have ready sale even for windfalls, and do not have to box or barrel them. A big vessel is lying at the wharf at Burlington, and is taking on all the apples she can carry, for direct shipment to France. They are delivered principally in bags and bring seventeen cents a hundred pounds—a fair price for the class. It is said that the cargo goes to one of the large champagne factories in France.

New Grenoble Walnuts Good.

THE first arrivals of new crop Grenoble walnuts show very fine quality, says The New York Journal of Commerce, and notwithstanding the early reports of damage freely circulated from the other side some weeks ago, the trade is taking the fruit in good shape. Since the damaging reports were given out from the short sellers at shipping points there has been quite a reversal of judgment among dealers here, due to enlightenment as to the reasons for the early advices. On the best of authority it can be stated positively that this year's crop of Grenobles is in better shape as to quality than has been the case in several years.

Commenting on the situation, a prominent dealer said the other day: "The quality of the Grenobles this year is exceptionally fine. Buyers are being apprised of this as fast as possible, and we are already taking orders for the goods freely. The early reports circulated by interested parties selling short on the other side have had some effect, but this will be overcome. The trade took these early reports the more readily as the quality of Grenobles for the last two years has not been strictly good. In 1901 considerable loss was sustained by the importers because of the poor quality of the nuts, and this certainly was remembered. The action of the short sellers who deliberately caused the damage reports to be circulated this season for their own ends is severely criticised by the importers here."

Our Fruit Marks Act a Success.

Mr. Frank Hamilton, of Frank Hamilton & Co., Liverpool, at a meeting of the Dominion Fruit Inspectors, at Montreal recently, complimented the fruit inspectors on the excellent work they were doing, and incidentally declared the Fruit Marks Act a success.

"Speaking for the dealers on the other side," said Mr. Hamilton, "I may say that formerly, owing to the lack of uniformity in the large number of grade marks used, and the irregular packing of the Canadian apples, we were never sure of what we might expect to find in a barrel. It was possible to get a good

NEW MESSINA LEMONS

Direct shipments just in. Bright, New, Ripe, Waxy Fruit, equal from Top to Bottom.

"St. Nicholas" Brand, Extra Fancy. "Kicking Brand," Extra Choice.
300s and 360s.

ALSO FLORIDA ORANGES, BANANAS, MALAGA GRAPES, etc.

Our Price List tells further tales. Get one.

WHITE & CO.,
Wholesale Fruits and Produce **TORONTO.**

FANCY NEW ELEME FIGS.

FINEST GOODS PACKED; in all the different grades.

Fancy Malaga Grapes (heavy weights).
QUALITY AND PRICES RIGHT.

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

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

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

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

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

of 'trash' under the same grade mark. and it was also possible to get a barrel of 'trash' under the same grade mark. As it is now, with grade marks fixed by law, when we purchase packages bearing 'xxx.' or 'No. 1,' we are reasonably sure that we are getting at least a good, honest, uniform 'pack.' This has a tendency to increase the confidence in the Canadian apple trade more than 50 per cent."

Fruit Growers' Convention.

The annual convention of The Ontario Fruit Growers' Association will be held at Leamington, Essex county, on November 24, 25 and 26. It is expected that preference will be given at this meeting to discussions affecting packing, storage and transportation problems. The convention is always one of the most profitable gatherings of Ontario agricultur-

ists, and with such subjects as these to the front, the high standard will doubtless be maintained.

Export of Apples.

Several large apple shippers are writing to W. L. Griffiths, Lord Strathcona's secretary, warning Canadian fruit men to slacken the export of apples by December 14, as after that date the trade will be slack until early in January.

Fruit Notes.

Arrivals of the first of the new crop pecan nuts are reported. The quality of the new nuts is said to be very satisfactory.

Cable advices from the other side report a shade more firmness in the primary market on new crop Tarragona almonds. The cable quoted above the parity of spot cost laid down for prompt shipment.

Window and Interior Displays

Timely Hints
and Suggestions.

The Picture Window.

EVERY window dresser has his own idea concerning the value of the picture window. Some consider it the best advertisement a store can have, but the majority have come to the conclusion that its use should be almost entirely confined to special anniversaries or the celebration of local or national events.

The settlement of the question depends very much upon the class of trade that is being catered to. In the smaller towns, where everyone knows the grocer, and what he handles, and in the sections of cities where the trade is of the popular variety, the picture window occupies a more important position than in large

towns and cities where a more select custom is sought. The picture window pleases a certain class, and will induce them to buy, but with the more profitable trade, a window that is only fancy, and advertises no line of goods, has a very limited value. Such a display will always draw a crowd, but keeping the streets blocked is not selling goods.

The seasons that should always be recognized by a special display, whether purely picture or a combination of the fancy and advertising, are Christmas, Easter, and Thanksgiving. At the approach of Christmas the window dresser should spend all his spare moments thinking of trims of a special nature. The entire month of December should be

set apart as a month of window displays that should be remarkable, for Christmas and New Year's shopping extends from December 1 to 31, and the class of goods bought is of such a profitable nature that very special efforts should be made to capture much of it.

No trim should be allowed to remain more than a week at the outside, and during the ten days preceding Christmas a new display every other day will well repay all the extra trouble and expense. During that time the streets are thronged with sightseers, whose aim is to see and admire all the good windows. The merchant who does not dissappoint them will be well rewarded.

This Week's Illustration.

The modern conception of a well-dressed window is the one that combines all the attraction of a picture, or fancy window, with the advertisement of some special article or line of goods. At first, the dresser whose ideas have run along pure picture windows, or mere arrangement of goods, will find it rather difficult to combine the two, but after he has worked out a couple of plans, new designs will crop up with surprising frequency.

The train window shown, was built for Messrs. Whitehead & Huether, and illustrates in an admirable manner the combination picture and advertising display. A track-bed was made in the centre of the window and covered with sod. Upon this was laid a track of small iron rods and bits of wood for sleepers, and on these a train, the coaches of which were bottles of pickles and canned meats, with wheels of potted meats in round tins, and an engine constructed from a half-gallon jar of pickles, No. 57. The culvert was a realistic touch, built of pickle bottles, while through it ran a creek of glass placed over fine gravel. At the back were placed cedar twigs to represent a bush, and in front was set up a telegraph line with wire and cross-pieces complete.

The one mistake in the display is the fixing of advertising cards over the white background, which it is presumed is intended to represent the distance and sky. The coverings over the cars, and the pickle bottles themselves are sufficient indication of what the trim is designed to advertise. The remainder of the window is of exceptional merit and is cleverly arranged.



A Train Window—Dressed for Whitehead & Huether, Walkerton, Ont.

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EASTLAKE STEEL SHINGLES THE POPULAR CHOICE

Because they can be quickly and easily laid by any handy man—are lightning proof—prevent fire—and are the most economically durable shingles made.

Either Galvanized or Painted

Are You Using Them?

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

To Butchers and Hide Buyers!

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



GOOD BIRD SEED

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

SEED and ask for it.

Be ready for the demand.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$1.80.) Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

MANUFACTURERS' AGENTS.

WITH the increase in population in the Great West has naturally come the increased demand for merchandise, and at different commercial centres from Winnipeg to the coast, companies are being organized to take care of this trade. Among the latest is that of Hull & Sharpe, who have started business in Calgary, Alta., as manufacturers and commission agents. They have excellent storage facilities, both for perishable and other kinds of goods, and are open for agencies covering any line of staple goods. Mr. Hull is the owner of some of the largest ranches in Alberta, while Mr. Sharpe, who is a son of the late George Sharpe, of Cannington, Ont., is a business man of long experience, and is also owner of some of the large stone quarries near Calgary.

BROKERS' ASSOCIATION.

On Monday afternoon of this week, a meeting of the grocery brokers and agents of Toronto was held and an association formed, to be known as "The Toronto Wholesale Grocery Brokers' and Agents' Association." The object of the new association will be to arrive at a basis of mutual understanding with the wholesale trade generally, looking to the best means of harmonizing and conserving their respective interests, and also to treat with problems of a trade character as a body and not as individuals, as has been the case heretofore.

The necessity for an organization of this kind has long been felt and recent development in grocery circles have now made the movement imperative in the interests of all concerned.

The following provisional officers were elected:

President, Mr. Geo. Musson.
Vice-Pres., Mr. J. L. Watt.
Sec.-Treas., Mr. Crawford Powis.

Executive Committee, the following gentlemen in addition to those above mentioned: Messrs. P. L. Mason, Geo. Stanway, W. Philip, Geo. Lightbound, Woodley Musson, and A. B. Lambe.

The executive are now engaged in arranging the practical details of organization, and further news of interest will appear in these columns from time to time as the association progresses.

NOT ON THE CONSUMER.

Sir John A. Cockburn, formerly Premier of South Australia, declared at South Norwood recently that Mr. Chamberlain's policy was courageous common-sense. The pathway to free trade there as in Australia lay through protection. Australian experience was that the import duty did not necessarily fall on the consumer. The shilling registration duty on corn was not felt by the consumer, nor was the largely increased French duty on meat in 1892.

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

We Make Brooms

The kind that sell.

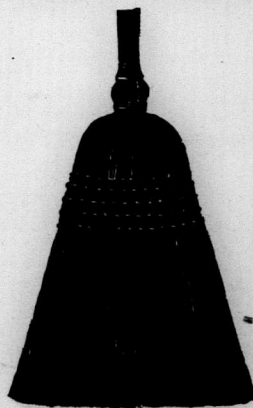
WRITE US. Our prices are right

THE CANADIAN BROOM CO.,

LIMITED

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

Every Housewife...



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

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

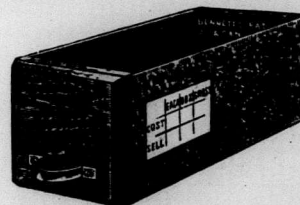
WATERLOO,
ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets
for Hardware, Grocery, Seed and
Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

Your Goods

Are valuable, therefore use good wrapping paper. Our brown and manilla wrapping paper is the kind that can be depended upon to protect the parcel. It is tough and strong.

—MADE IN CANADA—by the

Canada Paper Co., Limited

Toronto, Montreal and Windsor Mills, Que.

FLOUR AND CEREAL FOODS

Increased Wheat Areas.

THE open weather which Western Canada has been enjoying these last few weeks is of notable value, says The Winnipeg Telegram. It has enabled farmers to accomplish more plowing in the Fall than has been done in many years past, even to breaking up virgin land. If the 45,000 farmers in Manitoba alone break up two acres of new land each, the acreage for wheat would be increased by 90,000 acres. The same weather has prevailed in the Territories up to a date not reached in many years, and already this favorable condition has created good prospects for next year's wheat crop.

J. Obed Smith, Dominion Immigration Commissioner, speaking of the matter, said: "This open weather is most favorable. Farmers are not only enabled to throw over their stubble, but new lands may be broken up. This will mean a better wheat crop both in quantity and quality. The reason for the greater quantity is plain, if a farmer gets a chance thereby to turn up his stubble and then go to work on some uncultivated lands. The breaking up of the stubble in large areas this Fall gives the farmers opportunity to turn it up in the Spring more easily, either to plow or harrow it. Of course the more a land is plowed the better will be the crops obtained, as the snow will be retained in the soil and produce better results later than would otherwise be obtainable. Some farmers coming in have told me that the ground has been frozen, but I do not think we have had enough frost yet to prevent or stop plowing."

J. J. Golden, chief of the Provincial Immigration Bureau, said: "This open weather means above all things a big increase in the area under crop for next year. I don't know that I can remember when the weather was so favorable at this time of the year."

Minimum Grain Rates.

The leading American steamship companies are agitating for a re-establishment of the minimum grain rates to England which were broken recently by the companies running out of Boston.

The Canadian companies are said to be agreeable to a minimum rate provided it does not go lower than three cents.

Mr. Wallace is Right.

Mr. Edgar W. Wallace, special correspondent of The London Daily Mail, who has just completed a tour of Canada, made for the purpose of gauging public opinion on the proposed fiscal proposals, says: "Canada can give Britain all the wheat she will need. Manitoba is a wonderful bit of country for wheat production. I consider the possibilities of the West to be boundless in this respect, and it is not only probable—it must come to pass—that Canada will be the granary of the Empire."

Cereals and the French.

WHAT loyal American, with due and patriotic regard for his stomach, would live in France? asks The American Miller. Perhaps we ought to ask, How could he live?

They haven't any of our fifty-odd breakfast foods there. Even cracked wheat is unknown. Oatmeal, even of the Scotch variety, is a curiosity. They are ignorant of the johnny-cake; fried mush is a mystery; the corn dodger and corn pone belong to the realm of the occult, and samp and hominy are but names, and foreign names at that. Even the peanut is unnaturalized, and they make oil, common, ordinary oil, out of whole shiploads of African peanuts, which, put to a natural use (and there is only one natural use for the peanut) might make a whole nation happy.

The modern Frenchman eats a great deal of white bread. In the absence of the vitalizing foods just mentioned that he lacks, it is well that he does so. But he does not know what he is missing. A man at Mount Pleasant, Pa., has eaten 91,250 corn dodgers in fifty years. They would make a stack at least half a mile high. More real enjoyment has gone down that one man's throat than all the French pastry and confectionery can supply to jaded appetites. A country where the corn dodger and the other products of Indian corn abound needs no "chefs" with their contrivances to entrap appetite.

Our consul at La Rochelle is trying to resume the missionary work of Colonel Murphy and Colonel Carr. He wants to see distinctive corn dishes and the like popularized in France, and suggests advertising. That's no way to do the work. The proper thing would be to kidnap a lot of healthy Frenchmen, bring them over here, feed them on our corn goods a while, and then send them back to France. They would inoculate the rest, just as the soldiers of Lafayette and Rochambeau spread republican ideas on their return from America.

United States Corn Crop.

Preliminary returns to the Chief of the Bureau of Statistics of the United States Department of Agriculture, on the production of corn in 1903, indicate a total yield of about 2,313,000,000, or an average of 25.8 bushels per acre, as compared with an average yield of 26.8 bushels a year ago. The general average as to quality is 83.1 per cent., as compared with 80.7 last year. It is estimated that about 5.2 per cent. of the corn crop of 1902 was still in the hands of farmers on November 1, 1903.

Argentina's Corn.

AMERICANS have always regarded their country as the only one in the world that could raise corn to any extent, says The Kansas City Journal of Commerce. Canada, Russia, and other lands grow wheat in abundance, and competitors in cotton are springing up and growing the product at an enormous rate, but the United States has seemed to have a monopoly of corn. That crop seemed more secure against competition than any other. It is the king of American crops.

Now, however, just when the satisfaction of Americans over this being the only corn country has reached a boastful stage, a rival looms upon the horizon.

The rival is Argentina, a country which for more reasons than one might well be regarded as the United States of South America. It is only about two-fifths as large as the United States, and has only one-fifteenth its population. But its soil is wondrously fertile, its climate is genial and its population is industrious. Its last year's crop of corn is reported to

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WE are selling more oats this year than ever before. Because Canada has produced more high-grade oats—the only kind we will use—and our mill capacity is increased to turn out more. The public know

Tillson's pan-dried Oats

better than they ever did before and are insisting on them.

If you are not selling more **Tillson's Oats** than ever before, you are missing a good opportunity.

The Tillson Company, Limited
TILLSONBURG, ONTARIO.



NAPOLI MACARONI

Vermicelli and Fancy Paste for soups.

Machine handled from the flour to the finished article.

Made in a model factory, from a specially grown Macaroni wheat.

We have just added another variety to our line of fancy paste for soups, called

WEDDING RINGS

Retain your own trade and get some of your competitor's by stocking these goods at once.

Free samples on application. Get prices by case or car load.

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

have covered 4,300,000 acres, and to have measured 130,600,000 bushels. That is, of course, very much less than our 94,000,000 acres and 2,528,000,000 bushels. Yet proportionately to the population of the country, it is a creditable showing. Moreover, it is to be observed that the Argentines get more than 30 bushels from an acre, and get a dollar of their currency, or 44 cents in gold, a bushel for it, making a yield of \$13.20 an acre,

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Successors to John MacKay, deceased
ESTABLISHED 1854.

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

Caledonia Mills,
BOWMANVILLE, ONT.

Correspondence solicited.

FLOUR FEED CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

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

"Matchless" Feed.

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

while the United States, with its boasted superior civilization, is content with 27 bushels to the acre, which, at 40 cents a bushel, means a yield of only \$10.80 an acre.

It is evident that Argentina is destined before long to be so considerable a producer of that crop as to cut a figure in the markets of the world, and probably to rank as a rival of the United States.

Scotch Oat Milling Declining.

The Miller, of London, is authority for the statement that oatmeal milling in Scotland is on the decline. According to statistics it appears that the Scotch mills grind less than one-tenth the quantity ground 20 years ago.

This falling off in consumption is put down to two main causes. In the first place, the homely porridge has nearly gone out of fashion, both in the upper and lower classes, and the oatcake has given way to the fine white loaf from the bakery.

In addition to this must be added the rural depopulation. Where one large farm now exists a half-dozen smaller ones were before it. Agriculture in Scotland has suffered as severely as in England, and the rush to the towns is quite as marked. It is, however, pleasant to note the increased consumption of wheat bread.

Wet Gluten in Flour.

THE proportion of wet gluten contained in a given sample of flour as found by different tests often varies decidedly, leading to the conclusion that the parties obtaining the varying results are not equally careful or do not follow the same method. August C. Junge, of Joplin, Mo., who has a reputation as an expert, in a communication to The Baker's Helper, calls attention to the fact that not only will the gluten vary in a Minnesota flour, for instance, from year to year, but that the manipulation by the different persons testing the flour is not always the same and affords room for variation in results obtained.

Mr. Junge, for instance, uses only half-ounce samples of flour for making a wet gluten test. He admits that a two ounce sample is better as a rule for millers and bakers than the smaller one, as it does not require such fine work. But he also notes that the size of the sample is one source of variation. When the larger sample is used, the relative proportion of wet gluten will be larger, as with the smaller sample the flour is not only more thoroughly washed, but the surplus water is more completely worked out than is possible when a larger sample is used.

The results obtained from washing the gluten out of flour are comparative at the best. And they are that only when

the same person makes the test of the flours compared and follows the same identical process in all cases. A miller or baker is likely to be misled if he compares the amount of wet gluten he obtains from a sample of flour with the amount somebody else has obtained from a sample of another flour. An expert may find only thirty-five per cent. of wet gluten in a flour where an imperfectly-worked large sample may yield forty-five per cent. under the manipulation of one who is not so skilled. This affords no reason for arguing that the miller's or baker's tests are therefore useless. Quite the reverse. But they show the necessity for the nicest care on his part in making tests always in the same manner, and not to draw conclusions based on his own tests as compared with some one else's tests.

Grain Storage.

THERE is no part of the milling business that has made so little advancement, especially in small mills, as the storage of grain for milling purposes, writes Mr. M. Shaner in The American Miller. The large mills that use tank storage have made a very decided advance, but I am not writing this article to advertise the tank storage companies.

The old, bug infested storage bin should be abandoned; not only because it is a vermin breeder and fire trap, but for the reason that conditions vary so much in our changeable climate, it is necessary to have perfect storage in order to mill the wheat either profitably or with the best results.

In many places the temperature varies 120 degrees in our different seasons, and the condition of the atmosphere almost as much. Yet the mills are expected to take the grain under all these varying conditions and make flour absolutely perfect, whether it be from a board bin with the thermometer at zero, or from an attic under a tar roof, at one hundred degrees above.

The loss from rats, insects and leaks is equal to legal interest in seventy-five per cent. of the mills using wood bins for storage. In addition to the above the insurance on grain storage eats into the profits at an alarming rate.

All grain should be passed over a separator before being stored. All storage should be arranged to draw off for the purpose of blending, or re-fanning, should the grain require it. But the main question is, what kind of bins will keep the grain in good condition after it is stored? Grain can be stored in properly-constructed cisterns, impervious to all moisture, free from climatic changes, without any fire risks and entirely proof

against rats and insects; cool in Summer, warm in Winter; in damp weather, perfectly dry; in dry weather, free from that brittle condition which requires steaming and tempering.

The locations of mills vary so much it would be difficult to give any detailed description that would meet the varied conditions, but there are few locations above water level where this style of storage could not be used with good results.

To Grind in Transit.

The Emo Enterprise is authority for the statement that English capitalists are negotiating for the establishment of a 1,500-barrel flour mill at Emo, to grind Manitoba wheat in transit to eastern ports.

Elevator Insurance.

F. W. Peters, assistant freight traffic manager of the C.P.R., has notified C. N. Bell, secretary of the Grain Exchange, Winnipeg, that insurance on grain in the company's elevators at Fort William and Port Arthur covers also that in cars within 100 feet of the elevator.

Manitoba Farmers Well Off.

Mr. James Hartney, Manitoba Immigration Agent for Ontario, says that this is a most prosperous season for the Manitoba farmer. It was true, he said, that the wheat yield per acre was not so heavy this year as last, but on the other hand the farmers were getting 68 cents for their wheat where last year they got only 55 to 57 cents.

Cereal Notes.

Oats, beans and barley, for malting and grinding, are wanted in large quantities at Birmingham, England.

Oats were cut at Moosomin on November 3.

Speaking at Loughborough, Eng., the Hon. Geo. E. Foster stated that in ten years Canada would be growing quite as much foodstuffs as England could eat.

Switzerland claims to be the mother of the roller mill, a Swiss having made one (not successful) as early as 1820. In 1832, however, a roller system mill was started there which was a success and led to the building of others in Mayence, Milan, Munich, Leipzig, Stettin, and in 1839 in Budapest.

At the famous Rothamstead experiment station of England, on one plot of ground wheat has been grown continuously for sixty years without the application of any manure whatever, and has given an average annual yield of thirteen bushels per acre for half a century—or rather more than the average yield of the wheat lands of the United States, including the prairie lands.

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—did you get that **Gold Watch** yet?

—if not, you can get it by sending your order either through your jobber or by writing us.

**Price List of
Bee Brand Goods**

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

We repeat the offer—with a **\$36.00** purchase of "**Bee**" brand goods (standard lines for sale by every jobber) we will give you **free** a 14-karat filled-case **Watch** guaranteed for 10 years.

See Price List—Order some of each.

ALL OUR GOODS GUARANTEED.



Snowdon, Forbes & Co.

MONTREAL, Que.



Chinese Conversation.

The question of "shop" is eternally discussed. Everyone tries to do his best to protect his own interests. These 2 Chinamen see a real danger in the great sale **Chinese Starch** has obtained in Canada; they are angrily discussing and condemning the introduction of this product into the home. Good reason—the more buyers there are

of **Chinese Starch** the fewer customers will there be for the "yellow" laundrymen.

They can see no relief ahead. Briefly stated, as the public learns to use **Chinese Starch**, the economy of the laundry, an institution almost considered a monopoly of the Chinamen, the industry will diminish and finally disappear, and John Chinaman's occupation, like Othello's, "will be gone." This is what these two Chinese artists of the wash tub and flat iron are discussing with such interest.

The art of glazing linen so easily at home is due to the **GENUINE Chinese Starch**.

Manufactured only by OCEAN MILLS, Montreal, P. Q.

FOR SALE BY ALL JOBBERS.

CONFECTIONERY

A DEPARTMENT
FOR RETAILERS.

Candies for Christmas.

IN previous issues "The Grocer" has more than once called attention to the importance of the candy department of the grocery store and to the fact that the druggists were in some places gathering the cream of this trade because too many grocers do not keep and display candy of the higher grades. The candy trade rightly belongs to the grocer and confectioner, and there is no valid reason why the druggist should cut in on the most profitable lines.

In order to counteract this tendency the grocer should consider how he may improve his candy department, both as to the lines handled and the manner of display.

In the face of the Christmas trade no better time could be found than now to undertake this. At no other time of the year is there so much candy consumed. Every child must have his stocking filled; every Christmas tree must be loaded down. For these purposes the common kinds are desirable. If put up in net stockings so much the more attractive to the children, who will be the largest consumers. But the soft candies—the creams and chocolates—require more consideration. They are more expensive, and are consumed or at least bought by adults. Appearance is of more importance. A handsome box makes all the difference in the world, and an attractive showcase has an irresistible attraction to the grown-up candy lover.

Then, for that large class who want to give a friend a Christmas present but don't know what to give, a box of bon-bons offers the solution. But, in order to do so, it must be displayed where it is in full view.

This year money is free; people are in a spending mood, and more candy and of better quality will be bought than ever before. If the grocer has the goods he will get the trade; if he has not, it will go to some one who has.

It is not necessary to stock heavily, but a good assortment should be kept, and the results will undoubtedly prove satisfactory.

Candy, Old-Fashioned and New.

NOW and then we hear someone sigh for old-fashioned candy, but really there is no occasion for depression, for the old-fashioned candy is conspicuous in the confectioners' shops. In

candies hard and soft are to be found the prized flavors of peppermint and winter-green. The stick candy that decades ago put the poor country boy in ecstasies of longing when he visited the village store and eyed the candy jars, is still to be had. As sugar is cheap the quality is no doubt better and more wholesome than formerly. Stick candy may be bought in a more bewildering variety of colorings and flavors than ever before. It is even packed in attractive boxes like the modern chocolates and bon-bons. Molasses candy, plain, unflavored molasses candy, more than holds its own in the estimation of candy eaters.

If the making of old-fashioned candy has met with due consideration in modern times it has not monopolized the candy-maker's talent. The sugar genius finds its most soulful and artistic expression in chocolate combinations. To-day the young man for the sum of 50c. can secure a veritable symphony of flavors. Courtship is thus smoothed, for surely every girl who accepts and partakes of choice chocolates compounded from pure and delicious materials and spiced with ambrosial flavors, must entertain a kindly and affectionate feeling for the donor.

If chocolates represent the height of the candy-making art they do not alone give any idea of the candymakers' varied and noble achievements. He juggles with sugar. The pure white material that comes to his hands is transformed into countless shapes of colors that delight the eye and of flavors that delight the most fastidious palates.

Biscuits and Cakes.

IT is only a few years since the soda cracker, the raisin biscuit and three or four other varieties, put up in wooden boxes a couple of feet long by perhaps a foot wide and ten or so inches deep, represented the stock in trade of the average grocery in cakes and biscuits. Now, all this is changed. Biscuits of all descriptions and hundreds of varieties are now to be had from our confectionery manufacturers, and the quality of the goods has improved almost as much as their varieties have increased. The manner of placing these goods on the market is also indicative of the general improvement that has come over all lines in the grocery trade. Neat tin boxes with open faces now display to the delighted cus-

tomers the bewildering number from which they may choose.

That the consumption of biscuits has largely increased is without doubt. One need only look at the way the factories have extended to know that, and even as it is the supply is hardly equal to the demand.

This is a thing the retailer should ever keep in mind and take advantage of. Cakes and biscuits should be located in a prominent place and in such a manner as to attract customers. The neat tin boxes with their open glass faces are tireless salesmen. All they need is a chance to show themselves. It is the grocer's business to see that they get this chance.

It is useless to put them back in a corner. That isn't what the glass face is for. Use a pile of these biscuits to hide a corner. The effect will be at once to improve the appearance of the store and increase the sale of the biscuits. Try it.

Colors in Confectionery.

The matter of color in connection with cakes and confectionery has a greater bearing than the average person realizes, says The Baker and Confectioner. Delicate, pleasing shades have a tendency to create a desire for an article, while distasteful color will have the effect of causing customers to reject what otherwise may be an excellent product. Nobody knows how much trade has been turned away through the injudicious application of coloring matters. The customer may not be able to explain why a certain cake or kind of candy is not what she wants, but instinctively it repulses, and probably only on account of the color. A careful selection of pure unadulterated colors is therefore essential, and just as essential is a knowledge on the part of the workman of just how to proceed in their application to secure the most pleasing results.

Candied Flowers.

A French chef has been experimenting for some time in candying flowers, and has been making a strenuous effort to produce a palatable flower with its own leaves and stems all perfect. Among the novelties for the Christmas season will be seen some lines of candied flowers, although as yet the art is in its infant state in this country. In Switzerland they are quite the vogue, and not only the flowers, but

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There's nothing better in the Sauce line than

STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce.
For quotations address

Montreal Agents:

S. H. EWING & SONS,

96 King St., MONTREAL.

Telephone Bell Main 65.
Merchants 522.

NEW TARRAGONA ALMONDS to arrive

GRENOBLE	}	WALNUTS	"
MARBOT			
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SICILY FILBERTS			in stock
BRAZILS			"
PEANUTS			"

GET OUR QUOTATIONS BEFORE PURCHASING.

GOODS ARE GUARANTEED NEW
AND YOU GET WHAT YOU ORDER.

SEEDED MUSCATELS, 12-oz. and 1-lb. pkgs., in stock.

TABLE FIGS, many varieties, in store.

TAP FIGS, bright goods, in store.

Our Ceylon Green and Black Teas are special. Send for samples.

MAIL ORDERS A SPECIALTY.

BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada

THE GREIG MANUFACTURING CO.

MONTREAL.

LIMITED

MANUFACTURERS
OF

Crown Brand Flavoring Extracts

and Confectioners' Specialties



AND Household Specialties.

"KKOVAH" Jellies (all flavors).

"KKOVAH" Custard Powders.

"KKOVAH" Blanc Mange Powders,
Etc., Etc.

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

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

THE GREIG MANUFACTURING COMPANY, Limited, - MONTREAL.

THE CANADIAN GROCER

also rose leaves are used to color and flavor whipped cream as well as for a confection.

Attractive Package.

A miniature telephone is one of the most recent introductions in the box department. It is an excellent imitation, being made of very heavy cardboard with a light veneer of wood, stained. What is known as the box part of the telephone is removable and a double compartment holds the confections. This idea has taken splendidly with the children. The receiver is fastened on the side with a hook similar to the regulation telephone, and in every detail it is a counterpart so far as the outside is concerned. As a Christmas attraction this will certainly be in the first rank. It is made to retail for a comparatively small amount.

Sweetmeats.

For the making of sweetmeats England's bill for sugar is £400,000 a week.

It is said that candy to the value of \$100,000,000 is consumed annually in the United States.

As the result of the abolition of sugar bounties and the recent substantial advance in the price of sugar, says The London Daily Mail, manufacturing confectioners, at a private meeting in Glasgow, decided to raise the prices of confectionery 2s. per cwt.

PLENTY OF SALT.

While there has been a scarcity of salt recently the salt manufacturers are again in form and an entire change has come over the situation. Salt stocks are now rapidly accumulating, so much so indeed that some of the largest establishments

report that they are within measurable distance of closing down entirely. Having surmounted their late difficulties, the salt manufacturers are confronted by another however, in the great scarcity of all barrel materials. "Prices have advanced 200 to 300 per cent.," said a manufacturer to "The Grocer," "and even at these advanced values supplies are not obtainable. When it is known that a barrel is to-day worth from 60 to 65c. empty, it will be easily seen that salt manufacturers must be losing money heavily to sell salt at present prices."

MAKE FLOWER POTS.

A representative of "The Canadian Grocer" recently visited the plant of The Foster Pottery Co., Hamilton, and was particularly struck with the very business-like appearance of the works. The firm report a very busy season, a special crate of selected goods, pots, saucers and hanging baskets, consisting of 155 pieces, which they are selling at \$6.75 each, being greatly in demand with the grocery trade. They will be glad to send an illustrated catalogue of their wares on application.

AGENCIES FOR JAPAN.

A British Columbia firm doing business in Japan writes, asking for the names of Canadian manufacturers who are open for representation there. One of the members of the firm, who is at present in Japan, says there is great possibilities for trade there in various lines of goods. Any firms desiring to place themselves in communication with the firm in question can do so through the editor of THE CANADIAN GROCER.

INQUIRIES ABOUT CANADIAN TRADE.

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

1. A firm of importers in the north of England desires to hear from Canadian houses in a position to ship tallows, oils, greases, lard, and other packing house bye-products.
2. Inquiry is made by a Cardiff house in the fruit trade for the names of important shippers of Canadian apples who are looking out for an agent in their district.
3. The addresses of Canadian furniture manufacturers have been asked for by a trading company desirous of obtaining their woodwork from the Dominion.
4. A firm in Scotland inquire for samples, prices, etc., of Canadian wood pulp paper. They also ask for similar particulars from Canadian makers of felts supplied in rolls.
5. A London firm is open to represent Canadian exporters of wood-ware and other goods for ship chandlers. They are also looking for a market in Canada for their own manufactures—marine life-saving apparatus, life belts, buoys, mooring buoys, coir mats, etc.
6. A correspondent makes inquiry respecting the starting of a new manufacturing business for the production of salt in Canada.

The following inquiries were received at the Canadian Section of the Imperial Institute, London, Eng.:

7. A United Kingdom manufacturer of glass bottles wishes to develop trade in Canada, and would like to hear from first-class Canadian firm prepared to take up the matter.
8. A firm in London is prepared to contract with Canadian manufacturer in a position to ship regular supplies of maple dowels.
9. The manufacturers of agricultural and veterinary specialties, disinfectants, cattle foods, etc., seeks the services of a Canadian firm possessing the necessary connection to act as their representatives.
10. The proprietors of a well known time register are open to appoint suitable Canadian resident agent.

The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.



MAPLE

MONTREAL TESTING LABORATORY.

MILTON L. HERSEY, M.S.,

114 ST. JAMES STREET.

ANALYST

Montreal, May 26th, 1902.

CERTIFICATE: I HEREBY CERTIFY that I have

analyzed samples of MAPLE STRUP marked "SMALL'S MAPLE DEW DROPS, which were purchased by me on the 19th inst. on the Montreal market, and my tests failed to detect the presence of any adulterants or preservatives whatsoever.

Milton L. Hersey
City and Provincial Analyst

Small's, the recognized standard world over. Long established at Dunham, Que. Headquarters for choice Maple.



Life long experience is ours. Results are: Quality, tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard.

MAPLE

NOT WHAT WE SAY.

Small's Maple Cream bids fair to become world famous. —Ottawa Evening Journal.

Your syrup is superior to anything I have seen on the market. —H. Mockford, Charlmond Road London, Eng.

Your goods are A1 quality. —J. H. Anderson, Produce Co'y., Winnipeg, Man.

The Purity, Flavor and High-Class Quality of Small's Maple Products have been commended on every side throughout the Dominion. —Ottawa Free Press.

Your goods are all right. —J. A. Mathewson & Co., Montreal.

May be had through all wholesal and jobbing houses.

CANADA MAPLE EXCHANGE

Dunham, Que. Head Office, 118 King St., Montreal.

TELFER BROS. Represent Manitoba and Territories.

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THE EBY
C. O. BE
ALLISON

Imperial Mixed.

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

You can easily handle a barrel.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.



For Sale Everywhere.

ASK FOR

MOTT'S.

"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.

20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited

TORONTO

FOR THE HOLIDAYS.

DON'T FAIL TO SECURE AN ASSORTMENT OF

English Fruit Drops and Slices

put up in attractive, screw-top glass jars
(standard 1/2-lb.). They sell themselves
and yield a handsome profit. 32 flavors,
many of them entirely new.

CROWN MFG. CO.

LIMITED

785 Yonge Street,

TORONTO

CHRISTMAS NOVELTIES.

It is a question whether or not the grocer should put in a stock of fancy goods for the Christmas season trade. In some cases it would be out of the question, but there are others again, especially in the smaller places, where a few lines, especially in the way of toys and decorations, could be handled by the grocer and would yield very good returns. There are always the local Sunday school "Christmas

stock, but a judiciously-selected assortment may easily be made.

The mechanical toys which are shown in such variety this year are an endless source of delight, not alone to the little ones, but engage the interest and attention of many of sober years who would probably indignantly deny the charge were they confronted with it. These toys may be had at all prices, from a few cents to much more serious figures, and although sold mostly at this season of the year, are by no means restricted to it.

Boys of two to six years find more pleasure in a tin horn or a cheap kettle-drum than in a new suit of clothes or a Sunday school picnic. The cheapest little horn that costs five cents is to him a present from fairyland, and from sunrise to sunset, until the toy is broken, he imagines himself a Sousa, or the bass horn in the local band. Some of these horns are made up in the most elaborate manner, with cow horn and silk tassels, and intricate bends; others are really musical instruments, flutes, flageolets, piccolos, clarionets, cornets, whistles, ocarinos, bird whistles, calliope whistles, etc. On these a boy with any musical inclinations soon learns to play a few bars, and the toy serves a double purpose.

For girls, dolls never grow tiresome; nor, let a little girl have ever so many of these favorites, will she ever be without a welcome in her little mother's heart for a new one. Dolls are for girls what drums, swords, guns and all the acoutrements of war are to her brother; and indeed find a warmer and more secure lodgment in her affections than any of the noisier playthings of which the boy soon tires.

The little girl found in the ruins of Pompeii with an ugly little doll hugged tight in her arms, and eagerly protected from the terrible heat and ashes, evidenced in a marked degree the unflinching love of the child for the inanimate bit of rags.

The doll of to-day originated in Holland, that country of quaint habits and quaint children; but it is many a year since any radical change has taken place in the make-up or general characteristics of the plaything. Every material is used in its construction—wood, india rubber, china, wax, cloth, bisque, steel—and there is a ready sale for all. Until the last few years the best doll and the medium grade doll was made with wax head and

limbs, but its lack of durability has turned the attention of manufacturers to bisque, and all are satisfied. Bisque is a sort of cement which hardens in the air, and can be washed and roughly used without suffering injury. The steel doll is a new idea which has not as yet taken a prominent position.

Germany is the home of doll making, a position she has long held, and which she will stubbornly defend. The five-cent doll the child hurls around by a broken



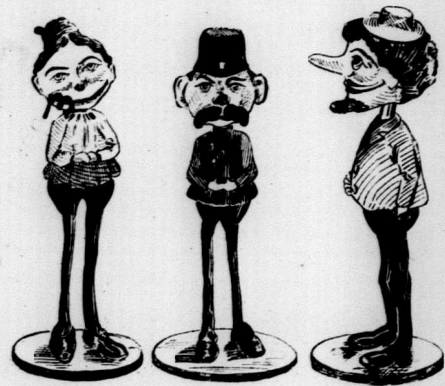
arm, as well as the \$25 creation that walks, goes to sleep, says mamma, has real hair, lace, and leather, in nine cases out of ten, is turned out in the dominions of Kaiser Wilhelm.

No toy department is complete without a goodly supply of these favorite play things of little girlhood.

The Christmas tree has never been supplanted in the affections of the child, and every year it is looked forward to with the keenest pleasure. The tree, with its bright lights, its shining ornaments and brightly-colored presents, is never forgotten. These Christmas ornaments come in all forms and at all prices. There are the cheap glass shapes which can be bought at about twenty-five cents a dozen or less, the tinsel garlands, the bead chains, the lithographed dolls, the fancy

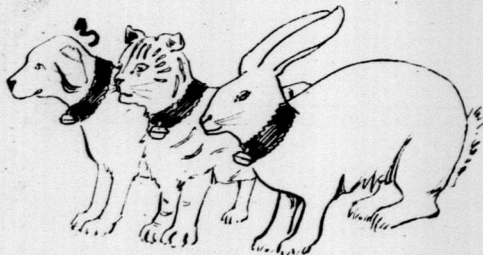


candle-holders, and the combination of tinsel and lithograph, as illustrated. A few of these hung on a tree improve its appearance wonderfully and cost a mere trifle.



trees" to be loaded down and decorated, as well as the smaller, but in the aggregate much more important, domestic Christmas festivities to be supplied. From the grocery they must get their candies and fruits; why should they not also get their toys, candles, decorations and such like there also. In the rural districts and smaller villages this trade should belong to the grocer.

The very fact of handling these goods will attract the children, and the children will prove both importunate and effective solicitors in coaxing their parents in to see the holiday wonders, and finally in inducing them to exchange their spare cash for the objects of the childish desire. Customers who might never other



wise enter the door may thus be made new and possibly permanent friends.

There are, of course, endless varieties to choose from and it would be unwise to attempt to turn over an overly large

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602 13 pag 2 42*

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F.

GOODWILLIE'S FRUITS

Noted for their delicious
FRESH FRUIT FLAVOR.

ARE

Put up only in glass.
READY SELLERS.
YOU STOCKED?

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

Machine-cut Mixed Peel

½-lb. and 1-lb. Drums.

Always

FRESH.
READY.
IN DEMAND.
A GOOD SELLER.

Have you a stock on hand?

ROSE & LAFLAMME,
Agents,
MONTREAL.

F. P. SCUDDER
President

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

H. W. PETHERBRIDGE
Treasurer

National Licorice Co.

Successors to

YOUNG & SMYLIE
BROOKLYN, N. Y.

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

MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

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

OFFICE—106 JOHN ST.

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

Illustrated Catalogue on request.

Grimble's



Pure Malt

VINEGAR

Agent I. S. WOTHERSPOON thanks
his friends for having written
for samples, and to learn that
same have given satisfaction.
Grimble's Vinegar is
always ALL RIGHT.

If you don't know it,
write for sample.

I. S. WOTHERSPOON,

204 Board of Trade Building,

MONTREAL, P. Q.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

A Few Things About Pipes.

A PIPE is a very simple affair: a hollow bowl, a stem with a hole through it, and yet the ingenuity of man has contrived or blundered into making pipes of almost endless variety. The truant school boy whittles one out of an acorn or a hickory nut, the hired man hollows out a corn cob and enjoys the weed with as much zest as the railroad president with his carefully colored meerschaum. The Indian on the war path, whose tomahawk is also his pipe, stills his devouring hunger and steadies his nerves with the same instrument that is to soon dash out the brains of his enemy. The Irish navvie favors a short clay, and the Dutchman a long stem with a capacious bowl. Every man has his own taste as to pipes, from the bulldog of the student to the churchwarden of the village solon.

Some men go in for collecting pipes, and the writer has seen some very interesting collections, of all degrees of age and venerableness. They have been gathered from all parts of the world and show in many ways the traits of their devotees.

It may be said that there are practically no pipes made in Canada. They are all imported from the United States, England, France and Austria mostly. Some of our wholesalers, however, have very extensive stocks, including almost every manner of pipe.

Grocers should make it a point when possible to pay a visit to some of the wholesalers and look over their stocks of pipes. It would be a revelation. One wonders where all the pipes go to. In thus going through the pipe department not only is one's curiosity gratified, but he is made familiar with the pipe business as he would not otherwise be, and, at the same time, he has the opportunity of picking up any line which he thinks would strike the fancy of his customers.

Rain Spots on Cigars.

Cigar smokers will be interested to know that during part of the Winter the majority of the weeds will be very dark and as full of spots as a leopard. Many cigars that are now on the market are badly spotted, and the query has frequently been put as to whether their quality was impaired.

A Canadian buyer, who has just returned from Havana, explains that, large

ly on account of the heavy rainfall this season, the tobacco leaf was covered with pale yellow and sometimes black spots.

"You will see most of the cigars of the same appearance very soon," he said. "The quality is not at all spoiled, but the odd appearance makes smokers suspicious. Even now it is very hard to get a cigar of light color. The leaf took in so much moisture this year that cigars are much darker than ordinarily; but some of these black cigars you see now, are not necessarily the strongest."

"There is a superstition that the green spots often seen in cigar wrappers indicate extra quality," concluded the tobacco man. "They do nothing of the sort. These spots are what we call sand spots, and are the result of sand falling on the leaf during a rain."

Japanese for Tobacco.

The Japanese name for tobacco is Ukiwasureka, which is composed of three words, and means "the anxiety-dispelling plant."

Leaves Large Estate.

The will of the late Christian, the wealthy tobacco manufacturer of St.

Louis, who died recently, disposing of an estate valued at \$4,000,000, was filed for probate October 1. The entire amount is to be divided among the children of the testator, with the exception of a small annuity, which is to be paid a sister.

W. H. Steele & Co., tobacconists, Toronto, are offering a special line of pipes and boxed cigars (10 to 15 in a box) for the Christmas trade, and cordially invite buyers to call and inspect their holiday display.

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.
OF CANADA, Limited.

CURRENCY

PLUG CHEWING TOBACCO

Its Success Tells All.

Sold by all Leading Wholesale Houses.

The Empire Tobacco Co., Limited

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Xmas Trade!

I am beginning to fill large orders from grocers for my Cigars for the Christmas trade. Please try to get *your* orders in early.

I'm willing to work nights but, I want to be sure of getting the Cigars to you on time. Save your peace of mind and also mine by sending along early.

Payne's Cigars.

J. BRUCE PAYNE, Limited,
Granby, Quebec.

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

Harold H.
Kim
La Fama } Cigars

BRENER BROS.

Cigar Mfrs.,

LONDON, CAN.

T & B

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

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

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

Buy from us.

Tobacco Pipes. The stock we carry is the best, most varied, largest of any in Canada. The prices on the pipes we sell baffle competitors, but please our customers. Those who deal with us make big profits.

Our offer of 3 dozen pipes for \$6.00, on approval, express charges paid, is still open. Write us at once. Several good weeks before Xmas.

58
Yonge
Street.

W. B. REID & CO., TORONTO
Wholesale Tobacconists, Canada.

Popular Brands: HORROCKS'

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

MANUFACTURED BY

The Erie Tobacco Company
WINDSOR, ONTARIO.



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

ANY GROCER SELLING TOBACCO

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

CHEWING

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

SMOKING

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

The McAlpin Consumers Tobacco Co., LIMITED

TORONTO CANADA.

Fluctuat
PROFESSOR recently the use an exchange, mentioned a reflection th into Englan when Englan in war.
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American annually, consumpti The Detro 000,000 ci in other smoking t elusive of used in t cigarettes \$65,000,00 bacco tax in dividet \$50,000,00 of the ma try is up
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TOBACCOS AND CIGARS

Fluctuations in Tobacco Habit.

PROFESSOR ANDERSON STUART recently gave a lecture at Sydney on the use and abuse of tobacco, says an exchange, in the course of which he mentioned as a noteworthy historical reflection that tobacco was introduced into England under Queen Elizabeth, when England led the world in peace and in war.

Under the next queen, Anne, it reached a maximum of use—namely, 32 ounces per head of the population, and then it declined until, at the accession of Queen Victoria, it had sunk to its lowest limits, 12 ounces per head. But under Victoria it gradually resumed its old proportions. Thus, the present use of the weed in smoking is no new thing. The decline of its use after Anne was ascribed to the fashion being in favor of snuff and against smoking, which, having now spread to all ranks—men, women and children—became common and vulgar.

The rise in popularity under Victoria was ascribed to fashion again—now snuffing had spread to the masses; also to the introduction of lucifer matches, wooden pipes, mild tobaccos, and to the decline of the drinking habit, its place being taken by smoking. The lecturer remarked that the last noteworthy attempt to prohibit the use of tobacco was by the British Wesleyan Conference of 1877, when it refused to rescind a regulation of 1795, which says that no preacher shall use tobacco in any form, and thus the rule is still in force.

Tobacco Statistics.

Americans consume 7,000,000,000 cigars annually, and the yearly increase in the consumption is nearly 600,000,000, says The Detroit News. Smokers use 3,000,000,000 cigarettes annually, and consume in other forms, as in snuff, plug and smoking tobacco, 315,000,000 pounds, exclusive of the tobacco exported and that used in the manufacture of cigars and cigarettes. The federal treasury receives \$65,000,000 annual revenue from the tobacco tax; the manufacturers alone pay in dividends \$10,000,000, and in wages, \$50,000,000 a year, and the annual value of the manufactured product in this country is upwards of \$200,000,000.

Training Factory Girls.

Four hundred young women in Greenville, S.C., have applied for positions in a new cigar factory there, and will receive instruction in cigar making. They have been divided into eight groups, and are to begin work fifty at a time. The first group have made good progress, and the others are to follow as soon as the preceding ones acquire a satisfactory amount of skill. The factory is large

enough for 1,000 hands. The American Cigar Co. takes the output of the factory.

Prison-made Cigars.

The City Council of Detroit, Mich., recently passed the following resolution without a dissenting vote:

"Whereas, The manufacture of cigars is being conducted on quite a large scale at the State Prison, at Marquette; and

"Whereas, The cigars that are manufactured by the inmates of said institution are, we believe, unjustly, placed in direct competition with manufacturers of this city and state; therefore,

"Resolved, That the Governor, Hon. Aaron T. Bliss, be and hereby is most respectfully requested to urge the Board of Control of said prison to discontinue the manufacture of cigars in said institution and to substitute therefor the manufacture of some commodity that will not be placed in competition with the free labor of this city in particular; and the state in general; and be it further

"Resolved, That the city clerk be and is hereby requested to transmit a copy of this resolution to his excellency, the Governor."

Tobacco in Wisconsin.

According to the statistics gathered by the industrial department of the St. Paul railroad, says The Retail Journal, tobacco is fast supplanting corn as a Wisconsin crop.

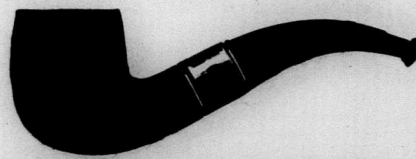
This year there are nearly 50,000 acres of tobacco under cultivation, and the estimated value of the crop is \$8,000,000. The growth of the industry is shown by the fact that the tobacco trust is now building on the line of the St. Paul railroad four immense tobacco warehouses and is enlarging two others. The new warehouses will be located at Watertown, Brodhead, Sparta and Stoughton. The capacity of each of these varies between 1,500,000 and 2,000,000 pounds. The principal counties in which tobacco is raised are Dane, Rock, Columbia, Crawford, Vernon and Monroe. The State of Wisconsin now ranks fourth in the list of tobacco-growing states.

Tobacco Notes.

The German Ministry of War denies that it has prohibited the sale in the German army and navy of cigars or cigarettes of The American Tobacco Co., and that only German goods would be allowed to be sold.

Mr. T. A. Corley, western representative for J. M. Fortier & Co., Montreal, reports from the Edmonton district that the "Chamberlain," (the preferential) cigar is, like its namesake in England, catching the popular taste, and sales are very good, and the demand increasing.

The
Canadian Grocer



PIPE STOCK.

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

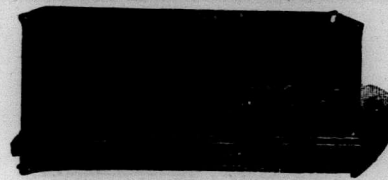
Write for Catalogue Containing
Cuts and Quotations.

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

McDougall's Scotch Clay PIPES

are the standard of the world.

D. McDougall & Co., Glasgow, Scotland.



OUR "CORONATION."

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

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

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

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

From Ottawa city and district Mr. J. A. Mayer is sending in fine orders for Christmas goods, special package cigars, to his house, J. M. Fortier & Co., Montreal. The advertising this firm have lately been doing with the very attractive posters of the "Chamberlain" (the preferential) cigar, is meeting with satisfactory results, as their travellers' orders testify.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur Lydiatt,

TORONTO.

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

The Value of a Good Idea Lies in Making use of it.

NOW and again I receive an expression of thanks for the helpfulness of the thoughts expressed in this department from week to week.

Several readers have taken the trouble to write, especially to express their appreciation of the value to them of the suggestions and criticisms published in this department during the past, and a good many have said that they have found these weekly discussions of advertising topics very interesting.

Of course, it is natural to conclude that all who thus expressed themselves are thorough believers in advertising to a greater or less degree, and some of the more enthusiastic of them have followed the arguments that have been advanced very closely, and have thus considerably improved their advertising by acting on the suggestions made.

It is in no spirit of self-importance that I mention these facts, but rather to emphasize the importance of the arguments themselves.

The thought expressed at the head of the department this week epitomizes what I am trying to impress on you that—"The value of a good idea lies in making use of it."

One of the first acquaintances I made through this department called on me a short time ago, and in the course of conversation thanked me for the help it had been to him in his advertising. He was rather enthusiastic over it, in fact. A comparison of the ads he is using now with those he was using a year ago easily demonstrates the value HE HAS MADE out of what he has read.

He spoke of a meeting which he had attended a while ago, when several retailers said "You just keep on sending your ads to THE GROCER for criticism—we get lots of pointers from it." He answered: "Why don't you send some of yours," and the reply came "Oh, we'd sooner have yours roasted."

This illustrates the reluctance of a great

many people to having their advertising efforts picked to pieces.

It is sometimes discouraging, when we think we have done pretty well, to have someone who thinks he knows more about it, pick the work to pieces and try to show where it's faulty. But this is never the case where a criticism is taken in the right spirit.

But even supposing we don't like to be criticised, if in the criticism we get a few pointers, isn't it well worth while to grin and bear it—then profit by it?

I find very few retailers who think they know all about advertising—even for their own business; nearly all are ever ready to take a few pointers.

Buchanan's Are The Best Whiskies In British Columbia.	Radiger & Janion Victoria and Vancouver Sole Agents for B. C. BUCHANAN'S Scotch Whiskies Black & White and Special Buchanan's As supplied to House of Commons Duty Paid or in Bond Wholesale Trade Supplied	A Compliment Paid By A Very Prominent Connoisseur.
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If you are open to suggestions, just mark this: When you are reading something and you unconsciously say, "That's so" or "That sounds reasonable"—don't let it rest with that, but put it into practice.

When you read that you should do this or that—and you think "That's right"—why do it. And vice versa.

Advertising Deeds.

The ad. reproduced this week is one of those entered in the advertising competition for October.

Accompanying it was a letter, which said among other things:

We are pleased with your paper, and derive much benefit from THE GROCER in general, and your page in particular.

The enclosed ad. we have running in The Victoria Daily Colonist, and derive considerable benefit from it. We have it appear on alternate days in the editorial page.

"We have running" signifies, I suppose, that the ad. is a standing one. I never have thought very much of "standing ads." The name, I think, is very expressive. I like a "moving" ad.—or an ad. that makes things move—much better. And so do most people who look for results.

There's no doubt such an ad. does some good—the advertisers themselves admit this to be the case. But wouldn't it do more good—certainly just as much—if the ad. were changed often—every insertion, for instance.

There are some things that go to make this whisky better than others with which it has to compete—at least its makers ought to think so. I think if I used much whisky I would want to know just why Buchanan's was better than the brand I had been using before I would think of changing.

"Oh, the superiority of Buchanan's whiskies is generally acknowledged and stands unquestioned," you say. If that is so—why? The advertising is supposed to influence those people who don't use—or sell—Buchanan's whiskies to buy it. It is therefore likely that they are not acquainted with the superior merits of Buchanan's, or undoubtedly they would already be your customers.

What makes one whisky better than another? Why is Buchanan's better than any other? Why ought people to buy Buchanan's in preference to other whiskies? There's plenty of good advertising in the answers to these questions.

If an article is not better in some respects to those already on the market it is the height of foolishness to spend money in advertising it.

If you think what I've said contains pointers—put them into practice.

"The value of a good idea—(or a good pointer)—lies in making use of it."

Send me the results.

THE CANADIAN GROCER

CUP QUALITY COUNTS—Therefore handle



Established 1845

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

High-Grade **COFFEES**

S. H. & A. S. EWING

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND
IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared
them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



You know all about the quality of

Keen's Mustard and Keen's Oxford Blue

Ever handle our

ROBINSON'S PATENT BARLEY?

It is a perfect food for infants and invalids, put up in 1-lb. and 1/2-lb. tins.

You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited
LONDON, ENGLAND.



Current Market Quotations for Proprietary Articles

November 19, 1903.

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

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$4 40
" 2, in 6 ".....	2 10
" 12, in 6 ".....	0 80
" 3, in 4 ".....	0 70
" 3, in 4 ".....	0 45
Pound tins, 3 doz. in case.....	3 00
12-oz. tins, ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.....	10c.....	\$0 85
3 doz.....	4-oz.....	1 20
3 doz.....	6-oz.....	1 75
1 doz.....	12-oz.....	3 50
2 doz.....	12-oz.....	3 45
2 doz.....	12-oz.....	3 40
2 doz.....	16-oz.....	4 45
3 doz.....	16-oz.....	4 35
1 doz.....	2-lb.....	10 40
1 doz.....	5-lb.....	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.....	\$0 40
4 ".....	4-oz.....	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
4 ".....	16 ".....	1 65
2 ".....	2-lb.....	4 10
1 ".....	5 ".....	7 30
1 ".....	6 oz. ".....	7 30
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	4 55

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case.....	\$0 40
" 4 ".....	0 75
" 3 ".....	1 25
" 2 ".....	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, 1/2 lb., 4 doz. ...	\$ 45
Ocean Baking Powder, 1 lb., 5 doz. ...	90
Ocean Baking Powder, 1 lb., 3 doz. ...	1 25
Ocean Borax, 1/2-lb. packages, 4 doz. ...	40
Ocean Cornstarch, 40 pkts. in a case. ...	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime.....	\$1 00
" 1 lb.....	1 60
" 6 oz.....	2 25
" 1 lb.....	2 90
" 12 oz.....	4 50
" 1 lb.....	5 75
" 3 lb.....	15 50
" 5 lb.....	25 50
Sizes.	Per Doz.
Cleveland's—Dime.....	\$1 00
" 1 lb.....	1 50
" 6 oz.....	2 20
" 1 lb.....	2 80
" 12 oz.....	4 25
" 1 lb.....	5 50
" 3 lb.....	15 00
" 5 lb.....	25 00

Blacking.

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

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in 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 doz. chip boxes.....	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block.....	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.....	1 40
" " 10 oz., cases, 48 ".....	3 25
" " 16 oz., cases, 48 ".....	4 25

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A. 4 strings.....	\$4 70
" " " " B. 4 ".....	4 40
" " " " C. 3 strings.....	4 10
" " " " D. 3 ".....	3 85
" " " " E. 3 ".....	3 55
" " " " G. 3 ".....	3 20
" " " " I. 3 ".....	2 85

CANADIAN BROOM CO.

Warehouse, 4 strands.....	Doz. Net. \$3 15
Special, 4 ".....	3 15
Crown, 4 ".....	2 75
Maple Leaf, 4 ".....	2 40
Electric, 4 ".....	2 25
Queen, 3 ".....	1 90
Crescent, 2 ".....	1 60

Canned Goods.

Mushrooms, Rionel.....	\$15 50
1st choice Duthell.....	18 50
Queen, " " 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
Sur extra fins.....	16 50
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 1/2
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tillson's Oats, 2-lb. pkgs., per case.....	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins.....	per doz. \$6 75
" 1-lb. tins.....	3 50
" 1-lb. tins.....	2 00
" fancy tins.....	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.....	0 50
Perfection, 1-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.....	

Chocolate—

Queen's Dessert, 1/2 and 1/4.....	per lb. \$0 40
" " " " ".....	0 42
Mexican Vanilla, 1/2 and 1/4.....	0 35
Royal Navy Rock, ".....	0 30
Diamond, ".....	0 25
" " " " ".....	0 28

FRY'S.

Chocolate—	per lb.
Caracas, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes.....	0 29
Pure, unweetened, 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
" " " " ".....	4 50
" " " " ".....	2 25
Homeopathic, 1/2's, 14-lb. boxes.....	
" " " " ".....	
Epp's Cocoa, case of 14 lb., per lb.....	0 35
Smaller quantities.....	0 37 1/2

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

Mott's Broma.....	Per o \$0 30
Mott's Prepared Cocoa, 1/2 and 1/4-boxes.....	0 28
Mott's Breakfast Cocoa, 1/2 in boxes.....	0 40
Mott's No. 1 Chocolate.....	0 50
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's Navy Chocolate, 1/2 in boxes.....	0 27
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	1 00
Mott's Confectionery Chocolate.....	0 21 0 32
Mott's Sweet Chocolate Liquors.....	0 20 0 36

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes.....	Per lb. \$0 36
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-lb. pkgs., 12-lb. boxes.....	0 35
Caracas sweet chocolate, 6-lb. boxes.....	0 37
Caracas tablets, 100 bundles, tied 5's, per box.....	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans.....	0 42
Vanilla chocolate wafers, 48 to box, per box.....	1 56

—about **SYRUP**—Table Syrup.

—for flavor, color and body our

“Crown” brand Table Syrup has no competitor.



Put up in :—
 2-lb. tins—Cases 2 doz. } Freight paid in 5-case lots to all
 5-lb. “ “ 1 “ } railway stations east of North Bay.
 10-lb. “ “ 1/2 “ } Also in bbls, 1/2-bbls, kegs and pails.
 20-lb. “ “ 1/4 “ }

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

53 Front St. East,
 TORONTO, ONT.

Works:
 OARDINAL, 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 26 1/2
and 1-lb. packages, assorted, 15 and 30-lb. cases	0 27 1/2
5c. 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
 Gold Seal brand..... 1 30
 Peerless brand evaporated cream..... 1 02
 Canadian Condensed Milk Co.



“Dominion” brand, cases 4 doz. (48 lb. net)..... 5 50

Coffee.

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

THE EBY, BLAIN CO., LIMITED.

In bulk—	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. Per lb.

Mecca.....	\$0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

“Old Crow” Java.....	\$0 22 1/2
Mocha.....	0 22
“Condor” Java.....	0 27 1/2
Mocha.....	0 27 1/2

15-year-old Mandheling 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.
 Rio No. 1..... 0 11

Cheese.

Imperial—Large size jars..... per doz.	\$3 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00
Roquefort—Large size.....	2 40
Small size.....	1 40

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

Un-covered and num Coupons bered, numbered.	4c.	4c.
In lots of less than 100 books, 1 kind assorted.	4c.	4c.
100 to 500 books.....	3c.	4c.
100 to 1,000 books.....	3c.	3c.

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

5 00 books.....	4
10 00 “.....	5 1/2
15 00 “.....	6 1/2
20 00 “.....	7 1/2
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.

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

BRUNSWICK'S EASYBRIGHT
 MASONRY CLEANER
 CLEANS EVERYTHING.

The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO. Per gross.

1-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 “.....	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
 2 1/2-oz. round quint essence extracts..... 2 00
 4-oz. jockey decanters..... 3 50

Food.

Robinson's patent barley 1-lb. tins.....	\$1 25
“ 1-lb. tins.....	2 25
“ groats 1-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
Red currant jelly.....	2 75

T. UPTON & CO.

Pure Fruit Jams—

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

Pure Fruit Jellies—

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

Home Made Jams—

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

BRAND & CO.

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

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper..... per lb.	\$0 40
Fancy boxes (36 or 50 sticks)..... per box	1 25
“ Ringed” 5-lb. boxes..... per lb.	0 40
“ Acme” pellets, 5-lb. cans..... per can	2 00
“ (fancy boxes 40) per box	1 50

Tar licorice and Tolu wafers, 5-lb. cans..... per can 2 00
 Licorice lozenges, 5-lb. glass jars..... 1 75
 “ “ 20 5-lb. cans..... 1 50
 “ Purity” licorice 10 sticks..... 1 45
 “ “ 100 sticks..... 0 75
 Dulce large cent sticks, 100 in box.....

Lye (Concentrated).

GILLET'S PERFUMED.

Per case	
1 case of 4 doz.....	\$3 60
3 cases.....	3 50
5 cases or more.....	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., 1-lb. tins..... per doz.	\$ 1 40
“ 1-lb. tins.....	2 50
“ 1-lb. tins.....	5 00

RECKITT'S BLUE and BLACK LEAD { Always give your Customers Satisfaction.

THE CANADIAN GROCER

Durham 4-lb. jar..... per jar.	0 75
" 1-lb. jar..... per jar.	0 25
F. D. 4-lb. tins..... per doz.	0 85
" 1-lb. tins..... per doz.	1 45

HENRI JONAS & CO.

Pony size..... Per gross.	\$ 7 50
Imperial, medium.....	9 00
Imperial, large.....	12 00
Tumblers.....	12 00
Mugs.....	13 20
Pint jars.....	18 00
Quart jars.....	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins..... per lb.	\$ 0 35
1-lb. tins.....	0 32½
4-lb. jars..... per jar	1 20
1-lb. jars.....	0 35
"Old Crow," 12-lb. boxes—	
1-lb. tins..... per lb.	0 25
1-lb. tins.....	9 23
1-lb. tins.....	0 22½
4-lb. jars..... per jar	0 70
1-lb. jars.....	0 25

Olive Oil.

Barton & Guestier's quarts..... Per case	\$ 3 00
" pints.....	0 00

Orange Marmalade.

"Anchor" brand, 1-lb. glass.....	\$1 50
quart gem jars.....	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case..... per doz.	\$ 0 95
Home-made, in 1-lb. glass jars.....	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case..... per doz.	\$1 00
16-oz. glass jars, 2 doz. case.....	1 50
Quart gems, 1 doz. case.....	3 35
In 5-lb. tins..... per lb.	09

Pickles.

STEPHENS.	
A. P. Tippet & Co., Agents.	
Cement stoppers (pints)..... per doz.	\$ 2 30
Corked.....	1 90

Fauces.

BRAND & CO.	
Worcester.....	\$1 85
Tomato catsup.....	2 60
Mayfair relish.....	2 60
Indian chutney.....	1 75
Mango.....	2 25
A 1.....	1 70 2 60 3 15

Soda.

COW BRAND.	
DWIGHT'S BAKING SODA	
Case of 1-lb. containing 60 pkgs., per box, \$3 00.	
Case of ½-lb. (containing 120 pkgs., per box, \$3 00.)	
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs., per box, \$3 00.)	
Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.	

"EMPIRE" BRAND.	
Brunner, Mond & Co.	
Case 120 ½-lb. pkts. (60 lb.), per case, \$2 70.	
Case 96 10-oz. pkts. (60 lb.), per case, \$2 80.	

"MAGIC" BRAND.	
Per case.	
No. 1, cases, 60 1-lb. packages.....	\$ 2 75
No. 2, " 120 ½-lb. ".....	2 75
No. 3, " { 30 1-lb. " }.....	2 75
" { 60 ½-lb. " }.....	
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case.....	2 85
" cases.....	2 75

"BEE" BRAND.	
"Bee" brand, 8 oz., cases, 120 pkgs.) Per case	
" 10 oz., cases, 96 pkgs.)	
" 16 oz., cases, 60 pkgs.)	\$ 2 75

Soap.

A. P. TIPPET & CO., Agents.	
Maple soap, colors..... per gross	\$10 20
" black.....	15 30
Oriole soap.....	10 20
Gloriola soap.....	12 00
Straw hat polish.....	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons.....	\$ 0 06
No. 1 " " 3-lb. ".....	0 06
Canada laundry.....	0 05
Silver gloss, 6-lb. draw-lid boxes.....	0 07
Silver gloss, 6-lb. tin canisters.....	0 07
Edward's silver gloss, 1-lb. pkg.....	0 07
Kegs silver gloss, large crystal.....	0 06
Benson's satin, 1-lb. cartons.....	0 07
No. 1 white, bbls. and kegs.....	0 05½
Benson's enamel..... per box 1 25 to 2 50	

Culinary Starch—	
Benson & Co.'s Prepared Corn.....	0 06½
Canada Pure Corn.....	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.....	0 08½

"Bee" brand, cases, 64 packages..... 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb. \$0 05	
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.....	0 06
Barrels, 200 lb.....	0 05½
Kegs, 100 lb.....	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.....	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 8 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½

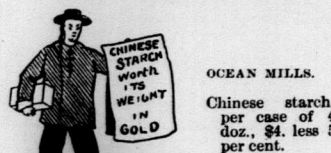
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	\$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Cellulose Starch—	
Boxes of 45 cartons, per case.....	3 40

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 06½
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 06½

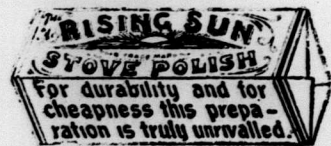
ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.....	0 06½
Durham corn starch, 40 lb.....	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.....	0 06
" 3-lb. cartons, 36 lb.....	0 06
" 200-lb. bbl.....	0 05½
" 100-lb. kegs.....	0 05½
Canada Laundry, 40 to 46 lb.....	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb.....	0 07½
" 1-lb. family, 30 lb.....	0 07½
" large lumps, 100-lb kegs.....	0 06½
Patent starch, 1-lb. fancy, 28 lb.....	0 07½
Akron Gloss, 1-lb. packages, 40-lb.....	0 05½



Stove Polish.



Per gross.	
Rising Sun, 6 oz. cakes, 4-gross boxes.....	\$8 50
Rising Sun, 3-oz. cakes, gross boxes.....	4 50
Sun Paste, 10c. size, 4-gross boxes.....	10 00
Sun Paste, 5c. size, 4-gross boxes.....	5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.	
Per case.	
Enamelled tins, 2 doz. in case.....	\$2 40

Plain tins, with label—	
2 lb. tins, 2 doz. in case.....	1 90
5 " " " " ".....	2 35
10 " " " " ".....	2 25
20 " " " " ".....	2 10

(10 and 20 lb. tins have wire handles.)



Teas.

SALADA CEYLON.	
Wholesale. Retail.	
Brown Label, 1's.....	\$0 20 \$0 25
" 1's and ½'s.....	0 21 0 26
Green Label, 1's and ½'s.....	0 22 0 30
Red Label, 1's, ½'s, ¼'s and ⅓'s.....	0 30 0 40
Red Label, 1's and ½'s.....	0 36 0 50
Gold Label, ½'s.....	0 44 0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	\$0 19
" ½-lb. ".....	0 20
Blue Label, retail at 30c.....	0 22
Green Label.....	0 28
Red Label.....	0 35
Orange Label.....	0 42
Gold Label.....	0 55



Cases, each 60 1-lb.....	\$0 35
" " 60 ½-lb.....	0 35
" " 120 ½-lb.....	0 36



LUDELLA CEYLON, 1'S AND ½'S PKGS.	
Blue Label, 1's.....	\$0 18½ \$0 25
Blue Label, ½'s.....	0 19 0 25
Orange Label, 1's and ½'s.....	0 21 0 30
Brown Label, 1's and ½'s.....	0 28 0 40
Brown Label, ½'s.....	0 30 0 40
Green Label, 1's and ½'s.....	0 35 0 50
Red Label, ½'s.....	0 40 0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.	
Blacks—	Wholesale. Retail.
Tetley's Extra quality.....	\$0 65 \$1 00
" No. 1.....	0 50 0 70
" Special.....	0 42 0 60
" No. 2.....	0 35 0 50
" No. 3.....	0 30 0 40
" 3c.....	0 22 0 30
" No. 4.....	0 20 0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ½-lb. packets.

Ceylon Greens—	Wholesale. Retail.
No. 1.....	\$0 35 \$0 50
No. 2.....	0 30 0 40
No. 3.....	0 20 0 25

Packed same as blacks.

"CROWN" BRAND.	
Wholesale. Retail.	
Red Label, 1-lb. and ½'s.....	\$ 0 35 \$0 50
Blue Label, 1-lb. and ½'s.....	0 28 0 40
Green Label, 1-lb.....	0 19 0 25
Green Label, ½'s.....	0 20 0 25
Japan, 1's.....	0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.....	\$0 42
" II 40-lb. boxes.....	0 40
" III 80-lb. ".....	0 37
EMD AAA Japan, 40 lb "at.....	0 35
AA " 40 " ".....	0 32½
Blue Jay, basket fired Japan, 70 lbs.,	0 30

"Condor" IV 80-lb. ".....	0 43
V 80-lb. ".....	0 30
XXXX 80-lb. boxes.....	0 25
XXXX 30-lb. ".....	0 26
XXX 80-lb. ".....	0 22½
XXX 30-lb. ".....	0 20
XX 80-lb. ".....	0 20
XX 30-lb. ".....	0 21
LX 80-lb. per case, lead packets (25 1's and 70 ½'s) 30	

Black Teas—"Nectar" in lead packets—	
Green Label..... retail 0 26 at 0 20	
Chocolate Label.....	0 35 at 0 25
Blue Label.....	0 50 at 0 38
Maroon Label.....	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.....	0 32½
" Blue, 1-lb.....	0 42½
" Maroon, 1-lb.....	0 50
" Maroon, 1-lb.....	1 56

"Condor" Ceylon black tea in lead packets

Green Label, ½'s, ¼'s and ⅓'s.....	0 25 at 0 20
Grey Label, ½'s, ¼'s and ⅓'s.....	0 30 at 0 23
60-lb. cases..... retail 0 35 at 0 28	
Yellow Label, ½'s and ¼'s.....	0 40 at 0 30
Blue Label, ½'s, ¼'s and ⅓'s.....	0 40 at 0 30
Red Label, ½'s, ¼'s and ⅓'s.....	0 50 at 0 34
White Label, ½'s, ¼'s and ⅓'s.....	0 60 at 0 40

Black Teas "Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1..... per lb.	0 35
No. 2.....	0 30
No. 3.....	0 25
No. 4.....	0 20
No. 5.....	0 17½

LIPTON'S TEA (in packages). Per lb

No. 1, cases 50 lb., (50 ½-lb. packages).....	\$0 35
" (25 1-lb. ".....	0 34
No. 1, cases 50 lb., in 5-lb. tins.....	0 35
No. 2, cases 50 lb., (50 ½-lb. packages).....	0 29
" (25 1-lb. ".....	0 28
No. 1, cases 50 lb., in 5-lb. tins.....	0 29
No. 3, cases 50 lb., (50 ½-lb. packages).....	0 23
" (25 1-lb. ".....	0 22
No. 3, cases 50 lb., in 5-lb. tins.....	0 23
Green Ceylon, No. 1, (50 ½-lb. packages).....	0 35
" (25 1-lb. ".....	0 34
Green Ceylon, No. 2, (50 ½-lb. packages).....	0 29
" (25 1-lb. ".....	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.....	\$0 39
" Amber, 8s. and 3s.....	0 60
Chewing—Stag, bars, 100oz.....	0 43
" Bobs, 5½s. and 1½s.....	0 44
" 100 oz. bars, 6s.....	0 44
" Currency, 12 oz. bars, 12s.....	0 47
" 6s. and 12s.....	0 47
" Old Fox, narrow, 12s.....	0 47
" Snowshoe, 14oz b's, sp'c'd 6½.....	0 51
" Pay Roll, 7s and 6s.....	0 52
" Fair Play, 8s. and 13s.....	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality.....	\$0 30
Condor, pure distilled.....	0 25
Old Crow.....	0 20
Special prices to buyers of large quantities	
JOHN HOPK & CO., Montreal.	
Sir Robert Burnett & Co.'s English Malt Vinegar.....	0 60

GRIMBLE'S MALT.

Bulk, 4-casks, 25 gals.....	\$5 45 \$10 95
" casks, 60 ".....	10 25 22 40
Bottles, cases, 3 doz.....	