

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and
Food Stuffs Trades of Canada.

VOL. XVIII.

MONTREAL AND TORONTO, NOVEMBER 25, 1904.

NO. 48.



Keen's Oxford Blue



is sold in one-ounce squares, all full weight.

(Put up in pounds, quarters and three-ounce packages.)

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.

Short Bread

In one pound tins and in bulk.

For the Christmas trade

Now is the time to order.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

IVORINE Cold Water STARCH

is a starch one can grow enthusiastic over. It does starch work perfectly and with the maximum of ease.

Pays well, too.

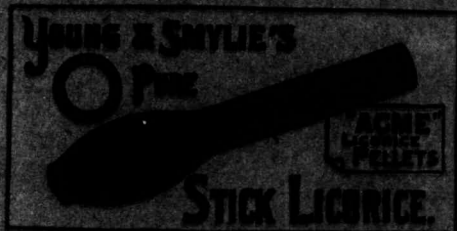
Case of 40 packages costs \$2.50.

60% profit.

Order from your jobber.

St. Lawrence Starch Co., Ltd.
Port Credit, Ont.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. 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.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.



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

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 16th, 1903.

DEAR SIR:—

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

Yours truly,

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

C. WILSON & SON, Limited, TORONTO.

Increase Their Faith!

"Price" is an argument for trade but "quality" goes far ahead of it. *Quality holds* trade while price attracts for the moment only. Sell *standard goods* and you increase the faith your customers have in the service of your store. It pays to "increase their faith"

By Selling These Goods.

Felix & Co. Italian Macaroni

Always the same delicate, tender Macaroni that makes for *permanent* trade. Most attractively labelled and packed. Macaroni that will "increase their faith."

Griffin & Skelley's Dried Fruits

"The pick of the pack" from the largest vineyards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes. "Increase their faith" by selling them.

"Thistle" Brand Maple Syrup

A rich, clear, pure **Maple Syrup** that reminds you of boyhood days way up among the sugar trees. Always the same, and always choice.

A Maple Syrup that will "increase their faith."

"Shell" Brand Castile Soap

Containing 67 per cent. of pure oil, instead of the usual 60 per cent. of ordinary brands. Packed by Couret Frere of Marseilles.

In 1 pound bars and upwards and in pressed cakes also.

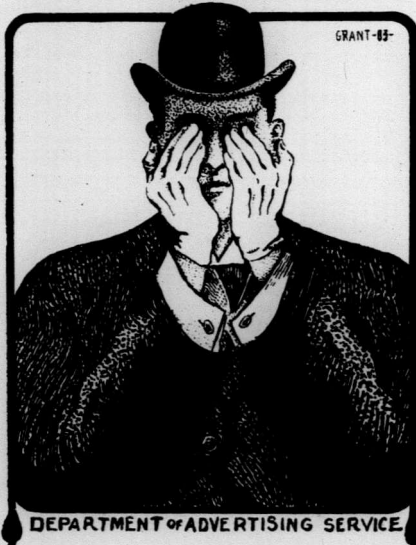
SOLD BY LEADING WHOLESALERS

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street E., Toronto.

MANUFACTURERS' AGENTS AND BROKERS.



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

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

We advance many plain, indisputable arguments to this effect.

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

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

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

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

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

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

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

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

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St.,
MONTREAL.

10 Front St. E.,
TORONTO.

TORONTO.

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

Established 1865

W. H. Millman & Sons

Grocery Brokers

27 Front St. E., - Toronto, Canada

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

Few cars **PEAS** finest.

BEANS EVAPORATED APPLES WIRE US.

CALGARY.

Are you

Represented in the West?

If not, write us and get in

ON THE GROUND FLOOR.

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

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

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

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

If YOU wish to sell
goods in the WEST

WRITE

CHAS. MILNE

THE
MERCHANDISE
BROKER

VANCOUVER, B.C.

Sell Flower Pots.

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

STRONG
DURABLE
LIGHT



POROUS
AND
CHEAP

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

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON
MANUFACTURERS' AGENT

UNION BANK BUILDING

Correspondence Sought
WINNIPEG, MAN.

**EASTERN MANUFACTURERS
-AND-
SHIPPERS.**

All **EYES** are
turned on

MANITOBA AND THE WEST.

WE

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

INCREASE YOUR TRADE. WRITE US.

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

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.

**Commission Brokers,
Storage.**

Correspondence Solicited.

If you have any snaps let us hear from you.



**ROW'S
GUM**

in
Lumps,
6c. Pkgs.
in
1c. Stick,
in
5c. Bars

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

To Manufacturers' Agents

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

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

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

How is Your Coffee Trade?

If you have CLUB COFFEE

—Put up in 1-lb and 2-lb Tins. —

on sale your coffee trade must be good.

Manufactured only by

WRITE FOR SAMPLE AND PRICES.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL

TELEPHONE MAIN 3171

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.



CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in 1/4 gross cases

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

1/4 " 1/2 " " "

25-lb. Pails. 75-lb. Tubs.

1/2-Barrels and Barrels.

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

THE AUER GAS LAMP

Delightful to read by.

Gives the Light of 100
Candles and Costs Less
Than Coal Oil.

No smoke or smell. The
whitest, clearest, softest light
for reading or sewing. The differ-
ent styles are suitable for store,
church or home. SATISFACTION
GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL.



Mince Meat FOR THE Xmas Trade.

Every grocer should be thinking of Mince Meat for his Xmas trade. Lytle's Mince Meat is a great favorite with all who have tried it. The ingredients used in the making of this Mince Meat are of the choicest kind.

—Done up in convenient sized fibre and wooden pails.

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

Manufacturers of HIGH-GRADE MINCE MEAT

124-128 Richmond St. West, TORONTO.

Two Lines That Lead.

A Vinegar with Advantages.

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

Quinine Wine with a Reputation.

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

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

The superior merits of
JAPAN TEAS
 have been admitted by tea
 judges the world over. . . .

The best judges of teas do not
 lay stress upon strong, heavy,
astrigent qualities of teas, but
 upon their generally satisfying merits.

Flavor, aroma, delicacy,
 purity, healthfulness, and
 invigorating elements—

Japan Teas possess all these good qualities.

To The Retail Grocery Clerk.

Send to the N. K. Fairbank Company, Montreal, for particulars of our premium plan,
 by which we are attaching coupons to the following specialties, and get valuable premiums :

- Fairbank's Gold Dust Washing Powder.
- Fairbank's Glycerine Tar Soap.
- Fairbank's Fairy Soap.
- Fairbank's Copco Soap.
- Fairbank's Scouring Soap.
- Fairbank's Sanitary Soap.

We pay our salesmen to sell goods to the merchant. Why not pay the clerk to sell
 goods for the merchant?

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

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

This one thing

we have insisted on—the superiority of THE OLD HOMESTEAD BRAND.

We have told you why several times, but it won't hurt to repeat.

1. We pack fruits and vegetables grown in the famous Prince Edward County section. Canada has many garden spots, but none that excels our district.

2. We have the most modern factory in America—built this year, equipped after the best known ideas.

3. In charge of this factory is the best process man on the continent. We searched him out and paid the price.

4. We ourselves are practical men, and know our business through and through. We began the new Company with the sole purpose of getting the best trade and of deserving it. "There's always room at the top" was our motto.

And so we have sought the favor and business of jobbers and retailers with assurance—and, we are glad to be able to say, after six months history, with success.

It is not too late yet to specify in your occasional orders for canned goods THE OLD HOMESTEAD BRAND.

The Old Homestead Canning Co.
Picton, Ont.

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




These represent the change

that has taken place in the tea consumption in Canada—the black indicates Japan and China tea consumption, the white Ceylon. At first Japan and China teas had the bulk of favor; now the situation is reversed. The black portion will disappear before very long. It has in England.

For the grocer it means—don't prolong an unsatisfactory condition of affairs. Don't keep on selling teas that are losing public favor. Encourage the people in the use of

Ceylon Teas

which come in both Blacks and Greens.

YOU HAVE TO RECOGNIZE

the condensed milk business, it is increasing every day, and pays well. It is important you should handle goods you can rely on.

“Jersey Cream”

an unsweetened evaporated cream that contains no sugar, and

“Reindeer” Brand

condensed milk are the highest quality made. Every tin guaranteed.

AGENTS :

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

GRANT, OXLEY & CO., HALIFAX, N.S.

F. H. TIPPET & CO., ST. JOHN, N.B.

J. A. TAYLOR, MONTREAL.

NICHOLSON & BAIN, WINNIPEG.

NICHOLSON, BAIN & JOHNSTON, CALGARY

MARTIN & ROBINSON, VANCOUVER



One way to run a store is to make it as safe for stupid people to shop there as for those who know all about what they're getting. You can always be sure of satisfaction if you sell



and somehow people who're slow to learn are equally slow to take their trade elsewhere.

JOHN DWIGHT & CO.
Manufacturers TORONTO

A Credit to You

to offer your customers

Southwell's

Jams and Marmalade

To do so is to compliment your customers. It is always best to develop a trade for the best things. It is a known fact that no goods excel

SOUTHWELL'S

Sole Canadian Agents,

Frank Magor & Co.

403 St. Paul St., MONTREAL

FISH and OYSTERS
WHOLESALE.

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

If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in dribbles, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:



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.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply, "**COMMISSIONER,**"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

COX'S

SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

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

40 HIGHEST AWARDS
In Europe and America
Walter Baker & Co. Ltd.



The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

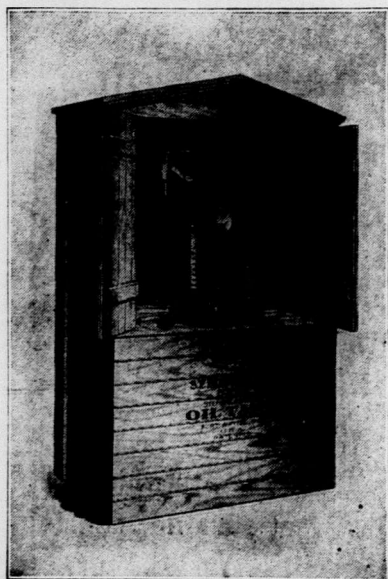
Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.

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

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.



OUR
OUT-DOOR CABINET
FOR
OIL OR GASOLINE

Cabinet extends up over tank so as to entirely enclose the pump. It is fitted with metal roof and double swing doors provided with "staple and strap" for padlock.
BOY AND THIEF PROOF

SAFETY
ACCURACY AND
ECONOMY

ARE COMBINED IN THE

BOWSER
OUT-DOOR
CABINET

FOR

OIL OR GASOLINE

IT IS FITTED WITH OUR LATEST IMPROVED COMPUTING

SELF MEASURING PUMP

BUILT ENTIRELY OF METAL AND MEASURES AN ACCURATE GALLON, HALF GALLON OR QUART AT A STROKE.

GUARANTEED EVAPORATION PROOF

LET US GIVE YOU FULL INFORMATION. IT'S FREE.
WRITE TO-DAY FOR CATALOG "B"

S. F. BOWSER & CO., 530 Front St. W., TORONTO.

BUY

Star Brand

COTTON
CLOTHES
LINES

— AND —

COTTON
TWINE

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

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

EVERY LITTLE HELPS

Black Lead forms only a small part of your business, but if it is

JAMES DOME BLACK LEAD

it will help to increase your trade because of the satisfaction it gives customers. Has stood the test for more than half a century.

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

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World.

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

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

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

—OFFICES IN CANADA—

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

HAMILTON, ONT.
QUEBEC, QUE.

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

MONTREAL, QUE.
TORONTO, ONT.

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

OAKEY'S

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

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.

Dressed Poultry Wanted.

The Canadian Cannery, Limited, are now ready to receive Dressed Poultry at the following factories, viz.:

AYLMER CANNING CO.,	-	AYLMER.
KENT CANNING CO.,	-	CHATHAM.
SIMCOE CANNING CO.,	-	SIMCOE.
SIMCOE CANNING CO.,	-	HAMILTON.

Ship to your nearest factory. Write for full directions as to packing and shipping.

Canadian Cannery, Limited

39 James Street South, - Hamilton, Ont.

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS

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

PARADISE BRAND
SELECTED CURRANTS.

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

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

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

WOOD'S BOSTON COFFEES

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

Perfectly Simple

is the method adopted to assure Purity and Uniformity in WOOD'S COFFEES.

Simply Perfect

are those Coffees, each brand by itself, when delivered to the Grocer.

That is the whole story, in a nutshell.

CANADIAN FACTORY AND SALESROOM

No. 428 St. Paul St., Montreal

WOOD'S BOSTON COFFEES

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

$\frac{1}{2}$

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

15 VARIETIES "GOODWILLIE'S"

GLASS CANNED FRUITS

DELICIOUS FLAVOR
PURITY IN PREPARATION

MADE FROM

FINEST AND FULLY RIPENED

FRUITS

ROSE & LAFLAMME,
MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C.
Kirkwood,

TORONTO.

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

Trade Marks.

MUCH is being written these days on the subject of trade marks and their value as an advertising asset. At a recent meeting of the Sphinx Club, a famous advertising men's organization, the following interesting facts relating to trade marks were brought out:

"The antiquity of the trade mark almost convinces one that there is nothing new under the sun. The cattle of Jacob were distinguished from those of Laban by a mark. It was the rule of Nebuchadnezzar to have his name stamped on every brick, in building palaces during his reign, which began in the year 604 B.C. A piece of china, of Chinese manufacture, bearing the factory mark, has been discovered, the date of which is said to be 1600 B.C. Ancient history shows that the Hindoos, a mercantile people, had their emblematical mark of merchandise 1300 or 1400 B.C. In France, as shown by a law suit in 1590, a clothier counterfeited a better clothier's trade mark, and the purchaser was entitled to sue the seller for deceit. A Frenchman writes that in 1666 the penalty for counterfeiting a trade mark was six hours in the carcan—an iron collar, by which the convicted man was fixed to a post.

"The earliest commercial relations were such that any form of notice as to origin of goods was unnecessary. The products of the miller or weaver were consumed in the neighborhood where they were produced, and good-will was simply the habit of going to a particular place to get a particular commodity. But with the increase of commercial intercourse the reputation of the miller or weaver was extended. At a later period came the steamship and railway, and with them the use of packages, labels, marks, names and other expedients by means of which the individuality of the manufacturer was preserved and his reputation made a source of profit and good-will. It then became apparent that by putting the mark for which the purchaser looked upon other goods a profit might be nefariously made. Many yielded to the temptation, and the courts were soon called upon to deal with the question: 'Should marks of

origin be protected?' and, if so, how?

"A specific demand for the article of one producer belongs to him alone. Legally speaking, so far as one introducing and popularizing his goods yields to the temptation to bid for an existing demand, he must carry with him to the end of the enterprise competitors who will share some of the benefits of his exertions. In so far as he builds up a unique demand by emphasizing his trade mark he will enjoy all the fruits of his labors.

"With the expansion of commerce it became manifest that it was possible to divert an existing reputation and good-will without making use of the technical trade mark used upon the goods. It was an easy matter to simulate the salient features or name of an article which had acquired reputation so that the casual purchaser would accept the imitation as the article sought. Many forms of artifice were resorted to and used to accomplish successfully the objects of commercial piracy without crossing the artificial lines which had, perhaps, been drawn. It is the province of equity to correct that wherein the law, by reason of its universality, is deficient. The most recent and authoritative cases establish the proposition that no matter what the means employed, whether they consist of colors, the peculiar shape of a package, a descriptive word, a geographical name, a man's own name, or anything else,—if, in fact, having regard to all the conditions which prevail in each particular trade, one man's goods are being represented to be the goods of somebody else or so marked as to promote mistake, confusion, or fraudulent substitution, equity will interfere to correct the wrong."

This subject of trade marks has, of course, much more interest to the manufacturer than to the retailer, but it concerns also the retailer. In this day of commercial competition manufacturers, to secure a preference, must trade-mark their goods. This alone will not promote a demand. The demand comes through the exploiting by means of advertising the trade-marked commodity. The grocery trade in Canada is becoming more and more familiar with the tendency on the part of manufacturers

to trade-mark their wares, and to seek to create a preference for their wares through advertising, sometimes to the trade only, sometimes to the consumer only, and sometimes to both. Thus teas, breakfast foods, biscuits, yeast, pickles, coffees, sauces, syrups, cheese, marmalade, fish preparations, mince-meat, baking powder, ammonia, bird seed, cigars, tobaccos, cocoas and chocolates, and what not, are being trade-marked and advertised, with what success has witness on the shelves of every grocer in the land.

That this specializing tendency on the part of manufacturers is but in the early stages of its development in Canada, seems to require no argument, and the next ten years will see some interesting efforts made to divert an existing demand to a particular channel, and to stimulate a sale for new articles of commerce.

Pithy Paragraphs.

Learn to do—by doing.

It is not wit, but common sense, that makes the capable ad. writer.

To maintain and increase business you must do something for business. To advertise is often just what your business needs.

The key to successful advertising is the exciting of a desire on the part of the reader for the goods advertised. One advertiser excites the curiosity, another the interest (pecuniary), another the sense of taste. But whatever the method, the object is the same in all cases—the teaching that the article exploited may conduce to the comfort, the convenience, the pleasure, the luxury, or the necessity of him who reads.

Don't expect to reap good business from bad advertising.

An ad. which is brief and concise has the power of keeping the mind concentrated on a given subject, therefore preventing one's thoughts from wandering. It saves time, thus labor. It saves space, likewise money. It is a symbol of truthfulness, dispelling doubt. By its use the curiosity and attention of the uninterested can be aroused more quickly and held longer than by a lengthy explanation, because it will have spoken and finished long before the other has hardly begun to speak.



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.

VIEWS ON INDIAN AND CEYLON TEAS.

MR. P. C. LARKIN, Toronto, was a visitor to the Salada Tea Co.'s branch in Montreal during the past week. The Grocer had the pleasure of an interview at his offices on St. Paul street, and besides renewing old acquaintanceship obtained Mr. Larkin's views on one of the great questions of the day, tea.

Mr. Larkin had just returned from a trip to the St. Louis and Chicago branches of the Salada Tea Co. and was on his way to the Boston, New York and Philadelphia branches. "At St. Louis," Mr. Larkin stated, "Salada obtained the highest award and gold medal."

"What is your opinion of Ceylon greens and will they continue a factor in the tea trade of Canada and the United States?" Mr. Larkin was asked.

The Future of Ceylon Greens.

"I am glad you asked me this," he replied. "In Detroit, Minneapolis, Chicago and St. Louis, our branches are selling a great deal of green Ceylon and Indian tea. In Buffalo and Detroit particularly, where we have been packing greens since they were first made in Ceylon, the demand is increasing every month. In Toronto and Montreal also we are making satisfactory progress."

"If that is your opinion, Mr. Larkin, will you explain why the production of green teas has been practically stopped by the planters?"

"The planters have not ceased manufacturing green teas permanently, and while many of the gardens have turned their attention to black teas, it is only owing to the fact that more green tea was made and thrown upon the American and Canadian markets recently than could be readily consumed. No matter

how good an article may be the attention of the consumer cannot be directed to it all in a year or two as it takes time to make its qualities known even through the medium of advertising. If every green tea drinker could taste Ceylon and Indian green tea it would be unnecessary to advertise them afterwards. I believe there are tens of thousands drinking Ceylon and Indian green teas this year who were not a year ago. If the Ceylon and Indian planters had merely doubled their previous year's production of green teas there would have been a tremendous demand in Canada and the United States for this article to-day. They were not satisfied with this, however, and quadrupled the production in one year at the same time doing comparatively nothing to attract the attention of the public. As a result although Ceylon and Indian teas are going into consumption more rapidly than ever there is still a comparatively large stock of greens in first hands which will be used up in the course of the next six or eight months, when the demand is bound to set in again.

"The gardens will not be in a hurry to resume operations after this experience and the withdrawal of the bounty. Ceylon planters will always be prepared to produce these teas whenever we are prepared to offer them a paying price, which we will have to do as soon as stocks are thinned out; as regards the export bounty importers will not only have to make this up, but will also have to make up any price created by the supply and demand. We can no more do without Ceylon and Indian green tea than we can do without their black teas, and the reason is because the public wants

them. Not all are green tea drinkers, but a fair proportion of the public is and this proportion is rapidly growing.

"The introduction of Ceylon green teas on the Canadian market was brought about by the Salada Tea Co. Everybody in the trade laughed at us at first, but we were convinced that the tea had 'cup merit' and we believed then, as firmly as we do to-day, that Ceylon and Indian teas are serviceable for the public. When we took up Ceylon black teas fourteen years ago, wholesalers and retailers said they might suit the English public, but that they would not suit the public on this continent. When we started to introduce black Ceylon and India teas in the United States seven years ago, the trade there told us that they had tried them on the public, but that they did not suit the people. The fact was that the only way they had tried them was to stock up with them, nothing being done afterwards to bring them to the attention of the consumer. The teas remained on the retail grocers' shelves until a fair proportion got old and stale. In some cases chests were never opened and if there had been a sovereign in every chest they probably would never have found it out. However, when we took hold of them we were not satisfied with selling the retail grocer, we sampled and advertised and so brought them to the attention of the consumer who has shown his appreciation of them by giving us in return a fairly profitable business. Every branch we have opened in the United States has been a repetition of our experience in Canada. It may take a long time and a lot of money, but the eventual result will be that both black and green Ceylon and Indian teas are bound to win the public's confidence and support."

CURRANTS

Shipments to hand show quality
away ahead of former years.

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

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

IN STORE

New Apricots

New Peaches

New Peels

New Raisins

James Turner & Co., - Hamilton

WHOLESALE GROCERS.

"TARTAN" BRAND

— NONE BETTER

All FALL FRUITS now ready for shipment.

BALFOUR & CO., Branch Canada Grocers Limited **HAMILTON**
Wholesale Grocers

Seasonable Goods.

Raisins, Currants, Figs, Peels,
Prunes, Dates, Nuts, Etc., Etc.

— AT LOWEST PRICES —

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



Send a
Christmas Present of
**MACLAREN'S
IMPERIAL
CHEESE**

TO YOUR FRIENDS IN
THE OLD COUNTRY

We will deliver your order for half a dozen or a dozen jars of our Imperial Cheese ABSOLUTELY FREE OF DELIVERY CHARGES to any address in

**ENGLAND
SCOTLAND
IRELAND**

in time for delivery by Christmas.

MACLAREN'S IMPERIAL CHEESE is Canada's most famous product and will be an acceptable and delightful gift. We will enclose your card in the case if you so desire.

PRICES: Individual size, \$1.00 per dozen
Small " 2.40 "
Medium " 4.50 "
Large " 8.25 "

**WE PAY ALL DELIVERY
CHARGES**

Your order should reach us by December 10th at latest, but *order now* to insure prompt delivery. Write addresses plainly. Make post office of express orders payable to

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

Business Changes

ONTARIO.

D. H. WINTER, grocer, Chatham, has assigned to Andrew Thompson; meeting of creditors Nov. 25.

Jas. W. Thomas, grocer, Goderich, has sold to F. Morgan.

Alex. Hill, Picton, is about to open up a grocery store.

L. M. Blouin, grocer, Ottawa, has retired from business.

L. Jodouin, general merchant, Mattawa, has sold his book debts.

R. VanSickle, grocer, Petrolia, has sold his stock to A. S. Huff.

L. Wettlaufer, general merchant, Rostock, has sold to I. Druar.

Mrs. E. Otterson, Arnprior, has opened a grocery and tobacco store.

F. Morgan, general merchant, Porter's Hill, has moved to Goderich.

The assets of A. D. Nicholson, general merchant, Pendleton, have been sold.

S. Moffatt, grocer, London, has disposed of his business to D. A. Brown.

Sutherland & Neving, confectioners, Port Arthur, have dissolved partnership.

J. W. Sutherland, manufacturer of soda water, etc., Hamilton, has suffered loss by fire.

L. A. Welch & Co., general merchants, Mount Brydges, have sold their business to W. F. Brown.

G. Hutchinson, general merchant, Alliston, is offering to compromise at 30c on the dollar.

Jas. A. Laidlaw, general merchant, Hawkesville, has assigned to Wm. Ross; meeting of creditors Nov. 28.

H. A. Stephenson, general merchant, Campbellford, has assigned to R. Lee, Toronto; meeting of creditors held Nov. 21.

QUEBEC.

Narcisse Lemire, grocer, Montreal, is dead.

NUTS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

Jos. T. Pigeon, grocer, Montreal, has assigned.

The assets of Jules Miller, Quebec, have been sold.

S. Fortin, general merchant, Hebertville, has compromised.

A. McLean, of A. McLean & Co., Bakers, Murray Bay, is dead.

The assets of Theoret & Frere, grocers, Montreal, have been sold.

The assets of Lefort & Bourdon, grocers, Montreal, have been sold.

J. U. Gagnier, general merchant, St. Martine, is offering to compromise.

The assets of W. L. Bergeron, general merchant, St. Flavien, have been sold.

The assets of Jos. Vernier, grocer and liquor merchant, Montreal, have been sold.

The assets of Casper Spector, grocer and liquor merchant, Montreal, have been sold.

J. S. Legault, flour merchant, etc., Montreal, has been succeeded by Ed. Lariviere.

The assets of H. Locas & Co., general merchants, Chenneville, are advertised to be sold.

The assets of Wm. H. Steele, fish and game dealer, etc., Montreal, were sold on Nov. 24.

The stock of Mrs. Jos. Chandonnet, confectioner, St. Jean Des Chaillons, has been sold.

The assets of Victoriaville Flour and Grain Co., Victoriaville, are to be sold by tender on Nov. 26.

Fontaine & Frere, general merchants, St. Cyrille De Wendover, have assigned to V. E. Paradis, Quebec.

A. E. W. McKee and J. H. McKee have registered under the style of McKee Bros., grocers, Montreal (St. Louis).

Salim Gourra and Fares Saad have registered under the style of Gourra & Saad, fruit and tobacco merchants, Montreal.

Hamel & Bedard, grocers, Quebec, have dissolved partnership; Bedard continues in business; style of firm name unchanged.

J. W. Hardy and L. L. Hardy have

registered under the style of Hardy, Freres & Cie., manufacturers of butter and cheese, St. Basile.

J. H. L. Guilmette, general merchant, St. Norbert, is offering to compromise.

The assets of P. E. Poirier, general merchant, St. Sophie De La Grand, are to be sold on Nov. 25.

J. D. Plourde, general merchant, St. Tile, has assigned to Kent and Turcotte.

The assets of P. E. Poirier, general merchant, Fraserville, were sold on Nov. 24.

J. P. St. Laurent, general merchant, Isle Verte, has assigned to Lefavre and Taschereau.

BRITISH COLUMBIA.

L. Levine, cigar merchant, Vancouver, has retired from business.

S. H. Seaney, grocer, Ymir, has suffered loss by fire; no insurance.

Tolmie & Stewart, liquor merchants, Victoria, have dissolved partnership.

J. T. Taylor, general merchant, Okanagan Landing, has retired from business.

Cavanaugh & Scott, storage merchants, have been succeeded by Cousins & Kindon.

Hallam & Wyndham have opened a wholesale and retail coffee, cocoa and tea house in Victoria.

MANITOBA AND N.W.T.

A. E. Sibbald, general merchant, Halbrite, has assigned to G. F. Stewart.

Smith & Hyke, bakers, Virden, have dissolved partnership; Smith continues in business.

M. Martin & Co., general merchants, Churchbridge, have assigned to H. T. Cherry; meeting of creditors was held in Winnipeg Nov. 21.

R. S. Robinson, cigar merchant, Winnipeg, has admitted B. Z. Levinson to partnership; firm name to be known as R. S. Robinson & Co.

NEW BRUNSWICK.

Fred. J. Melanson, grocer, Moncton, has been succeeded by A. A. Girouard.

M. Le Blanc, grocer, Moncton, has been succeeded by Camille Le Blanc.



The finest

Jams

Jellies

and

Orange

Marmalade

are made by

Upton

from fresh fruits in a clean and up-to-date factory.

“**H**UMAN NATURE HANKERS
AFTER PIE,” said Artemus Ward.
He need not have stopped there, for human
nature hankers after anything and every-
thing that tastes good. You can depend
upon the human nature of your customers
to sell your stock of :: :: :: ::

HALIFAX SHREDDED CODFISH

if you once introduce it to them and let
them learn the merits of the article and
the palatability of the dishes that can be
made from it. This is not a fad that will
pass with many of the new-fangled foods—
it is becoming a staple article and one
which will continually become more and
more indispensable ; it is bound to be one
of the necessities of the future. As long as
you handle it you can be sure of large sales
and a good profit on every sale. :: ::

BLACK BROS. & CO., Limited
HALIFAX and LaHAVE, N.S.
CANADA.

AGENTS : A. H. BRITAIN & Co., Montreal ; REGINALD LAWSON, Winnipeg ; CHAS. MILNE, Vancouver.

FRESH AND CURED FISH

Why Fish are Scarce.

SINCE the opening of the fish season of 1904-1905 in Canada a number of complaints have come to The Canadian Grocer from the wholesale grocery trade, especially in Ontario, that they are unable to get supplies of dried and prepared fish, either with any regularity or in sufficient quantities to answer the requirements of the trade.

With the object of finding out the reason for this abnormality in trade conditions The Canadian Grocer has been in correspondence with several of the leading fishery interests in the Maritime Provinces, who emphasize the fact that the fish business of Canada and of the world generally has been in a more or less precarious state for the last two or three years. Last year, for some reason unknown to anybody, the cod fisheries of the world were practically a failure, and this year similar conditions have arisen. This is not due to any lack of perseverance on the part of the fishermen themselves or of the men employed in the trade.

Whatever the cause may be, the supply of bait in Canada during the last two years has been exceedingly limited. This difficulty Canadian fishermen are trying to overcome by artificial means, namely, by erecting bait freezers to insure supplies of bait for the fishermen. Another difficulty, as far as Canada and the New England states are concerned, has been the dog fish pest, the seriousness of which any one who understands the business well knows. When this fish comes on the grounds where cod are caught it is practically out of the question to get the trawl to the bottom, as the dog fish immediately seize everything in sight. Another difficulty has been that the bank fishermen of Nova Scotia do not prosecute their work during the Winter months, the season when in Ontario the demand for fish is greatest. At the present time ordinary dried fish such as are shipped to the West Indies are selling in Halifax at \$5.25 per quintal, whereas normally they are \$3.50, and have been known to go as low as \$1.35, which goes to show there must be a big scarcity of fish, since the fish dealers of Halifax compete with the world in marketing their products.

Limit Foreign Buyers of Sardines.

It is being hinted that the commission appointed some months ago at Ot-

tawa for investigating the sardine industry and dog fish pest in Canada will recommend the adoption of restrictive legislation, with a view to putting a limit to American sales of sardines caught in Canadian waters. The feeling is that the time has about arrived when in place of two sardine canneries in Canada the number should run up into the scores, as in the State of Maine, where the canners are maintained by reason of the Canadian catches.

Fish News From British Columbia.

The salmon pack on the Pacific coast, compiled to October 15th, shows a shortage of 578,244 cases of all varieties. There was an increase on the Columbia River, but this was owing to the season having been extended for an indefinite period. There was been no trouble with prices, as the small pack made the visible supply in the world's markets small, and the demand in the Old Country has been steady. All the canners are looking forward to the next year, which is expected to be that of the big run.

The cultivation and shipment of oysters is profitably engaged in at Ladysmith, on the east coast of Vancouver Island, by John Brenton, David Page, Joseph Ferguson, David Thomas and the Richard Brothers. The united capacity of the beds is about 40 sacks per week during the season from September to May. Mr. Brenton is a pioneer in oyster culture and has been experimenting with eastern oysters, which he has found to increase rapidly in size but not in numbers.

The regular fishing season for herrings has now commenced, and the curing companies at Nanaimo are busy.

Poor Mackerel Season.

The mackerel fishing season on the north Atlantic coast just ended has been an almost complete failure. Not for years have fish been so scarce, and never has the price been so high. No fish have been taken in the Bay of Fundy, and few on the Maine coast, which is usually a great mackerel ground. As the season advanced and fish became scarcer prices soared until as much as \$20 a barrel was paid, and in some cases even \$25 and \$30. At present the average price is about \$16 a barrel.

Lobster Pack Short.

Lobster stocks are reported to be getting into very small compass, stocks that are held being apparently in the Old Country. Talls are very bare at present and cost \$13.50 per case. Flats and half flats are firm and are quoted at from \$13 to \$15 for the former and \$13.75 to \$15.50 for the latter, according to brand. The present outlook is that old stock will all be cleaned up before the new pack comes in about May of 1905.

Fish Notes.

In last week's issue of The Grocer the illustration called "Fishing boats at St. John, N. B.," should have read "Fishing Boats at Halifax, N. S."

Latest market reports from Trinidad say that good split herring would sell readily, but that there is little or no inquiry there for other descriptions of pickled fish.

The property of the Pacific Packing and Navigation Co., and the Pacific American Fisheries Co., one of the largest salmon canning combines in the world, was sold at receiver's auction on Nov. 12.

The Fall haddock fishing is just opening at Canso, N. S., and fishermen are looking forward to a good season. Haddock fishing from the port of Canso has grown to large proportions, and has proved very profitable during the past few years.

A consignment of 100,000 fish eggs will arrive in Ottawa shortly to be used in stocking some of the Canadian lakes with a species of fish known as onaniche, which was formerly thought to exist only in Lake St. John.

Because of the war in the Orient the price of dog salmon has gone up from \$15 to \$32 per ton f.o.b. Vancouver. This fish was previously considered worthless, but large quantities are now being put up. Shipments of fish to Japan are rapidly increasing.

F. X. St. Charles & Co., dealers in groceries, wines and imported liquors. Montreal, have moved into their new premises at 39-43 St. Gabriel street, which are among the largest and most up-to-date of their kind in Canada.



Fit for a King
are
**King Oscar
Sardines**

CHOICEST SMALL FISH
PURE OLIVE OIL
NO SCALES OR BONES

HANDSOME PACKAGE
MODERATE PRICE
QUICK SELLER

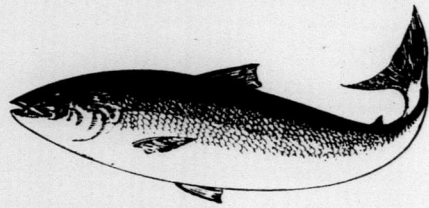
The original and the best.

OBTAINABLE THROUGH MOST WHOLESALE HOUSES

CANADIAN SELLING AGENTS:

JOHN W. BICKLE & GREENING, Hamilton, Ont.

SOCKEYE **SALMON**



"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

It's Safe

to buy remedies which have proven their merit by achieving success.

Stocking imitations is apt to result in dead stock and unsaleable goods.

Mathieu's Syrup of Tar and Cod Liver Oil and Mathieu's Nervine Powders command an immense sale.

For several years leading wholesalers have ordered them by the carload.

You are safe in stocking them.

J. L. MATHIEU CO., LIMITED
SHERBROOKE, P.Q.

OYSTERS

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

QUALITY GUARANTEED.

PRICES REASONABLE.

Leonard Bros.

ST. JOHN, N. B.

MONTREAL.

GRAND RIVER, GASPE, P. Q.

**NEW
NUTS
IN
SHELL**



IN STORE:

Marbot Walnuts, Sicily Filberts,
Bordeaux Walnuts, Extra Brazils,
Tarragona Almonds, Polished Pecans,
Jumbo Peanuts.

Prompt Shipment.

WARREN BROS. & CO., - TORONTO

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,
Zini's Fine Filiatra Currants,
Tarragona Almonds,
Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC

Montreal

OTTAWA

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Food Products.

THE Manchester, Eng., Journal of Commerce, of Nov. 10, contains the following interesting editorial on the subject of "Canadian Food Products:"

The blunder recently made by the municipal authorities at Hastings in mistaking a very good sample of Canadian cheese for margarine cheese has, at any rate, served the purpose of demonstrating beyond a doubt that the dairy products which come to this country from Canada are of the purest possible description. The Canadian Government is extremely zealous in seeing that the food stuffs of the Dominion shall retain the good name they have already acquired, and when the High Commissioner and the representative of the Canadian Department of Agriculture found that the cheese in question was the product of a reliable factory in Molesworth, Ontario, the matter was so energetically taken up that almost immediately there was collected a large body of the most convincing evidence in favor of the purity of the cheese, followed necessarily, of course, by the complete withdrawal of the accusation and the prosecution, and the dismissal of the case with costs.

It is difficult to account for the taking out of the summons in the first instance, especially in view of the fact that the report of the analyst of the Government laboratory in London showed conclusively that the cheese contained no other fat than milk fat, and that the amount of such milk fat present was no less than 43 per cent., a figure which at once ranks the product as of the very first quality. But the case did more than merely show that this particular sample of Canadian dairy produce was pure, for the evidence gathered together in Canada, and which was mentioned at the Hastings court, constituted a remarkable body of testimony to the care taken by the Canadian Government to render it absolutely impossible that any adulteration whatever be made in the cheese manufactured in the Dominion. In the first place the Canadian law absolutely prohibiting the addition of foreign fat is clear and explicit, and so thoroughly does the sentiment of the people harmonize with this piece of legislation that the section of the Dairy Products Act dealing with the matter has never been violated. It has been

scientifically demonstrated, too, that any adulteration with foreign fat is impossible after the cheese has been manufactured, and in the Hastings case the whole of the process of the manufacture of this particular sample was followed up from the delivery of the milk by the farmer to the arrival of the cheese in England, sworn affidavits from the storers, the buyers, the manufacturers, and everyone connected with the handling of the product being forwarded from Canada, and the proof of the purity of the cheese as testified by the British Government analyst thus being abundantly confirmed. These affidavits, too, gave incidentally a vast amount of interesting and reliable information regarding the processes of preparing cheese for export in Canada, and no one reading this testimony can help coming to the conclusion that in buying Canadian cheese the public of Great Britain have a guarantee of purity, quality, and cleanliness of preparation such as they possess in regard to very few food products sold in our shops and markets.

All the Canadian product of this description intended for export is made in large factories where the milk from the surrounding dairies is collected, the factories themselves being public places, visited daily by a large number of persons who are thoroughly conversant with processes of cheese manufacture. The materials and apparatus necessary for adulteration are not to be found at these cheese factories, nor could they be introduced there without many independent people being aware of the fact, a remark which applies to the manipulation of the milk which would be necessary in order that the process of adulteration might be gone through.

Better even than all of these restrictions is the presence in Canada of an exceedingly high and lofty ideal as to the purity of the dairy products of the Dominion, an ideal which it must be admitted is based on the knowledge that it is only by keeping its cheese and other farm produce pure and above suspicion that the articles sent abroad from the Dominion will be able to retain their hold on the markets of the world. The worst of these food prosecutions is that the public take a keen interest in allegations of this kind, especially when they are followed by convictions, whilst extremely little notice is taken of those instances when the local analyst has

been proved to have made a mistake. In this case, however, the matter does not rest at the mere negating of the deposition of the Hastings analyst, for the energetic manner in which the Canadian authorities in this country have taken the question up, and the magnificent testimony which they have been able to produce in favor of the purity and quality of Canadian cheese gives the public an interest in the case far beyond that usually evoked by a prosecution of this kind. Not only are the High Commissioner and the Department of Agriculture to be congratulated, but Messrs. Thomas Ballantyne, of Stratford, Ontario, who bought and exported the cheese, the famous Molesworth cheese factory of Ontario, who made it, Messrs. Andrew Clement & Sons, Limited, of Glasgow, who imported it, and the shopkeeper of Hastings who sold it to the consumers, are alike to be felicitated at the sequel to the case, whilst the general public both of Canada and the United Kingdom must feel mutually gratified that an occasion has been furnished for demonstrating that the food supplied to the Mother Country from her colonies is absolutely pure and above suspicion.

Dairy and Provision Notes.

Mr. E. Augur has accepted the management of the Brownsville, Ont., Powder Milk Factory.

Work on the new building to be erected by the Whyte Packing Co., Stratford, Ont., has begun.

B. H. Halliday & Co., commission merchants, provision dealers, etc., have opened an office in Morden, Man.

D. B. Martin & Co., of Baltimore and Philadelphia, have purchased the big east end abattoir, Frontenac street, Montreal.

Prof. Robertson, Commissioner of Agriculture and Dairying for Canada, has resigned in order to accept the presidency of a large experimental college which is to be established through the generosity of Sir William Macdonald of Montreal, for the promotion of scientific agriculture in Canada. The new college and experimental grounds will be situated at St. Anne de Bellevue near Montreal.

The Dominion Packing Company,

LIMITED.

Telegraphic Address
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A. B. C.
LIEBERS
PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork Compound Lard Smoked Meats

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

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

BEECHNUT



BRAND

Are You Selling Them

?

FEARMAN'S FAMOUS SAUSAGES

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

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited

HAMILTON, ONT.

Just the line for cool weather.

Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.

Are always in good demand.

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

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co.,

PORK AND BEEF PACKERS,
TORONTO, ONT.

LIMITED

Rose Brand Lard for Christmas Cooking

The busy housewife has no desire for cheap Lard in her Xmas pastry. The best is none too good, and not too dear for your family trade. Fresh rendered every day
at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

MAGIC BAKING POWDER



every wide-awake
merchant handles
MAGIC BAKING POWDER

the best advertised, most popular,
most profitable Baking Powder to
handle—

makes
friends
and
customers
for
you—

Ask your jobber for it.

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.

November 25, 1904

THE MARKETS

The Canadian Grocer.

TRADE CONDITIONS IN NOVA SCOTIA.

Halifax, Nov. 21, 1904.

A GREAT deal of feeling has been aroused in local wholesale circles over the present season's direct importation of Merle raisins. Three of the leading jobbers stipulated with the representative, Juan Merle, that in consideration of their accepting 20,000 packages no other raisins sold to Halifax jobbers should have the Merle brand upon them. Unaware of this understanding other jobbers placed their orders with the broker in the usual way and for the usual quantities and it was only when the goods arrived that they discovered that their goods were not branded and that practically their three competitors had secured a monopoly on this market of Merle branded raisins. Not to be defeated, a few branded raisins were secured in Montreal and elsewhere and a wordy war ensued. So far all parties claim to have maintained uniform selling prices but threats of slaughter prices are heard and on the whole the raisin trade is in a very unsettled condition, which can hardly prove satisfactory to any of the interests concerned.

* * *

The wholesale grocers of Nova Scotia have at last decided to come into line with those in other parts of the Dominion in the matter of terms to customers. Hitherto long credits were given. In the last couple of years at nearly every meeting of the Guild the matter of shorter terms was discussed and a very strong element came out in favor of a change, but certain opposition could not be overcome and until recently no action was taken. On the first of November an agreement was reached to become operative on January 1st, 1905. The agreement is signed by twenty jobbing houses, including practically the entire wholesale trade of the province. The principal clause in the agreement reads as follows:

"On and after January 1st, 1905, the terms on which we will sell general groceries (terms of sugar and tea unchanged) will be 30 days net or 1 per cent. off 10 days, interest at the rate of 6 per cent. to be charged after 30 days. Terms on flour and meal to be net 30 days and no discount. All monthly accounts to be settled for by the 15th of the following month, otherwise interest will be charged at the rate of 6 per cent. per annum. Customers wishing to take

advantage of the 1 per cent. discount must pay for the goods before the expiration of the specified 10 days limit."

The adoption of the above terms puts Nova Scotia in line with the wholesale grocers of the entire Dominion and it is believed will be to the advantage of all concerned, retailer as well as wholesaler.

* * *

Last week a Flour Men's Association was organized here in connection with the Halifax Board of Trade. The objects of the association are threefold; 1st, to have better facilities provided by the railway at the terminal for handling the trade; 2nd, to secure fair freight rates for export trade; 3rd, to devise ways and means of extending the export business. At the present time merchants have to provide their own warehouses for flour for the export trade, the flour shed at Deep Water having been taken for other purposes. In the matter of freights it is only necessary to say that while practically the entire flour trade of Bermuda is handled by Halifax houses they are compelled to make their shipments from an American port because of the discrimination in railway rates which makes it impossible to ship via Halifax. In the case of Manitoba flours for export the rate is 21 cents in favor of American ports; but in the case of Ontario flours the rate to Halifax is only one cent per cwt. or two cents per barrel higher than the rate to New York. Why the railways should be satisfied to accept a rate from Ontario milling points to Halifax only two cents a barrel higher than to New York and demand a rate of 21 cents per barrel higher for flour which must pass through these same Ontario points on its way to both Halifax and New York is difficult to understand.

* * *

The excitement in sugar continues, there having been a net advance of 45 cents in the last ten days. The Acadia refinery is getting out a new equalized list for the guidance of the trade in selling sugar at competing points. The terms are unchanged and the new list differs in no important particular from the old one, save that a few slight changes have been made in freight allowances at unimportant points.

* * *

Trade has been fairly active in the last week. It is better than at the first of the month, but it is still hardly up to that of last year at this date.

COMMON SENSE

KILLS (Roaches and Bed-Bugs
Rats and Mice)All Dealers and 381 Queen St. W.
TORONTO, ONT.Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

BUY THIS BOOK

SUCCESSFUL ADVERTISING—
HOW TO ACCOMPLISH IT.—By J.
Angus MacDonald.Every Merchant and Salesman
will find it full of invaluable matter relating to the selling of goods. Chuck full of suggestions and instruction. Enthusiastically endorsed by press and advertising authorities.

Sent postpaid for \$2.00.

MACLEAN PUBLISHING CO.
LIMITED
TECHNICAL BOOK DEPT. TORONTO.Peacock Brand
Mince Meat
Will Keep.Money back if it goes wrong. It is the best Mince Meat made. Packages (condensed) and bulk.
ORDER FROM YOUR WHOLESALE.BATES, PEACOCK CO.
HAMILTON.

Egg Cases

—AND—

Woodboard Fillers
BOTTOM PRICES.WALTER WOODS & CO.
Hamilton and Winnipeg.

**Good to eat.
Good to sell.
Good to hold trade.**

"OLD CHURCH" PORK and BEANS

Plain or in Chili Sauce

There is no other make quite so good as "Old Church" Ketchup, put up in 12-oz., 16-oz., and 1-qt.

bottles. We guarantee the 12 and 16-oz. bottles equal to the highest grade American Ketchup. Send us a sample order by mail.

Standard Canning Co., Hamilton

Write us

if you want special values in

JAPAN TEA at 11¹/₂¢.

New Japan Fannings and Siftings, all grades.

Special values in Green Maracaibo and Java Coffees—

ALSO

Ceylon and Indian Green and Black Teas, all grades.

SAMPLES ON APPLICATION

JAMES RUTHERFORD & CO.

27 ST. SACRAMENT STREET

MONTREAL

QUOTATIONS
THE
LOWEST.

—New Lines in Stock:—

SEND US
YOUR
ORDERS.

NUTS

WALNUTS—

MARBOT
BORDEAUX

ALMONDS—

TARRAGONA S. S.
SHELLED—Valencia, 3 crown
“ confectioners

WALNUTS—

NEWLY SHELLED
GRENOBLE
MARBOT

—CALIFORNIA SEEDED RAISINS—

Fancy 16-oz. Choice 16-oz. Choice 12-oz.

DATES—

HALLOWEE
SAIRS
FARD—[A] boxes 12 lbs. ; [R] boxes 12 and 60 lbs.

SULTANA RAISINS—

1 crown, Good
2 “ Choice
3 “ Fancy

—MALAGA RAISINS—

Boxes 22 lbs. Qr. Flats 3½ lbs. 1-lb. Cartons.

WE NEVER HAD A LARGER STOCK, BETTER RANGE, OR LOWER PRICES.

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

PERSONAL MENTION.

Mr. A. P. Murray, sales manager Edwardsburg Starch Co., has returned from a trip to St. John, Nfld.

Mr. P. C. Larkin, of the Salada Ceylon Tea Co., left town on Saturday for a trip to Washington, Philadelphia, Richmond, Virginia, and New York.

Mr. W. F. Crossen, of the Napoli Macaroni Co., Toronto, was a caller upon the Montreal trade during the past week. He favored the offices of The Grocer with a visit; in the course of conversation reporting that his reception by the trade had been most satisfactory and that his company's goods will figure prominently among the stocks of local jobbers and retailers.

Mr. Jas. R. Greig, Montreal, representative of Sutcliffe & Bingham, London has returned from a trip to Quebec, Ottawa, and Kingston in the interest of Kkovah products. Kkovah plum publishing sales are reported as most satisfactory, the excellent quality of the goods combined with their delfware packing making them a very desirable line for the grocery trade and a profitable one for the season.

Mr. Donald C. Alexander, with Mr. James Alexander, exporter and dealer

in butter and cheese, Montreal, has been proposed for membership on the Board of Trade by Mr. Alexander McFee. Mr. W. P. Coleman, of the Canada Car Co., has been proposed by Mr. Geo. E. Drummond.

Mr. Robert Greig, of the Robert Greig Co., Toronto, was a visitor at the World's Fair this week. While there Mr. Greig was shown the official list of awards, and was peculiarly gratified to find that his firm had won both gold and silver medals for excellence of their White Swan cereals.

Mr. Hugo Rohde, representative for Hudon, Hebert & Cie., Montreal, in the Northwest Territories, visited the head office this week where he was welcomed by a large number of friends. He reports business as booming and that his firm has gained a splendid place in the growing west.

Mr. W. H. Troop, secretary Black Bros. & Co., Halifax, N.S., passed through Montreal this week on his way home after a business trip to Manitoba, Northwest Territories and British Columbia extending over the past four weeks. Mr. Troop reports business generally as first-class, trade in Vancouver, Winnipeg and the other large western cities being particularly good. The

fame of “Halifax” and “Acadia” codfish had preceded him and good orders were naturally the result. Mr. Troop during his stay in Montreal made his headquarters with A. H. Brittain & Co., the Montreal and Ontario representatives of Black Bros. & Co.

HINTS TO BUYERS.

New sultana raisins are in stock with the Eby, Blain Co., Toronto.

The R. & J. H. Simpson Co., Guelph, are in receipt of a heavy shipment of fancy table raisins. Their prices should interest close buyers.

For the holiday trade Laporte, Martin & Co., Montreal, have a most complete assortment of Bordeaux, Spanish, Tarragona, Madeira and Malaga wines.

CORRECTION.

The Canadian Grocer of Nov. 11 contained an article on “Stock Foods, a Boon to the Farmer,” in which the statement was made that no less than 53 prizes had been awarded for representative stock foods at the World's Fair, St. Louis. It should have read that 53 prizes were captured by J. E. Brethour, a prominent Canadian stockman, for hogs-fed and fitted on a representative stock food, namely, Anglo-Saxon Stock Food.

The Season for Stock Food is Just Commencing

It is money lost if you delay in securing an agency for that fast-selling line

ANGLO-SAXON STOCK FOOD and Veterinary Preparations

WRITE TO-DAY FOR OUR PROPOSITION

The 800 dealers who have sold our goods during the past nine months, and the thousands of farmers who have used them during that time, are delighted with the results secured. Every dollar's worth of our goods was **SOLD ON POSITIVE TRIAL** and every dollar's worth gave satisfaction and was paid for.

As an additional guarantee of the quality of Anglo-Saxon goods we might mention that **Mr. J. E. Brethour, of Burford, Ontario**, known to all Canadian Stock-breeders, fed and fitted his **St. Louis Exhibition Hogs on Anglo-Saxon Stock Food** and practically swept up everything in his classes, winning the following prizes:

PREMIER CHAMPIONSHIP FOR BREEDER

Two Reserve Grand Championships	Four Championships	Twelve First Prizes	Eleven Third Prizes
Two Grand Championships	Two Reserve Championships	Fourteen Second Prizes	Five Fourth Prizes

**THE NAISBITT COMPANY, LIMITED
Toronto, Ontario**

184 James St.
WINNIPEG, MAN.
P. C. POWYS, Manager.

8-10 Water St.
ST. JOHN, N.B.
W. W. HUBBARD, Manager

Suppose you yourself had a valuable horse taken suddenly sick or had a fine lot of hogs being destroyed by cholera, or a herd of dairy cows ailing, or poultry dying—and immediate relief was imperative to save you from serious loss—would you hesitate about deciding to have the best and surest remedy? Would it pay you to take an indifferent article? Would you think your dealer was doing the square thing by you not to give you the best so as to insure relief and prevent loss and trouble for you? Surely not.

In Pratts Food you have just such an article with over 30 years of the hardest kind of test behind it, and the assurance of quick and certain results. In Pratts Food you have more than a commercial article, you have a business maker that will not only insure you future sales, but also gratitude from stock owners and increased patronage. You have also the conviction that you are selling the oldest and best Stock and Poultry Food in America.

We have some attractive literature showing how we advertise the goods in connection with your own business. A postal card will fetch it.

THE ROBT. GREIG CO., LIMITED
TORONTO

CLASSIFIED LIST OF ADVERTISEMENTS.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Bag Holders.
Eby, Blain Co., Toronto.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Herron, R., & Co., Montreal.
Lumsden Bros., Hamilton.
McLaren's Cooks Friend.
Greig, Robt., Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
Mackintosh, John, Halifax, Eng.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Toronto.

Blue and Black Lead.
James' Dome—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery, Hamilton.
Gillard, W. H., & Co., Hamilton.
Old Homestead Canning Co., Picton, Ont.
Standard Canning Co., Hamilton.

Cheering Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoa-nut.
Greig, Robt., Co., Toronto.

Cocoa and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto.

Computing Scales.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E., & Son, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Canadian Cannery, Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
McDougall & Lemon, Owen Sound.
Mathews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance.
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Ratray, D., & Sons, Montreal.
Sovereign & Lynx Brands.
Todd, J. H., & Son, Victoria, B.C.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Lafamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Millman, W. H., & Sons, Toronto.
McWilliam & Everist, Toronto.
Ratray, D., & Sons, Montreal.
Reid, Homer, Meaford, Ont.
Robinson, O. E., & Co., Ingersoll.
Simpson, R. & J. H. Co., Guelph, Ont.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Fruit Wines.
Turner & Co., Toronto.

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

Grain, Flours and Cereals.
Castle, F. J., Co., Ottawa.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Natural Food Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Laporte, Martin & Cie., Montreal.
Herron, R., & Co., Montreal.
Hudson, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Simpson, R. & J. H. Co., Guelph.
Snowdon, Forbes & Co., Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T. & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.

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

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Bagger—Rose & Lafamme, Montreal.
Colson, C. E., & Son, Montreal.
Creed, J. N., & Co., Halifax.
Crosse & Blackwell's—C. E. Colson & Son, Montreal.
Herron, R., & Co., Montreal.
Hudson, Hebert & Cie., Montreal.
"Ozo" Co., Montreal.
Southwell's—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni.
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents and Commission Merchants.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Ratray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P., & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat.
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Lytle, T. A., Co., Toronto.
Greig, Jas. R., Montreal.
Wethey, J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Lafamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's—Rose & Lafamme, Montreal.

Snowdon, Forbes & Co., Montreal.
Standard Canning Co., Hamilton.
Sutton, G. F., Sons & Co., London, Eng.
Turner & Co., Toronto.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
James' Dome—W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.
Prescott's—W. H. Dunn, Montreal.

Poultry and Cattle Food.
Greig, Robert, & Co., Toronto.
Naisbitt Co., Toronto.

Refined Cider.
Wilson, W. H. Co., Tillsonburg, Ont.

Salt.
Toronto Salt Works, Toronto.

Soda—Baking.
Dreight, John, & Co., Toronto.

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

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Lafamme, Montreal.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Creed, J. N., & Co., Halifax.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Herron, R., & Co., Montreal.
Japan Tea Traders Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Rutherford, Jas. & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Keen's—Frank Magor & Co., Montreal.

Wines, Liqueurs, etc.
Laporte, Martin & Cie., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

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

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Lipton's Jellies are put up in tablet form—simple calves-foot jelly combined with the fruit juices.

NOT A POWDER
No Poisonous Dyes
No "Medicated" Taste

There is money in handling this line because it repeats so quickly—and the prices are right.

Try a sampling order from your jobber, or write about it to the Canadian agents.

J. N. CREED & CO.,
 HALIFAX, N.S.
 or **J. S. CREED,** Board of Trade Bldg., **MONTREAL**

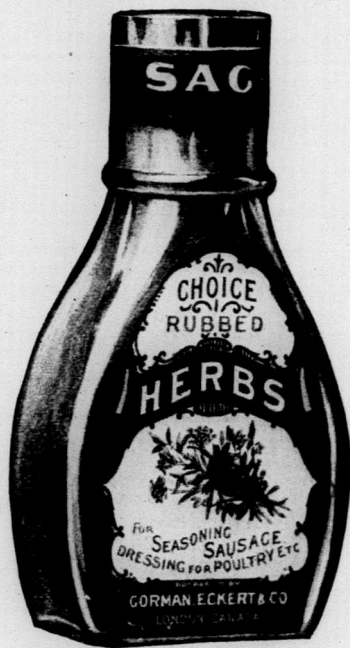
Does a D. & R. Man

call on you?

If one doesn't, then you are the worse off, for you are paying out more for Wrapping Papers and Twines than you need to and ought to.

This is solemn fact, and our expanding business is the proof offered.

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 TORONTO.



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We have just received a large, fresh stock of the choicest select ground herbs for seasoning fowls and meats and name a few as follows:

Sage, Savory, Thyme,
Marjoram, Parsley, Mint,
Poultry Dressing.

Put up in fancy glass bottles, style 1904. Order now, get prompt shipment and do a rattling Xmas trade.

Gorman, Eckert & Co., Limited
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Importers and Roasters of Coffee.

Manufacturers of high-class Baking Powder.

THE CANADIAN GROCER

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NEW ADVERTISEMENTS.

Imperial Biscuit Co., Guelph.
G. F. Sutton, Sons & Co., London, Eng.

AN INTERESTING EVENT.

THE Western Daily Press, of Bristol, England, just to hand, contains an account of an interesting event which occurred on Oct. 20, namely, a dinner of welcome tendered by the Constitutional Club to Mr. W. A. MacKinnon, who recently went to Bristol to serve in the capacity of Canadian Commercial Agent.

It would almost seem as if another era in the development of closer trade relations between Canada and the Mother Land had dawned when representative British business men see fit to confer such a signal honor upon a representative of the Department of Trade and Commerce of the Dominion of Canada. Not only does it show that Canada is coming to be looked upon as one of the commercial nations of the world, but that Great Britain recognizes her wisdom in sending commercial representatives to foreign countries as a means of building up her trade and commerce, so

much so that the general opinion expressed at the banquet was that Canada's example in this particular might be imitated with advantage.

The commercial agency system as a branch of the work of the Department of Trade and Commerce, Ottawa, has now been in existence for a number of years, one of the commercial agents in Australia having been at his post for more than a decade. It was only recently, however, that Sir Richard Cartwright, as Minister of Trade and Commerce, began an extension of the system, and appointed in rapid succession commercial agents with headquarters at Birmingham, Leeds, and Manchester. Bristol was the fourth centre in Great Britain to become the headquarters of a Canadian commercial agent.

It is the duty of these commercial agents to find new outlets for Canadian goods, and to place Canadian exporters in touch with possible customers in the different countries. Their duty is to advise shippers what lines of goods, what quality and quantity are wanted, also what styles of package will best meet the demand of foreign trade or endure with the minimum of damage the long journey from producer to consumer. Another important part of their functions consists in informing Canadian shippers what mistakes are complained of by local importers; in short, what obstacles are preventing a satisfactory development of Canadian trade and what suggestions the importers could make with a view to the removal of such obstacles. Similarly commercial agents are instructed to afford importers every information regarding Canadian sources from which they may draw their supplies. Since one-sided trade is never satisfactory nor permanent, the various Canadian commercial agents are making a strong effort towards the development of return trade. Generally speaking, however, they aim to exploit as thoroughly as possible the markets of the countries in which they are stationed for the benefit of Canadian exporters.

RECIPROCITY IN COAL.

We direct attention to a paragraph from the Ottawa Journal on the subject of Nova Scotia coal.

From reports in Nova Scotia papers, we judge there are two movements on

foot. One is to secure reciprocity in coal in order to obtain an outlet in New England. The other aims to push the Nova Scotia market past Montreal into Ontario. That province not being a natural market for that coal, it follows that its supporters rely upon the ascendancy of protectionist doctrines to succeed.

The interests of the manufacturers and consumers of Ontario Province lie in the direction of making reciprocity palatable to the mine owners in Nova Scotia. The low rate of freight, 60c from Louisburg to Boston, is a powerful argument in favor of that solution.

CANADIAN TRADE WITH CARDIFF.

THE interest of Canadian exporters centres largely in securing suitable ports abroad; that is, ports which allow of requisite dockage, storage and shipping facilities, and by their location assist materially in furthering prompt and efficient distribution of goods to the various consuming centres. The better the location the greater the success that must undoubtedly attend the efforts of the shipper. In this connection the attention of The Canadian Grocer was recently called to the port of Cardiff, Wales, on account of the many advantages it offers to Canadian fruit exporters. According to a leading Welsh journal, Cardiff's dock accommodation is unique, its shipbuilding yards of growing importance, and being in touch by rail with all the leading consuming cities in England, it is well suited to become one of the most popular receiving and distributing centres for foreign and colonial fruits in the United Kingdom.

Immense quantities of imported fruits are now consumed in West of England districts, the increased importations of recent years being largely due to the development of the distributive fruit trade in the cities and towns between Cardiff and Birkenhead. The wholesale fruit shippers, merchants and dealers in Cardiff enjoy every necessary facility for building up an immense trade. They can supply the Midland and Northern cities and markets, including London, Leicester, Sheffield and Birmingham, in the most efficient and economical manner. With regular and direct steamship services devoted to the foreign and

colonial fruit trade, Cardiff would soon become one of the most influential ports on the west coast, because it offers such excellent facilities for controlling the demand in the Midlands, its position readily enabling its merchants and importers to deal with large shipments upon a profitable basis.

In respect to Canadian, American, Californian and Canary Island fruits, the import trade is especially promising. Cardiff offers a first-class opening for extended shipments of goods from each of the above mentioned producing sections. Canadian apples can be received and sold with the utmost dispatch. Not only does Cardiff command the Midland fruit trade, being in direct contact with the largest and best buyers there, but through no other port can the increasing consumption in Wales be dealt with. The reputation of the fruit importers and merchants of Cardiff, moreover, is recognized by all sections of the trade throughout the four kingdoms.

Cardiff is geographically the natural ocean port for the Midlands, which include Birmingham and Staffordshire, largely populated by industrial classes also. The importance, for instance, of Cardiff for the Canadian trade in undoubted. From Montreal, via Cardiff, the distance to Birmingham is 2,874 miles; to Liverpool, 2,906; Milford, 2,904; and Southampton, 2,913 miles. The importance of a mining and industrial population to colonial fruit shippers cannot be too strongly insisted upon. In proportion to population the import trade for fruit and foodstuffs is better in Cardiff than in London, over a quarter of a million bushels of Canadian and American apples being dealt with by Cardiff firms each year. Quantities are brought direct by the Lord line of steamers from Montreal. The demand, however, is in no way satisfied by these arrivals, and has to be met by supplies brought from other ports. It is estimated that 1,000,000 bushels of Canadian apples could easily be disposed of at good prices in Cardiff each year if direct and regular shipments were forthcoming. It seems rather surprising that the Cardiff distributors, through the want of adequate direct shipments of oranges, apples, etc., have to draw their supplies from distant import cen-

tres. The fact that they do this, and yet have a vastly increased local trade to deal with, is proof of the importance of Cardiff as a receiving and distributive centre for fruits.

From these observations it would seem that Canadian apple shippers could make no mistake in using the port of Cardiff. The Lord line steamers ply directly between Montreal and Cardiff. From the representatives of the Lord line at Montreal it is learned that the great drawback to regular and profitable sailings has been the inability to obtain return cargoes, a matter the commercial interests of Cardiff through its Chamber of Commerce ought to look into. Lumber, flour, grain, cheese and butter are some of the principal Canadian exports which could be carried and there is little doubt but that a satisfactory carrying trade in these commodities could be managed were the interests on the other side to be exploited as they deserve. The agents of the Lord line report that instead of two sailings per month some few years ago they have been compelled to put their boats on other routes and during the past season have only been able to send out two vessels. Lumber, which constituted a considerable proportion of the freight, has, owing to poor business abroad, become practically a dead letter. The Lord line would no doubt be willing to make regular and more frequent sailings, but it must have return cargoes. The Canadian Grocer has always argued in favor of a greater interchange of business between Canada and the Mother Country, and to that end has advocated better shipping, railway, terminal and other facilities which tend to increase mutual trade. Judging from Welsh journals' remarks the merits of Cardiff are strong, and it is to be hoped that action will be taken by the shippers and importers on both sides (particularly the most directly interested businessmen of Cardiff) which will result in steady and increased trade.

CANADIAN FRUIT GOING TO WASTE.

ACCORDING to the November bulletin issued by the Ontario Department of Agriculture, the yield of Fall or non-shipment varieties of apples

this year was very large, and notwithstanding the fact that the demand for this class of fruit was more than met, thousands of bushels in various parts of the province remained unpicked or were fed to live stock. The question at once arises: Who is responsible for so much fruit going to waste, and what can be done to remedy the situation?

It would seem that an effort ought to be made by Ontario canners to utilize the surplus fruit, especially at a time when the export market offers such splendid inducements. Instead of doing this the Canadian Canners Limited, to quote Mr. A. McNeill, Chief of the Fruit Division, Ottawa, as interviewed by the Toronto Globe, is resting on its oars, catering almost exclusively to the domestic trade, while at the same time it is paying comparatively little attention to the export market. If the canners were only more enterprising at least fifty per cent. more money would find its way into the hands of the farmers, and the volume of trade be increased yearly by no less than \$5,000,000, according to a conservative estimate. Their activity at the present time, however, is nothing more nor less than a stumbling block in the way of the healthy development of the fruit growing industry in Ontario.

The Canadian Grocer is in favor of such combinations as the Canadian Canners for purposes of economy of manufacture and selling, and particularly for the building up of the canning industry in this country. At the same time it is not in sympathy with a policy that aims to create a monopoly by exclusive selling agreements, and is of the opinion that any canner, or combination of canners, who fail to see the advantage to be derived from working up as large an export business as possible, particularly when they have the necessary wherewithal at their very doors, are not only blind to their own best interests but to the best interests of Canadian trade.

THE POSTAL C.O.D. SCHEME.

WE are pleased to note that the attempt made by the British postmaster-general, Lord Stanley, to introduce the postal cash-on-delivery system into England and the British Isles, has proved a failure. Such a volume of protests poured in upon him that the bill legalizing the introduction of the system has been withdrawn. Every retailer from one end of the land to the other raised his voice against the innovation, with the result that Lord Stanley found himself opposed by such a solid phalanx of the retail interests that to proceed in the face of it was rank foolishness.

Canada's interest in this incident has

November 25, 1904

THE CANADIAN GROCER

not been merely that of a spectator. Lord Stanley had his eye on the colonies quite as much as on the home land. He went to the trouble of sounding the postal departments of all the colonies on the question.

While we are not aware what was said by our own postoffice authorities, it is quite patent what would be said by the commercial interests of 'this country, outside a small section comprising a few manufacturers and the big department stores. Canadian retailers, we take it, would be quite as loud in condemnation of the scheme as any of their British contemporaries.

C. o. d. means more trade for the large central establishments, who advertise far and wide, and less business for local merchants who are unable to advertise outside their own immediate neighborhood. Small businesses are already sadly handicapped, and the result of still further diminishing their sphere of action would be disastrous to many of them.

A GOOD SORT OF CULTURE.

AT the request of Mr. R. T. Steele, of Lucas, Steele & Bristol, Hamilton. The Canadian Grocer is reproducing in this week's issue an appreciation of the late Mr. T. Hazell, of Hamilton, Ont., appearing in the Hamilton Herald of November 12. Mr. Steele was one of the closest friends of the deceased and as he was more or less closely associated with him in business for years he is in a position to speak with authority when he says that in Mr. Hazell's death the business community of Hamilton has sustained an irreparable loss in so far as he was an exemplary type of business man.

"When the word 'culture' is used in its human application, nine times out of ten it means culture of the intellect or the aesthetic faculties. The motive for it is usually selfish—either personal satisfaction in one's own development or a craving for appreciation and praise from others. How often does this culture run to seed without fertilizing other minds and characters! Self-centred, caring only for the development of his own talents, pandering to his own tastes and unmindful of the needs of others, the egoistic culture-crunk too often goes down to his grave without having done any real good to his fellow men.

"A man died in Hamilton, Ont., November 11 who did not give much thought or time to intellectual or aesthetic culture. He was an unpretentious

man—a grocer, diligent in business, honorable and faithful in his social and business relations, but modest in his estimate of his own worth. He would have laughed heartily at the notion that he was worthy of eulogy, and yet during his funeral service every retail grocery in the city was closed as a mark of respect, a thing without precedent in the history of Hamilton. He thought little of himself, but very much about others. There was one form of culture that he prized highly and practised earnestly—the culture of brotherly kindness, of charity in the true sense. Of this grace he sowed in abundance—and he reaped an abundant harvest. A young man, not yet 40, there was probably no other man in this city for whom a real affection was felt by a greater number of people. Who can estimate the range and value of the good influences that have had their source in the kindly, wholesome, manly, sympathetic nature of Tom Hazell?

"No self-centred devotee of self-culture, he. But the culture of which he was an exemplar is perhaps quite as worthy of attention as that of the library and the studio and the laboratory, and its fruits are not to be despised."

WHAT ABOUT THE COAL DUTY?

(Journal, Ottawa).

IN the affairs of this Dominion the little Province of Nova Scotia has been heard from in the past, and since the events of the 3rd of November, is not likely to be dumb. Just now the coal question is bothering her. She is commencing to raise a surplus of coal, which she wants a market for. New England would do for the market if a United States duty of 53c per ton against outside coal did not interfere. Ontario would suit also but that Pennsylvania coal can be delivered there at most points at cheaper prices than the carriage alone on Nova Scotia coal. The proposition is thrown out that Nova Scotia may ask Mr. Fielding to double the duty in favor of Nova Scotia coal.

The battle cry of the manufacturers, "Sufficient protection to hold the domestic market," is equally good for coal producers, and while the manufacturers may not relish the presence of these new allies in their procession to Government Hill, they may have to keep step with them.

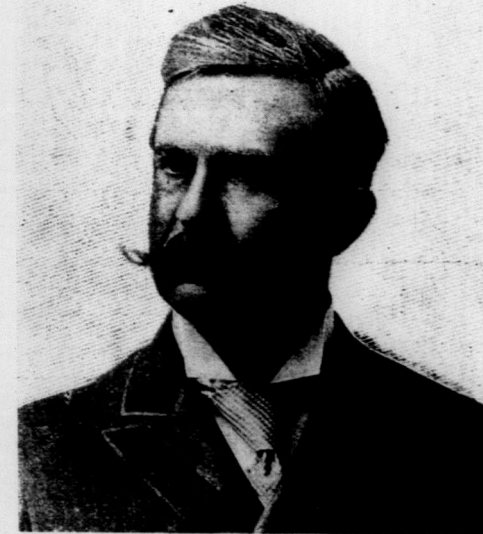
Meanwhile, what the consumer would like—the person who buys coal for his home or business—would be to see the duty on coal abolished altogether.

Business Men in Parliament

A. E. Kemp, M.P. elect for East Toronto.

A. E. KEMP, M.P., who carried East Toronto in the Conservative interest by an overwhelming majority, is of English descent, though born at Clarenceville, Quebec, on August 11, 1858. His grandfather came from Hull, England, settling first in Montreal and then in Toronto. His father was born in Hull.

The member's business career opened in Montreal, when as a boy he entered the firm of Prouse Bros., rising to be cashier. After five years' service, he started into business for himself in the wholesale furnishing line. In 1885 he moved to Toronto and two years later

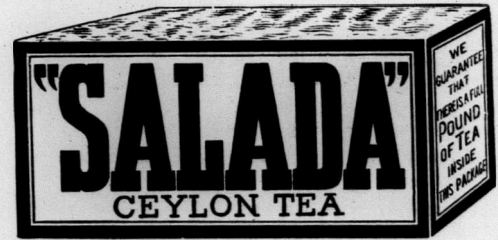


A. E. Kemp, M.P.

he succeeded to the business of the Dominion Tin and Stamping Works, a manufacturing concern which had started operations in 1866. Mr. Kemp has had remarkable success in the industrial world and to-day the firm of A. E. Kemp & Co. is known far and wide, as one of the premier institutions of Canada. Over 300 hands are employed and over 2,000 different articles of metal are manufactured.

Mr. Kemp has always taken a prominent position in the business life of his home city. He became a member of the Board of Trade in 1891, and passing through the various stages of office ultimately became president in 1899, holding that important position for two years.

Good Teas - - - -
 Black or Green - - - -
 Well Advertised - - - -
 Right Prices - - - -
 Prompt Shipments - - - -
 Dealers' Profit Protected - - - -
 No Cutting Allowed - - - -
 Satisfaction Great - - - -
 Sell Without Resistance - - - -



Has won the
 "Highest Award"
 and the

Gold Medal
AT THE WORLD'S
FAIR, ST. LOUIS



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 samples from

"SALADA" TEA CO.,
 Toronto or Montreal

COLES Electrically Driven
 Coffee Mills.

GRANULATOR. PULVERIZER.

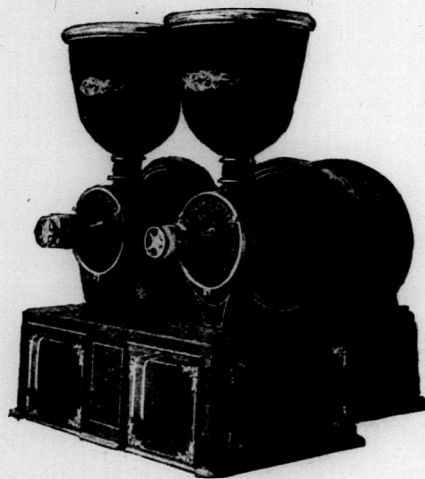
Single and
 Double
 Grinders

Pulverizing
 and
 Granulating

Every Coles Coffee
 Mill has a Breaker that
 breaks the Coffee be-
 fore it enters the grin-
 ders, thus reducing
 wear of grinders and
 saving current.

Our Grinders

Wear Longest



No. 65.

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

Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.
 Capacity of Iron Hoppers, 5 lbs. of Coffee.
 We make 25 other styles and sizes of Grocers Counter Mills, Floor
 Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

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AGENTS:
 Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
 Dearborn & Co., St. John, N.E. Gorman, Eckert & Co., London, Ont.



This is another of the dainty packages in
 which we put up

LILY WHITE GLOSS STARCH

Good starch in attractive packages makes
 good business.

Trunks—6 lbs. starch, 8 trunks in a case.

Drums—6 lbs. starch, 8 drums in a case.

A pair of drum sticks with each drum.

THE BRANTFORD STARCH WORKS,
 LIMITED,
 BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Nov. 24, 1904.

Groceries.

BUSINESS continues good. Money is plentiful; collections are good and confidence seems to pervade the whole structure of finance. When the Quebec elections are over, things will at once become more settled. There is a general feeling of a broadening and rising market following the Federal elections and good crops make the backbone of the country's money-spending. Sugar is again featured on the markets. Another advance took place last week of ten cents, making granulated in barrels quoted at \$5.20 per cwt. The strong position is said to be based upon the strength of raws and Willet & Gray in their last detailed statement indicate a deficiency in raw sugar. Molasses will not likely stir much until February and at present the market is inactive though firm. Coffee, though strong, maintains the decline reported last week and is a very interesting commodity just now both for buyers and sellers.

Dullness still dominates the tea market although some activity has been noticed locally. The last report of Dodwell & Co. from the country of production states that the market was weak but the demand had increased owing to the slight decline in prices generally. Japans are holding their own in price and a better feeling has set in. Canned goods of all kinds are selling well and the call for Blue Point oysters in two pound cans has been surprising. These goods are exceedingly scarce, so the trade should be warned accordingly. They are not expected on the market until Christmas. Figs are scarce. Sultanas have dropped away down and on the other hand California raisins have advanced half a cent and have a tendency to go still higher. Pressed hops have advanced and are now selling at from 25 to 28c. There is a moderate demand for spices and the pepper advance has been maintained. Fish of all kinds are selling freely and the first stock of frozen sockeye salmon is on the market, also new pickled lake trout. The flour market is very much alive and the recent advances have been maintained. The demand for export flour seems to be

increasing heavily. Eggs and provisions generally are firm and good stock find ready buyers. Cheese and butter are going to conclude the season quite a good deal better than was expected two months ago.

SUGAR.

Another advance of ten cents makes sugar again the talk of the grocery market. Granulated is now selling at \$5.20 per 100 lbs. which is unusual to be sure. The strong raw market has much to do with the situation. The best authorities report a probable deficiency in the raw production, so that the prospects are for dearer refined sugar. Willet & Gray have just published a long report which tells exhaustively the situation.

"Closer estimates are now possible, and are given below. The figures include those for all the principal countries, among which are Russia and other countries not in the Brussels convention, as under present conditions surplus sugars from the latter countries will find a market somewhere in the world, displacing a like amount from the convention countries. Looking back, the world's consumption for the campaign year 1901-2 appears to be some 700,000 tons larger than the year before, the heavy increase being due to tariff changes in the United Kingdom. During 1902-03 the consumption was smaller in anticipation of lower prices in Europe, when the Brussels convention became effective, September 1, 1903.

"The consumption during the last (1903-04) campaign was very heavy, 10,895,238 tons, an increase of 10 per cent. for the world, owing principally to the reduction in European prices to local consumers, and partly due to the refilling of stocks depleted the year before. If we apply the same percentage of increase to this campaign year there would be required for consumption 11,984,761 tons, while the estimated total supply is only 11,323,605 tons, or a minus of 660,000 tons.

"There must be a workable stock in the world, in hand and afloat, on September 1, 1905, of at least 500,000 tons, as this will be reduced 300,000 tons in October, pending the receipt of new crops, and by reserving this quantity

out of the total supply there will remain for consumption only 10,823,605 tons, or less than was consumed last campaign.

"One question is, How high must prices go in order to check the consumption to this extent?

"Another question is, Can there be such an increase in production next (1904-05) campaign as to give an adequate supply and cause a reaction in prices to anything like the recent level of values? A heavy increase in cane production is not to be expected, and a million tons more beet will all be wanted. It looks to us as if high prices will rule for two years at least. Following are statistics:

	Tons.
Visible supply (stocks and afloat), September 1, 1903	1,145,930
Production, 1901-02	11,002,426
Total supply, 1901-02	12,148,356
Consumption, 1901-02	10,066,557
Visible supply September 1, 1902	2,081,799
Production, 1902-03	9,892,083
Total supply, 1902-03	11,973,882
Consumption, 1902-03	9,859,791
Visible supply, September 1, 1903	2,114,091
Production, 1903-04	10,372,752
Total supply, 1903-04	12,486,843
Consumption, 1903-04	10,895,238
Visible supply, September 1, 1904	1,591,605
Estimated production, 1904-05	9,732,000
Estimated total supply, 1904-05	11,323,605
Estimated consumption, 1904-05	10,823,605
Estimated visible supply, September 1, 1905	500,000

"The forced reduction in consumption can only be brought about by high price.

Granulated, bbls.	\$5 20
" 1-bbls.	5 35
" bags.	5 10
Paris lump, boxes and bbls.	5 70
" 1-boxes and 1-bbls.	5 80
Extra ground, bbls.	5 35
" 50-lb. boxes.	5 75
" 25-lb. boxes.	5 85
Powdered, bbls.	5 35
" 50-lb. boxes.	5 55
Phoenix	5 00
Bright coffee.	4 95
" yellow.	4 90
No. 3 yellow.	4 90
No. 2 "	4 70
No. 1 " bbls.	4 60
No. 1 " bags.	4 50
Raw Trinidad.	3 95
Trinidad crystals.	4 10

SYRUPS AND MOLASSES.

Molasses remains quiet and the slight fluctuations of the past week have ceased. Nothing new may be expected in molasses until after the new year has set in. We quote:

Barbadoes, in puncheons.	0 28
" in barrels.	0 30
" in half-barrels.	0 31
New Orleans.	0 22
Antigua.	0 35
Porto Rico.	0 45

TRUSTWORTHY
Every article bearing the name
McGREGOR
can be relied upon implicitly.
This is why you should have
on hand always

McGREGOR'S
JAMS, PRESERVES
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Send for Price List.

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

Turner's Flavoring
Extracts

Unequaled in quality and strength.

Well established on the market. All who use them duplicate orders.

SEND FOR PRICE LISTS.

Turner & Co.
23 Jarvis St. Toronto.

EGGS

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

CORRESPONDENCE SOLICITED.

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

BUTTER and EGGS
— WE ARE —
BUYERS and SELLERS

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

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

Corn syrups, bbls.....	0 024
" 1-bbls.....	0 024
" 4-bbls.....	0 03
" 38-lb. pails.....	1 30
" 25-lb. pails.....	0 90
Bbls., per 100 lb.....	2 75
1-bbls.....	2 75
Kegs.....	3 00
Cases, 2-lb. tins, 2 doz. per case.....	1 90
" 5-lb. " 1 doz. ".....	3 35
" 10-lb. " 1 doz. ".....	2 25
" 20-lb. " 1 doz. ".....	2 10

COFFEE.

Some improvement has taken place in the coffee market locally and the demand has been better than during the previous month. Mail advices state that Santos receipts are likely to be from 650,000 to 750,000 bags. This would not have a tendency to improve the general market. Then another damper has come to hand in the report of the world's visible supply having increased 14,000 tons. There are probabilities of heavy stocks loading the market towards the end of the year. However at present there has been a tendency towards dearer rates. Milder grades of coffee are so cheap now that they might easily advance.

Good Calcuttas.....	0 10	0 104
Choice ".....	0 114	0 124
Jamaica coffee.....	0 104	0 11
Java.....	0 18	0 22
Mocha.....	0 16	0 19
Rio.....	0 08	0 09

SPICES.

There is a good general demand for spices and the recent pepper advances have been maintained. There is a reported sagging of the spice market generally, which, however, may pick up before the holidays set in. We quote:

Peppers, black.....	Per lb.	0 18	0 22
" white.....	0 25	0 30	
Ginger.....	0 15	0 24	
Cloves, whole.....	0 22	0 35	
Cream of tartar.....	0 25	0 30	
Allspice.....	0 16	0 19	

TEA.

With a dull local market the news from the different countries of production seems encouraging. From Yokohama dated October 28 Smith, Baker & Co. state that the buying season has practically finished for this year and while prices to the producer for choicest crop were fairly satisfactory the same cannot be said for second and later crop teas. All transactions since August first have shown a serious loss to everybody concerned in the growing, picking and forwarding of teas to primary markets. Unless prices improve both the land and labor will probably be devoted to other industries. They further state that it is their firm conviction that basket fired teas which have been falling off in make of leaf for two or three years will continue to deteriorate instead of improve. They attribute this fact to the skilled labor required to make good style teas, being too expensive and the trade will not pay a price equivalent to the cost of

extra labor involved in producing fancy leaf. There has been a fair demand for medium teas of both India and Japan, which will probably continue owing to the favorable values. In China there has been little attention paid to Young Hysons although the quality of goods coming forward is said to be very desirable. We quote:

Japans—Fine.....	0 26	0 28
Medium.....	0 20	0 24
Good common.....	0 18	
Common.....	0 124	0 15
Ceylon—Broken Pekoe.....	0 25	0 38
Pekoes.....	0 17	0 20
Pekoe Souchongs.....	0 15	0 20
Indian—Pekoe Souchongs.....	0 15	0 18
Ceylon greens—Young Hysons.....	0 16	0 18
Hysons.....	0 144	0 15
Gunpowders.....	0 134	0 14
China greens—Pingsuey gunpowders.....	0 12	0 12
Congous—Kaisows.....	0 12	0 12
Packing boxes.....	0 12	0 14

CANNED GOODS.

Marked activity has been noted in canned goods of all descriptions especially in canned fruits. Export trade in fruits is alive and the demand for pears is notable, English buyers making inquiries through local brokers for pears. The salmon market continues very firm, as the available supplies are small. From France it is learned that there is still some fishing going on for sardines although the principal factories have closed. We quote:

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

VEGETABLES.

Corn, 2-lb. tins.....	Per doz.	\$1 20
" 2-lb. sucotash.....	1 25	
Gallon corn.....	5 09	
Tomatoes, 3-lb. tins.....	1 25	
Gallon tins.....	3 35	
Peas.....	\$0 82	0 85
Fine French Peas.....	1 30	
Sugar beets.....	\$0 85	0 95
2s Asparagus Tips.....	2 50	
2s Beans, Golden Wax.....	0 80	
2s " Refugee or Valentine.....	0 824	
2s " Crystal Wax.....	0 924	
2s Peas, No. 4 "Standards".....	0 824	
2s " No. 3 "Early Junes".....	0 85	
2s " No. 2 "Sweet Wrinkled".....	0 95	
2s " No. 1 "Extra Fine Sifted".....	1 30	
2s Table Spinach.....	1 40	

FRUITS.

Pears—Flemish Beauty Bartletts and pie in		
2, 24 and 3's.....	\$1 15	\$2 20
Peaches—White yellow and pie, 1 1/2's, 2's, 2 1/2's		
3's.....	1 25	2 824
Gallon pears.....	3 15	3 674
" peaches.....	3 55	4 50
Pumpkins, 3-lb. tins.....	0 724	
3-lb. squash.....	2 50	
2s Cherries, red, pitted.....	1 00	
2s " not pitted.....	1 75	
2s " black, pitted.....	2 20	
2s " black, not pitted.....	1 75	
2s " white, pitted.....	2 40	
2s " white, not pitted.....	2 00	
2s Currants, red, heavy syrup.....	1 574	
2s " red, preserved.....	1 774	
Gals. " red, standard.....	4 75	
Gals. " red, solid pack.....	7 00	
2s " black, heavy syrup.....	1 75	
2s " black, preserved.....	2 05	
Gals. " black, standard.....	5 00	
Gals. " black, solid pack.....	8 00	
2s Gooseberries, heavy syrup.....	1 624	
2s " preserved.....	1 85	
Gals. " standard.....	7 25	
2s Lawtonberries, heavy syrup.....	1 574	
2s " preserved.....	1 85	
Gals. " standard.....	4 974	
2s Pineapple, sliced.....	2 25	
2s " grated.....	2 35	
3s " whole.....	2 50	
2s Plums, Damson, light syrup.....	1 00	
2s " heavy syrup.....	1 30	
2 1/2s " " heavy syrup.....	1 574	

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 7 25
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 4 97
 2 25
 2 35
 2 50
 1 00
 1 30
 1 57

MOST DELICIOUS COMBINATIONS OF DAINTIES

ALEXANDER CAIRNS & SONS

St. George Preserve Works, - - - Paisley, Scotland

MARMALADES, JAMS and JELLIES.

Patent air-tight cap, 1-lb. glass. Cases 2 doz.

Marmalades.

Pure Scotch Orange.....	\$1.60
Finest Home Made Orange.....	2.10
Tangerine Orange.....	2.10
Pineapple	2.20
Ginger.....	2.20
Green Fig.....	2.20
Green Fig and Ginger.....	2.20
Ginger and Pineapple.....	2.20

Fine Scotch Jams.

Strawberry.....	\$2 10
Raspberry	2.30
Assorted.....	2.10

THE ASSORTMENT CONSISTS OF

3 Strawberry	3 Red Currant
3 Raspberry	3 Black Currant
3 Gooseberry	3 Greengage
3 Apricot	3 Raspberry and Red Currant

Pure Scotch Orange Marmalade, cases 12/7 lb. tins - - - - - \$7 00

Bramble Jelly, from the Scottish Highlands, 1-lb. Stone Jars, cases 2 doz., 2.00

The delicious flavor of the Wild Bramble is fully brought out in this Jelly by judicious addition of a small quantity of other fruit juice. CAIRNS' BRAMBLE JELLY is a specially fine preserve. Indeed, it is quite unique and there is sure to be a large Scotch population in Canada who will appreciate it. It is superior to Preserves made from ordinary fruit ; it is manufactured from Wild Bramble.

Quantities of 5 cases or more, one kind or assorted kinds, 5 per cent Trade Discount.

TERMS: F.O.B. Montreal, net 30 days, or 1 per cent. 10 days.

SOLE AGENTS IN CANADA:

HUDON, HEBERT & CIE.

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

3's	"	"	"	1 85
Gals.	"	standard	"	2 95
2's	"	Lombard, light syrup	"	1 05
2's	"	heavy syrup	"	1 35
2 1/2's	"	"	"	1 62 1/2
3's	"	"	"	1 90
Gals.	"	standard	"	3 15
2's	"	Green Gage, light syrup	"	1 15
2's	"	heavy syrup	"	1 47 1/2
2 1/2's	"	"	"	1 73 1/2
3's	"	"	"	2 00
Gals.	"	standard	"	3 45
2's	"	Egg, heavy syrup	"	1 52 1/2
2 1/2's	"	"	"	1 80
3's	"	"	"	2 10
2's	"	Raspberries, red, heavy syrup	"	1 40
2's	"	preserved	"	1 60
Gals.	"	standard	"	5 11
Gals.	"	solid pack	"	8 00
2's	"	black, heavy syrup	"	1 35
2's	"	preserved	"	1 50
Gals.	"	standard	"	4 75
2's	"	Rhubarb, preserved	"	1 15
3's	"	"	"	1 90
Gals.	"	standard	"	2 62 1/2
2's	"	Strawberries, heavy syrup, 1903 pack	"	1 47 1/2
2's	"	1904 pack	"	1 60
2's	"	preserved	"	1 75
Gals.	"	standard	"	5 50
Gals.	"	solid pack	"	8 50

Foreign Dried Fruits.

Currants are very firm and according to mail advices there may be some excitement and a rise in the market. However the fruit trade generally is very dull. Valencia raisins are declining in price owing to immense supplies. The stock arriving is of excellent quality and good size, being somewhat mixed in color. Re-stoned raisins it might be well for the trade to remember are more or less a manufactured article and the production is sometimes limited so that orders should be sent in advance of requirements. Muscatels are reported to be of A1 quality and prices are reported reasonable. The market for sultanas is weak and the California stock has advanced half a cent a pound with a tendency towards a further rise. Figs are scarce. Persian dates are reported unsatisfactory, and their first arrivals are expected in a couple of weeks. We quote:

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb	0 06	0 07 1/2
Layers	0 07 1/2	0 07 1/2

DATES.

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

Apricots, per b	0 12 1/2
Peaches	0 09 1/2
Pears	0 12 1/2

MALAGA RAISINS.

London Layers	2 90
"Connoisseur Clusters	2 50
"Royal Buckingham Clusters," 1/2-boxes	1 10
"Excelior Windsor Clusters," 1/2	4 40
"	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07 1/2	0 08
" " seeded, in 1-lb. packages	0 7 1/2	0 09
" " 2 crown	0 05 1/2	0 06 1/2
" " 3 "	0 06 1/2	0 07 1/2
" " 4 "	0 07 1/2	0 08 1/2
" " choice	0 07 1/2	0 08 1/2
" " fancy	0 08	0 09

PRUNES.

30-40s	Per lb.	Per lb.
40-50s	0 08 1/2	0 09 1/2
50-60s	0 07	0 08
60-70s	0 06	0 07
70-80s	0 06	0 07
80-90s	0 05	0 06
90-100s	0 05	0 06
Oregon Prunes (Italian style) 40-50s	0 08	0 09
" " 50-60s	0 07	0 08
Oregon prunes (French style) 60-70s	0 06	0 07
" " 80-90s	0 05	0 06
" " 90-100s	0 04	0 05
" " 100-120s	0 04	0 05

CURRANTS.		
Fine Filiatras, per lb. in cases	0 04 1/2	0 05
" " cleaned	0 05	0 05 1/2
" " in 1-lb. cartons	0 06	0 06 1/2
Finest Vostizzas	0 06 1/2	0 07 1/2
Amalias	0 06 1/2	0 07 1/2
SULTANA RAISINS.		
Sultana raisins, per lb.	0 06 1/2	0 08
" " 1-lb. carton	0 09	0 10
Shelled Walnuts	0 19	0 20
NEW FIGS.		
Six crown, extra fancy, 40-lb. boxes	0 13	
Five crown, fancy, 10-lb. boxes	0 09	
Four crown, fancy, 10-lb. boxes	0 11	
Glove boxes, fine quality, per box	0 20	
Fancy washed figs, in baskets, per basket	0 22	
" " pulled figs, in boxes, per box	0 28	
" " stuffed figs,	0 28	
ELEMEN FIGS.		
12-oz. boxes	0 08	0 08 1/2
16-oz. "	0 10	0 10 1/2
10-lb. "	0 08	0 09 1/2
30-lb. "	0 12	0 12 1/2

Green Fruits.

Great interest is being taken in Almeria grapes which the trade declares will go higher and buyers would do well to take advantage of the market now. Fruit of all kinds is active and the market is steady. Florida pine apples are selling at \$4 for 24's size. The foreign apple market is reported very strong. Cable advices indicate an improvement. No. 1 Baldwins have sold from \$1.50 to \$1.75 per barrel. All good brands have brought good prices and the local market is busy and copiously supplied. We quote:

Cocoanuts, per bag of 100	4 00
Canadian apples, in bbls.	1 00
Pineapples, 24 to case	4 00
" " 30 to case	3 50
Cranberries, finest dark	8 00
" " dark	7 50
" " 25 quart boxes	2 25
Bananas	1 10
Bananas, red, per bunch	1 00
New Messina lemons 300's	3 25
" " 360's	3 00
Sweet potatoes, per bbl	2 75
Limes (100)	1 25
California peas, per box	3 25
California peaches, per crate	1 65
California plums, per crate	2 00
California late valencias, per box	4 75
Verdelli lemons, 300's, per box	4 25
California grapes, per crate	2 50
Canadian grapes for wine making	0 13

NUTS.

Grenoble walnuts	0 13
Tarragona almonds	0 13
Sicily filberts	0 10
Shelled walnuts	0 19
New Brazils	0 14
Jumbo pecans	0 14
Large	0 12
Shelled almonds	0 28
Peanuts, Spanish shelled	0 12
" " Virginian brand, shelled	0 11
New chestnuts, per lb	0 12
Peanuts, Bon Tons	0 12
" " Sun brand	0 11
" " Diamond G brand	0 09 1/2
" " Coon brand	0 08

Vegetables.

Onions still rule the market and are the best vegetable for selling prices available. They are in strong demand and the prices are high. Red onions in bags are selling at \$1.50 a bag (75 lbs) and yellows at \$1.60 per 80-lb bag. Some of those Simeoe county onions have sold well in the east this year and the demand is still strong. All other vegetables are in good steady demand. Turnips are coming in more freely and prices have a tendency to decline. We quote:

Bunch lettuce, per doz. bunches	0 75
Radishes, per doz. bunches	0 25
Mushrooms, per lb	1 70
Mint, per doz. bunches	0 20
Parsley	0 30
Sage, per doz.	1 00
Savory, per doz.	1 00
Beets, new, per doz.	0 25
Egg plant, per basket	0 75
Rhubarb, outdoor, per doz	0 35
Green onions, per doz.	0 15
Spanish onions, large cases, per case	3 25
" " crates, per case	1 00
Red onions, in 75-lb. bags, per bag	1 50
Yellow onions, in 80-lb. bags, per bag	1 60
Green house water cress, per doz.	0 45
Green cucumbers, per bush hamper	0 60
" " per half bush hamper	0 75
" " per bbl	3 50
" " per doz.	0 40
Green cabbage, per doz.	0 60
" " beans, per bush	1 00
Waxed beans, per bush	1 00
Cauliflowers, home grown, per doz.	1 50
Green peppers, per basket	0 45
Michigan celery, per doz.	0 40
Canadian celery, per doz.	0 35

Fish.

The first lot of sockeye salmon from the coast, that is frozen fish, is on the market and so is the pickled lake trout. There is a reported shortage in the cod-fish catch in Newfoundland of 150,000 quintals. However, all kinds of fish is in excellent demand and it is expected things will be much brisker in about ten days after Advent sets in. We quote:

Standard bulk oysters, per gal	1 40
Selects	1 60
Shell oysters, bbl	5 00
Fancy Malpeques	8 00
Carquet	4 00
Dressed bullheads	0 09
Haddies	0 07
Bloaters in boxes, 100 fish	1 25
Kippered Herring in half boxes	0 15
Smoked herring, per box, new	0 15
Fresh haddock, per lb	0 04 1/2
Pike, " round and dressed	0 06 1/2
Halibut, per lb	0 10
Gaspe salmon, fresh frozen	0 15
B. C. Salmon, fresh	0 14
B) C. Salmon, frozen	0 10
Fresh steak cod	0 06
Market cod	0 04
Whitefish	0 07 1/2
Dore	0 07 1/2
No. 1 Labrador herring in 20-lb. pails	0 80
No. 1 Herring, Labrador, per bbl	5 25
" " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring,	6 50
" " per keg	1 00
Holland herring, per keg	0 65
No. 1 Salt mackerel, pail of 20 lbs	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" " fish,	0 05 1/2
" " loose, in 25 lb. boxes	0 04 1/2
Pure Georges cod, 40 lbs	0 07 1/2
Skinless cod, cases 100 lb. (new)	5 00
Green Codfish, (200-lbs.) No. 2	5 75
" " No. 1	6 75
Large "	7 00
Labrador Salmon, half bbl	9 00
" " (200 lbs.) bbls.	17 00
" " Large (300 lbs.)	25 00
Sea Trout in bbls, 200 lbs.	9 00
" " half bbls	5 50
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	1 00
Canadian 1/2 sardines, per 100.	3 75
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz.	2 25

Country Produce.

EGGS.

No new feature has arisen in the egg market. In the wholesale way there were small offerings in straight gathered stock and little has been doing. The market rules from 22 to 22 1-2c while sales were made of good cold storage stock at from 19 to 19 1-2c.

POULTRY.

The poultry market is quiet but the market is steady. Turkeys sold at 14 to 15c. chickens at 10c, fowls at 6c and geese at from 8 1-2 to 9c.

BEANS.

No change has taken place in the bean market. We quote:

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

POTATOES.

A good trade has been done in potatoes in a jobbing way at 70 to 75c a bag. A better demand was noticed for car lots, these selling at 43 to 50c a bag and choice at 60 to 65c a bag.

HONEY.

Business is dull in the honey market. We quote:

White clover, extracted, tins	0 08	0 08 1/2
" kegs	0 07 1/2	0 08
" comb	0 10	0 10 1/2
Buckwheat	0 05 1/2	0 06 1/2

MAPLE PRODUCTS.

Nothing is doing in the maple product market. We quote:

Maple syrup, in wood, per lb.	0 05 1/2	0 05 3/4
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb.	0 07 1/2	0 08
Pure Beauce, county, per lb.	0 08	0 09

HOPS.

Pressed hops have advanced and are quoted from 25 to 28c. We quote:

Choice	0 33	0 35
Fair to good	0 25	0 28

Flour and Feed.

FLOUR.

Flour with a steady market remains unchanged. We quote:

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

FEED.

Feed is also unchanged. We quote:

Moullie	22 00	23 00
Ontario bran, in bulk	17 50	18 20
" shorts	19 00	
Manitoba bran, in bags	19 00	
" shorts	21 00	

ROLLED OATS.

Rolled oats are selling well and the demand indicates strong prices. We quote:

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

HAY.

Hay is in good demand but there is not much moving owing to the uncertain condition of the roads. We quote:

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

Dairy Produce and Provisions.

No change has taken place in the price of live hogs and the tone is still easy. Plenty of supplies are coming forward for which the demand is only fair and sales of selected lots are being made at \$5, mixed lots at \$4.75 and heavy at \$4

to \$4.50 per 100 lbs. The dressed hog market is unchanged, fresh killed stock selling at \$6.75 to \$7.25 and country dressed at \$5.50 to \$6.25. Cured meats are selling fairly well and a steady demand has been noticed for some lines at unchanged prices. We quote:

Canadian short out mess pork	\$17 00	\$18 00
American short out clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11 1/2	0 12 1/2
Ham, "	0 10 1/2	0 12
Extra plate beef, per bbl.	11 50	12 00
"Boar's Head" brand, tierces, per lb.	0 07 1/2	
" tierces, per lb.	0 07 1/2	
" 60-lb. fancy tubs	0 07 1/2	
Cases, 20 3-lb. tins, per lb.	0 08 1/2	
" 12 1/2-lb. tins	0 08	
" 6 10-lb. tins	0 07 1/2	
20-lb. wood pails, each	1 32 1/2	
20-lb. tin pails, each	1 42 1/2	
Wood net, tin gross weight—		

Pure lard, pails	1 57	1 70
" tubs	0 07 1/2	0 08 1/2
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 1/2-lb. tins)	0 08 1/2	0 09 1/2
" cases (24 3-lb. tins)	0 08 1/2	0 09 1/2

CHEESE.

Nothing very interesting in cheese can be recorded except perhaps the movement of some underpriced stock and the fact that the stocks of the finest are so concentrated, bringing buyers and sellers closer together. The season bids fair to conclude much better than was at first expected. The price for finest all round was about 10 to 10 1-2c per lb.

BUTTER.

Steadiness marks the butter market with considerable local demand. Finest creamery is selling at 20c to 20 1-4c, and western dairy at 15 to 15 1-2c.

ONTARIO MARKETS.

Toronto, Nov. 24, 1904.

Groceries.

A HEALTHY trade has been transacted in groceries during the week under review, with no special feature unless it be the distribution of foreign dried fruits and nuts for the Christmas trade. The sugar situation continues very firm, with another advance of 10c in Canadian refined effective on Wednesday, November 16th: considerable speculation on the part of the retail trade is reported, on account of the feeling that the present high level of prices is likely to rule for many months. A slight reaction may follow the pronounced upward tendency of sugar, but a big drop does not seem likely. At the same time it must be remembered that speculators have had a hand at work in bringing about present situation and it must be viewed accordingly with care.

Canned goods continue firm, especially tomatoes. In order to meet the requirements of the trade several carloads of tomatoes have been imported from the United States during the week. Cheap grade Indian teas have advanced in price on account of crop shortage, and

a similar tendency is noticeable in Ceylons. Green teas have been moving more freely on account of the very low level of values offering. The coffee market is brighter, the Rio market having dropped a few points, although Mochas are high. Valencia raisins are disappointing on account of the exceptionally low prices quoted on California seedlings.

CANNED GOODS.

The situation in canned goods continues firm and steady without special feature except a general firmness, particularly in tomatoes. It is thought there is enough corn to meet the requirements of the trade until next season. Tomatoes are very scarce, however, several cars having been imported during the week from Baltimore and Philadelphia. The same thing happened about three years ago, when there was a shortage in the Canadian tomato pack. An estimate of the cost of such goods laid down in Toronto reveals the interesting information that the duty and freight charges amount to 62c, whereas the cost of the article at the point of production is 65c, bringing the net cost of tomatoes laid down in Toronto up to \$1.17.

A seasonable trade is reported in canned fruits, with canned fish firm and high, and the demand for canned meats nominal. We quote the following prices:

Tomatoes, 3s	1 25
Corn, 2s	1 15
Peas, 2s	0 82 1/2
Sliced beets, 2s	0 85
" 3s	0 95
" whole	0 95
Pumpkin, 3s	0 75
gal.	2 50
Squash	1 00
Asparagus tips, 2s	2 50
Golden waxed beans, 2s	0 80
Refugee or Valentine beans, 2s	0 85
Crystal waxed beans, 2s	0 92 1/2
Spinach, 2s	1 40
" 3s	1 80
Baked beans, plain, 1s	0 45
" 2s	0 72
" 3s	0 90
Tomato sauce, 1s	0 50
" 2s	0 78
" 3s	1 00
Chili sauce same as tomato sauce	
Catsups, tins, 2s	0 78
gal.	4 50
jugs	7 70
Apples, standard, 3s	0 80
preserved, 3s	1 47 1/2
standard, gal.	1 70
Pears, Flemish Beauty, 2s	1 52 1/2
" 3s	2 00
" Bartlett, 2s	1 87 1/2
" 3s	2 82 1/2
" whites, 2s	1 72 1/2
" 3s	2 67 1/2
Peaches, pie, 3s	1 25
Cherries, red, pitted, 2s	2 20
" not pitted, 2s	1 75
" English black, pitted, 2s	2 20
" not pitted, 2s	1 75
" white wax, pitted, 2s	2 42
" not pitted, 2s	2 00
Lawtonberries, heavy syrup, 2s	1 57 1/2
preserved, 2s	1 75
standard gal.	4 97 1/2
Plums, Damson, light syrup, 2s	1 00
" heavy syrup, 2s	1 30
" 3s	1 85
" Lombards, light syrup, 2s	1 35
" heavy syrup, 2s	1 90
" 3s	1 15
" green gage, light syrup, 2s	1 47 1/2
" heavy syrup, 2s	2 00
" 3s	1 52 1/2
egg, heavy syrup, 2s	2 10
" 3s	2 35
Pineapple, sliced, standard, 2s	2 47 1/2
extra	2 62 1/2
" grated, 2s	1 40
Raspberries, red, heavy syrup, 2s	1 60
preserved, 2s	1 35
black, heavy syrup, 2s	1 50
preserved, 2s	1 90
Rhubarb, preserved, 2s	1 15
3s	1 80
gal.	2 62 1/2

Nuts—Shelled Nuts, Dried Fruits—New Crop 1904

We have in store most complete assortment.

100 Cases, each 55 lbs., **SHELLED WALNUTS**, extra quality—1904 crop.
 50 Bales, each 220 lbs., **MAYETTE GRENOBLE WALNUTS**—1904 crop.
 200 Bales, each 100 lbs., **TARRAGONA ALMONDS** - - -1904 crop.
 50 Bales, each 250 lbs., **SICILY FILBERTS** - - -1904 crop.

Malaga Raisins (Layers and Clusters) - - -1904 crop.
 in Boxes 22 lbs.; $\frac{1}{4}$ -flats, $5\frac{1}{2}$ lbs., and 1-lb. fancy boxes.

Dates—*Hallowee*—1904 crop.

Figs—*Layer*—Boxes 12 oz., 16 oz., 10 lbs. and 15 lbs.
 3, 4, 5, 6 and 7 Crown.

To arrive in a few days :

100 Boxes, each 28 lbs., **VALENCIA SHELLED ALMONDS**, 4 Crown.
 100 Sacks, each 100 lbs., **Crown WALNUTS**.

Wines = Wines = Wines

Bordeaux Table Wines.

Spanish Tarragona Wines, Red and White.

Ports, (Cockburn Smith's).

Blandy Bros.

Madeira, “

Malaga, “

Invalid Port, “

Canadian Wines, Red and White.

California Prunes—1904 crop.

We have in store **California Prunes**, 1904 crop, to retail at 5c. per lb. at a good profit.

Ask our travellers, or write us for prices.

LAPORTE, MARTIN & CIE., Limited

Wholesale Grocers, Wine and Spirit Merchants,

MONTREAL.

new life. Prices have come down a cent in heavy mess pork and short cut, not only on account of the smaller demand but also because stocks are so low that dealers are selling "closer to the block." That is, meat is sold directly after killing and the expense connected with storage thus saved. In fresh meats the weather has had just as serious an effect, but no changes are quoted. We quote these prices:

Long clear bacon, per lb.	0 08	0 08
Smoked breakfast bacon, per lb.	0 12	0 13
Roll bacon, per lb.	0 12	0 09
Small hams, per lb.	0 12	0 13
Medium hams, per lb.	0 12	0 13
Large hams, per lb.	0 11	0 12
Shoulder hams, per lb.	0 09	0 09
Backs, per lb.	0 14	0 15
Heavy mess pork, per bbl.	15 00	15 50
Short cut, per bbl.	17 50	18 00
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 08	0 08
" tubs	0 08	0 08
" pigs	0 07	0 07
" compounds, per lb.	0 07	0 07
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	6 00	8 00
" front quarters	4 50	5 75
" choice carcasses	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	6 50	7 50
Veal	6 00	8 50
Hogs, light	6 75	6 75

POULTRY.

For such weather as is being experienced now there is almost a glut of poultry in the market. In spite of various rumors of shortage for Thanksgiving a quantity has been brought forward, which has brought prices down a cent in every line. The public is not after poultry during a time of high temperature, but it is probable that even with good weather the stock on hand would be over large. The prices are as follows, with old turkeys, of which a few are coming to hand, at 9 to 10c:

Chickens, spring	0 08	0 19
Hens	0 05	0 06
Geese	0 08	0 09
Turkeys	0 12	0 14
Ducks	0 08	0 09

BUTTER.

It is complained that the quantity of butter coming to hand is very small and has been so for some time. It is between seasons for the factories and creamery butter is said to be quite scarce. A couple of weeks will see this remedied, but it is not likely that prices will drop. Few tubs are offered and what are sold are stocks that have been held over by dealers in their cellars for some time. Prices are as follows:

Creamery prints	0 21	0 22
" solids, fresh	0 20	0 20
Dairy prints	0 17	0 19
" in tubs	0 14	0 17
" large rolls	0 15	0 16

CHEESE.

There is a good demand for cheese both at home and abroad. Shipments to England this week show that the English dealer sees no insurmountable obstacle in the higher prices asked. As long as these do not go more than a

half cent higher consumption will not be lessened. Stocks are not overlarge and dealers are in no fear of any being left on their hands. We quote for this week:

Cheese, large	Per lb.
" twins	0 10 1/2 0 10 1/2
	0 10 1/2 0 11

LAST MINUTE PROVISION MARKET.

Montreal, Wednesday, Nov. 24, 12.30 p.m.

BUTTER—Better demand for fine creamery; jobbers have bought up finest October at 20 and 20c; for export, buyers pay readily 20 to 20c; fair to good creamery, 19 1/2 to 19c; under grades to medium, 19 to 19c. Export market reached its minimum.

CHEESE—Low priced sales are ruling. Not so much stock in cold storage as was anticipated. Finest Ontario, 10 1/2 to 10c; finest townships, 10 1/2 to 10c; finest Quebec, 10 1/2 to 10c; French cheese, ordinary, 9 1/2 to 10c.

PROVISIONS—Prices still steady; demand fair for smoked meats and lard; movement good. Dressed hogs quiet; prices easy and unchanged.

EGGS—Market quiet, but firm; selected stock brought 24c. to-day, and lined 20c. per doz.

CHEESE AND BUTTER EXPORTS.

Cheese, week ending Nov. 20, 1904.		Boxes.
To Liverpool	16,035	
" Manchester	2,895	
" London	39,268	
" Glasgow	915	
" Leith	2,957	
" Aberdeen	150	
" Hull	2,376	
" Belfast	350	
" Bristol	18,410	
	84,386	

The exports for the week were thus considerably less than those for the corresponding period of last year, which were 96,668. The total shipments to date were 2,100,122. For the season of 1903 the totals were 2,388,176.

Butter, the shipments for the week were as follows:

Butter, the shipments for the week were as follows:		Packages.
Liverpool	1,014	
Glasgow	895	
London	742	
Bristol	713	
	3,364	

The shipments for the corresponding week of the year 1903 were 5,223. Total butter shipments for the season since May 1st were 481,658. And for corresponding period of 1903 338,277. Shipments of butter this season to date are about 150,000 packages in excess of those of last season, but a slight decrease of 38,000 packages when compared with the shipments of 1902, which were 520,004 packages.

NEW BRUNSWICK MARKETS.

Office of the Canadian Grocer,

St. John, N. B., Nov. 22, 1904.

BUSINESS has been very active. Not only have the dealers been busy getting out their Fall orders, but dried fruit and other lines arriving add very much at this particular season to the regular work. Orders from outside points are large this Fall. The extreme weather of last year made it difficult for the outside dealers to renew stocks and many found themselves short of supplies. The general desire is not to be caught again. River navigation is closed. The first Winter port steamer will be here before this report is in print, so we have about settled down to Winter business. Coastwise vessels are still running.

The matter of chief interest is the continued advance in sugar. Quite good stocks are held. Never was the advantage of the Grocers' Guild so manifest

to its members. Without it they could not possibly enjoy the benefit or at least anything like the full benefit of the advance. The Winter freight rates on flour increases the already firm market. The holiday has added to the work of the wholesale men during the past week.

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.

White & Co., Toronto, received a car California navel oranges this week. The color was good for a first car, which was well taken by the trade.

James Rutherford & Co., Montreal, are offering special values in new Japan fannings and siftings which are sure to interest buyers.

New dates, "Fard," "Hallowee" and "Sair," are in stock with the Eby, Blain Co., Toronto.

Leonard Bros., Montreal, report the arrival of B. C. frozen sockeye salmon salted in barrels, half barrels and tierces; also Labrador salmon in barrels and tierces as well as pickled lake trout in kegs. Dealers would do well to write for prices.

Laporte, Martin & Co., Montreal, have just received 100 cases shelled walnuts, extra fine quality, which they are offering to the trade at very low prices; also Grenoble walnuts, Tarragona almonds and Sicily filberts.

E. D. Marceau, Montreal, is offering tempting values in a range of teas this week. Samples are freely furnished by Mr. Marceau on application.

McWilliam & Everist, wholesale fruit merchants, Toronto, are in receipt of one of the first cars of navel oranges to arrive on the local market. They also expect a car of Mexican oranges and a car of Almeria grapes.

The R. & J. H. Simpson Co., Guelph, report having a heavy demand for their Diamond Brand Maple Syrup; put up in pints, quarts, halves, gallons and five gallon tins.

The Eby, Blain Co., Toronto, reports the arrival of their first shipment of new "Marbot" and "Bordeaux" walnuts.

Buyers of apricots will do well to communicate with H. P. Eckardt & Co., Toronto.

H. P. Eckardt & Co., Toronto, are selling extra good quality Brazil nuts.

The Eby, Blain Co., Toronto, report a very heavy stock of Malaga raisins, which they are offering at low prices.

The first Fard dates for the season arrived in Toronto this week

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

Madam Huot's Coffee

THE BEST AMONGST THE GOOD.

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

Good time to buy when everyone is a seller, market low, and the tea business quiet. You will find the conditions absolutely different after the 1st of the year, when the already small stocks in the country have been depleted by the holiday trade.

**Ask for samples and consider my values. It will
pay you to invest now.**

JUST IN

15 Catties Fine Ping Suey Pinhead Gunpowder, small and uniformly made leaf, at - - - - - **30c.**

75 Half-chests Condor, No. 29 siftings, at - - - - - **8½c.**

THIS BRAND OF SIFTINGS IS KNOWN.

39 Half-chests Large Natural Leaf **Japan Fannings**, splendid liquor, at - **9½c.**

50 Half-chests Olive Color, choice liquor, heavy large leaf **Japan Fannings**, at **9½c.**

EX STR. ATHENIAN.

77 Half-chests sun-dried Japan Tea, at - - - - - **18½c.**

THIS TEA WAS BOUGHT EARLY LAST JUNE AND IS REMARKABLE
FOR ITS FINE LIQUOR.

108 Catties 20-lbs. each Packling Congou, a beauty, at - - - - - **15c.**

117 Half-chests Pecco Congou Black Tea, at - - - - - **13½c.**

**This lot was shipped, by mistake, in half-chests, instead of 20-lb. boxes
and the above price is about cost for such a tea.**

50 Cases 80 x 1 lb. paper packets Japan Siftings, 2nd lot of the **Peacock**
brand, at - - - - - **8½c.**

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

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

E. D. MARCEAU,
281-285 St. Paul St., - - MONTREAL

"ONE"
Baking Powder, Vinegar,
Spices, Coffee

MANITOBA MARKETS.

Winnipeg, Nov. 21, 1904.

BUSINESS is very bright and splendid prospects are anticipated by the trade. All markets continue fairly firm with the exception of the sugar market which has again taken a big advance.

Manager Black, of the Ogilvie Milling Co., in an interview the other day spoke on the subject of conditions as they exist at the present time. "Threshing returns now complete show a yield of sixty-three to sixty-five millions of wheat and although only one and half per cent. of the sixteen millions was inspected and graded below No. 5, still better results may be expected from the large amount still to come forward, as the inferior grades are always first to be marketed.

"The returns of wheat now held in store in the interior elevators added to the quantity now inspected show but one-third of the crop has been as yet delivered by the farmers. The coarse grains are now beginning to move and will show a considerable exportation surplus. There will be a very large amount of money in circulation this year and all financially interested in the country are bound to be more than pleased with the final results of the past season's harvest."

Sugar.

The market which has been very active for the past few weeks has again taken an upward turn, quoting Montreal granulated in barrels at \$5.75 and sacks at \$5.65; yellows in barrels at \$5.15 and in sacks at \$5.05. Wallaceburg is holding strong at 10c lower, quoting barrels at \$5.65 and sacks at \$5.55.

Canned Fruits.

Activity prevails in the market with prices quite firm and the quotations on raspberries are still listed at \$3 per case of 2 dozen and strawberries at \$3.25 per case of one dozen. The 1904 crop of peaches are quoted 2-lb yellow at \$3.75 per case and 3-lb yellow at \$5.75 per case. Pears continue strong at \$3.25 per case for 2-lb F.B., and \$4.25 for 3-lb F.B.

Rolled Oats.

The market continues bright with a strong demand, quoting 80-lb sacks at \$2.25, 40-lb sacks at \$2.30 and 20-lb sacks at \$2.35.

Candied Peel.

The new stock of candied peel is now available which the market quotes as

follows: Lemon peel at 9c per lb; orange peel at 9 1-2c per lb; and citron at 14c per lb; 1-lb drums mixed at \$2.40 per drum and 1-2-lb drums at \$1.30 per drum.

Canned Vegetables.

All lines of canned vegetables hold the prices firm. Canned beans continue strong at \$1.80 to \$1.90 per case and canned peas at \$1.90 per case. Tomatoes are now quite steady since last week's advanced price quoting on the price list at \$2.90 to \$3 per case.

Cornmeal.

The market for the past week has been very active but firm, quoting cornmeal per sack at \$1.75 and per half sack at 90c.

Gillett's Lye.

The market continues to quote Gillett's lye at the advanced price as listed in last week's price list at \$4.10 per case.

Peanuts.

The new stock of peanuts which will be on the market in the course of a few days will be listed about 1-2c to 3-4c lower for the cheaper grades and about 1 1-2c lower on the jumbo grade.

Almonds.

The new Valencia shelled almonds are now available at 28c per lb.

Oysters.

The market is bright with a good demand, quoting standard oysters per gal-

lon \$2 and select oysters at \$2.25 per gallon.

Flour.

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

Green Fruits.

The market is still very active and bright, quoting Florida oranges at \$6 per case, California lemons at \$6.50 per case, Washington pears (Winter Nelles) \$3 per case, Ontario Fall apples \$2.75 per barrel, Ontario snow apples \$4 per barrel, Quebec (Fameuse) snow apples \$4 per barrel, fancy XXX Winter apples, Spies and Kings \$3.50 per barrel, fancy XXX Greenings and other varieties, \$3.25 per barrel, Malaga keg grapes \$7 per keg; Chinese figs and dates 5 1-2c per lb.

Provisions.

The firmness of the market is now quite general in all lines of cured meats and the market now quotes the same as in last week's price list:

Hams, per lb.....	0 14
Breakfast bellies, per lb.....	0 13 1/2
Shoulders.....	0 10
Picnic hams, per lb.....	0 08 1/2
Long spice rolls, per lb.....	0 10
Long clear rolls, per lb.....	0 08 1/2
Dry salt backs, per lb.....	0 09 1/2
Short spice rolls, per lb.....	0 10

The market has now resumed a more even tenor this week and our quotations are as follows:

LARD.

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

Wholesale headquarters for

Pure Spices,

Fresh Roasted Coffees,

Ground Coffee,

Baking Powders,

Flavoring Extracts

and

Red Cross Jelly Powder

R. Herron & Co., Manufacturers, Montreal

Send for samples and compare.

You Believe What We Believe

And we believe Blue Ribbon Ceylon Tea to be the **best tea packed in Canada.** You show your belief by assisting in its **sale.** You show your satisfaction by order after order, and you have never found a **customer** who said that

Blue Ribbon Ceylon Tea

was poor tea. These are reasons why you should push its sale every time.

The Red Label at 40c. is 50c. value

The temptation to sell something cheap and inferior for immediate profit is very great.

In every line sell only the best and thus please and satisfy your customers. Especial attention should be given to coffees.

For quality and value, none equal **CHASE & SANBORN'S.**

CHASE & SANBORN

The Importers, Montreal

Pure and Economical
 Extra Standard
Granulated Sugar

Manufactured by
The Ontario Sugar Company, Limited
 BERLIN, ONT.

BIG GROCERS

and little grocers are unanimous in their opinion that our

<p>Jujube Dolls Funny Men Pickinies Little Engines Pont Hearts</p>	}	<p>All put up in 5-pound boxes</p>
---	---	--

are without a peer on the Canadian market, and we are exclusive manufacturers of above specialties. Also our Boston Baked Beans are admittedly the finest goods in their line in Canada. They cost a little more than the ordinary, but your customers will be delighted with them.

Samples and Prices on Application.

IMPERIAL BISCUIT CO.
 GUELPH, ONT. LIMITED



57 VARIETIES

PICKLES, PRESERVES, RELISHES.

“THE first and only time in history that a world’s fair has awarded a prize for the thing and for the treatment of the people who make it!” exclaimed a prominent author and lecturer when he heard that the International Jury of Awards at the Louisiana Purchase Exposition, St. Louis, Mo., had conferred two Grand Prizes on H. J. Heinz Co.—one for the excellence of their food products, the other for the welfare work among their employes.

**WON
 GRAND
 PRIZES**

**WORLD’S
 FAIR,
 ST. LOUIS**

Unconsciously the jury did a most logical thing. The Heinz preserves, pickles, baked beans, relishes, etc., are of highest quality. They are made of the best materials by employes who are happy and comfortable, working in a clean, sanitary factory, and developed to a high degree of heart and hand efficiency.

That’s why the “57 varieties” are good. High-grade work-people produce high-grade results.

H. J. HEINZ CO., Pittsburgh, Pa.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of THE CANADIAN GROCER.

Vancouver, B.C., Nov. 17, 1904.

LOCAL dealers have no complaint to make as regards the amount of business being done. In some lines there is a decline of activity, the approach of the Winter season being the reason; that is, in fruit and vegetables, but then fruit is mostly off the market with the exception of apples, bananas and such articles as are good nearly all the time. Prices are practically unchanged, though a slight increase in lard is noted. Butter and eggs are the same, but firm, with butter retailing at 35 and 40 cents for the preferred good article, and eggs at 50 and 60c. Flour is climbing and another raise may be noted in a day or two.

Ashcroft potatoes are coming in a little more freely, but the price will still hold good at \$25 per ton, and will remain at that figure for the Winter. The quality of potatoes is very fine this season, in fact all fruits and vegetables are some of the best we have had in this province.

About the only change in fruit and vegetables is the drop in navel oranges from \$5 to \$4.50.

Cannerymen are active already in anticipation of the salmon run next year being an equal of that of 1901, the banner year. It was noted a week or so ago of the leasing of the cannery in Washington State by G. I. Wilson and others of this city, and of their intention of securing more. The other day a cannery at Blaine, disposed of under mortgage sale, realized far more than the upset price, so keen was the bidding, and it is expected that the English Bay cannery at Vancouver to-morrow will easily be sold. The Fraser River Cannerymen's Association has asked the Provincial Government to declare itself on the trap question, and there is much activity along this line.

Another line of fishing that promises extensive development is the herring. Mr. John J. Cowie, the Scotch expert, who was in Vancouver this week returning from Nanaimo where he was investigating this resource of the provincial fisheries, states that the fish here are not quite so large as on the Atlantic coast, but are all the better for that, as when large they are apt to become coarse. He is confident they are fully up to the standard of the Scotch herring, and can be cured equally as well. The expert

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

CLARK'S Pork and Beans in Chili Sauce

always has and always will.

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

For Your Christmas Trade—

GOOD SELLERS:

Setna's **CHUTNEYS**, most delicious relish on sale.

Guava Jelly —Pts. } —once used bring regular trade.
Mango Sauce —Pts. }

Write for full information and prices.

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

EPPS'S

GRATEFUL.
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

New Goods Now in Store.

New Prunes, New Dates, New Peels, New Raisins, New Currants, New Figs, New Nuts, shelled and unshelled; Fancy Table Raisins, boxes and quarter boxes; all at such prices that should interest shrewd buyers. Let us have your inquiries for anything in our line.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.



Corrugated Iron
For Sidings, Roofings,
Ceilings, Etc.

Absolutely free from defects—made from very finest sheets. Each sheet is accurately squared, and the corrugations pressed one at a time—not rolled—giving an exact fit without waste. Any desired size or gauge—galvanized or painted—straight or curved. Send us your specifications.

The Metallic Roofing Co.
WHOLESALE MANFRS. LIMITED
TORONTO, CANADA.

Butchers, Merchants and Hide Buyers

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

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

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

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

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

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

The grocer who doesn't sell

Brock's Bird Seed

usually doesn't sell much of any kind.

NICHOLSON & BROCK, TORONTO

urers, whom he had in the Maritime Provinces this year, would have come out to British Columbia had it been known in time, and before they went home. The season is just beginning here. Next year, he states, demonstrations will be given here. He complimented the British Columbia packers upon the kind of a barrel used, it being watertight and airtight, and the original brine in which the fish were cured, was prevented from draining away, thus preserving the flavor of the fish, and keeping them good.

The Brackman & Ker Milling Co. is improving its facilities in all the points in the west where it does business. In Vancouver it has erected a large warehouse 60x400 feet to enable it to meet the demands of business. During the next few months there will be placed in this warehouse one of the most complete and up-to-date cleaning plants in the west. In New Westminster, a mill wharf has been constructed, and an elevator is being seriously considered. At Ladner a large hay barn and granary has been secured, with lots to permit of additions. At Victoria considerable improvement has been made to the machinery, part of the new installation being a plant for the manufacture of cooked goods, similar to those of eastern manufacturers.

The Gulf of Georgia Fish and Curing Co., of Nanaimo, has received an official letter from Consul Morikawa, the Japanese representative at Vancouver, stating that his Government has contracted for enormous quantities of salt fish from all parts of the world for food for the Japanese army, and that it had been found that this company's brand was better packed and kept better than that of any other received. When the steamer Athenian departed on Monday she carried a large consignment to Japan.

American papers have circulated the report that the Athenian may be sunk by the Russians because of carrying raw cotton. The C.P.R. steamers have continually carried this article for many years past and no danger is feared by local authorities.

The firm of Hallam & Wyndham, Limited, of Victoria, has opened a wholesale and retail business in teas, coffees and cocoas. This is a new firm, which will go into the business on a large scale, extensive additions being contemplated shortly.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

YEARLY CONTRACT RATES.

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

AGENCIES WANTED.

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

AGEN'S WANTED.

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

FOR SALE BY TENDER.

TENDERS will be received until the 8th day of December, 1904, by the undersigned for the purchase of the Doughty Estate Store, in the Village of Cobocook, together with a general stock of groceries, crockery, fancy goods, boots and shoes. A good business has been done, and it is a splendid opening for a good man with small capital. Sale necessary to wind up estate. No tender necessarily accepted. For further particulars apply to McLaughlin & Peel, of the town of Lindsay. (49)

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

FOR SALE.

FOR SALE—Old established combined grocery, meat and liquor business, Hamilton; large and paying trade, and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 304, Hamilton. (50)

TRAVELLER WANTED.

WANTED—A traveling salesman for one of the largest wholesale grocery houses in the Maritime Provinces. Must have good references, be a first-class salesman and have a good knowledge of the grocery trade. Write P. O. Box 561, Halifax, N.S. (50)

(Continued from page 55.)

ought especially to cultivate, a uniform box measuring 10x11x20 inside is recommended. In many cases apples are better for being carefully wrapped in tissue paper, pears require it always; where the sample of apple is particularly solid, however, this is not essential. The aim in packing the box should be to secure a maximum of compactness and neatness, which means that the box must be perfectly full and that there must be as little tissue as possible, to say nothing of excelsior which is frequently used to excess in packing. (The English buyer has been known to remark that he pays for apples not excelsior.) Ordinarily one thickness of tissue is sufficient and the fruit will open up to better advantage if faced downward in the package.

There is more or less question as to which is the more desirable apple package for the export trade, the box or barrel. For the ordinary trade, say about 80 per cent. of Canadian apples, there can be little doubt that the barrel will always be the more popular package. At the same time it is no secret that a barrel of Canadian apples has never been known to reach Great Britain in perfect condition, and that there are certain varieties of apples which cannot be shipped in barrels without spoiling. To the Englishman, however, who wants a fancy apple for table use price is no consideration, and a bruised apple not to be considered. For this trade the box package is necessary, and it is entirely because Tasmanian and Californian fruit comes thus packed to the English market in perfect condition that it has become so popular.

It ought to be a consideration to the apple shipper to know that the box is about as cheap a form of package as the barrel. The English consumer moreover prefers the box; although it must be confessed that he has become so accustomed to seeing Canadian apples in barrels that he naturally becomes suspicious directly he sees a Canadian box package labelled "Canadian apples." The buyer and the wholesale dealer in this country, and the broker, the wholesaler and the grocer over in England favor the barrel simply because less labor and expense is involved in handling. The opinion of the Fruit Division as outlined by Chief McNeill is that it is simply a matter of educating the English consumer to the superior value of Canadian apples packed in boxes (at

least of fancy apples) and of overcoming the existing prejudice of the middleman when this department of the export apple trade of Canada will by the use of box packages and better packing be placed on a more satisfactory commercial basis than it has yet known.

COLD STORAGE.

Although much remains to be accomplished in the perfection of cold storage facilities for early Fall apples at the point of production, the equipment of the ocean steamers sailing from Montreal compares very favorably with anything of the kind in the world. In fact

AN IDEAL CATTLE FOOD.

W. M. R. CUMMINGS, of Cummings Bridge, Ottawa, whose exhibit at the Central Canada Exhibition at Ottawa this year proved especially attractive to visitors, besides manufacturing the well known breakfast food preparation "K-Y," is also patentee and manufacturer of "Fat-Equal," a patent calf and pig food. This product, which is a preparation discovered and controlled by Mr. Cummings, is a fine prepared rolled oat flour, sifted, cooked and cleaned, and its use where health and growth is sought is well worth the consideration of farmers and breeders of live stock. So many high recommenda-

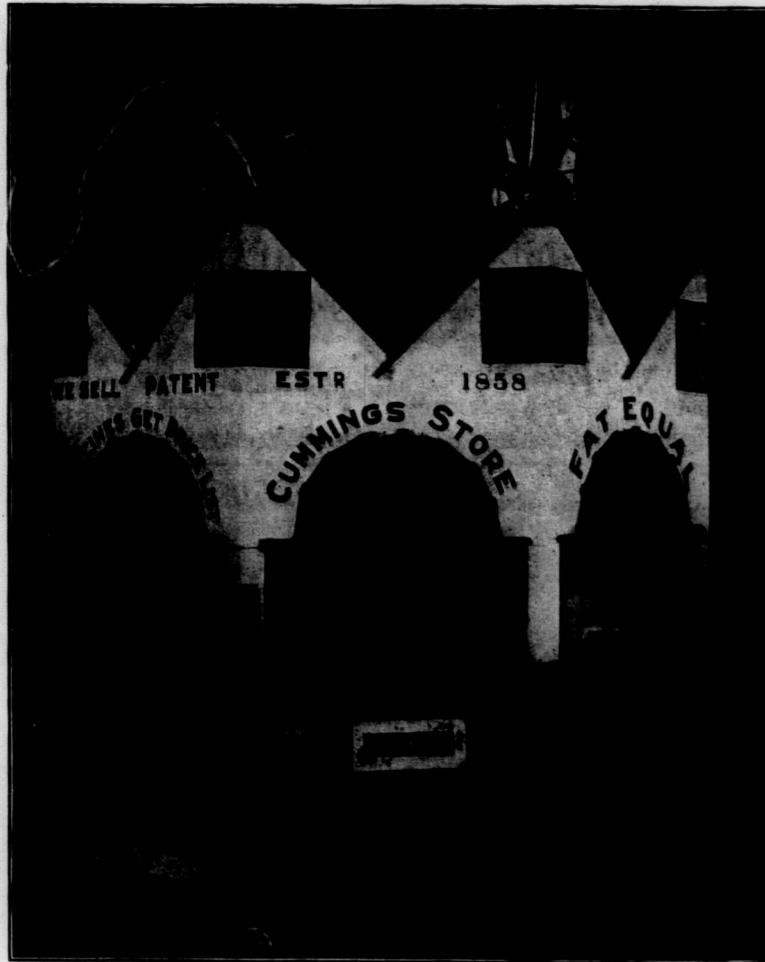


Exhibit of W. R. Cummings at 'Made in Canada' Fair, Brockville.

their cold storage plants have become so favorably known that Californian shippers are using Canadian lines extensively for their European fruit trade during the months of August and September in preference to lines sailing from United States Atlantic ports. For late Fall and Winter apples cold storage on shipboard is not necessary, properly ventilated chambers answering all requirements.

tions from authorities have been received that the question of "Fat-Equal" being an ideal calf and pig food is considered by Mr. Cummings and those who have employed it with their stock, as no longer a debatable one.

Mr. Cummings will be pleased to mail samples, pamphlets and prices to any subscriber of The Grocer interested in this class of cattle food. He is also open to appoint responsible agents throughout the country. Reference to The Grocer's report will bring full particulars.

RNRD

29 1905

Owner

Book 32

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"Going with the tide"

is a good principle—

Follow the trend of your customers' tastes—study their wants—they know what they want—most of them now know that when they require Condensed Milk, they want

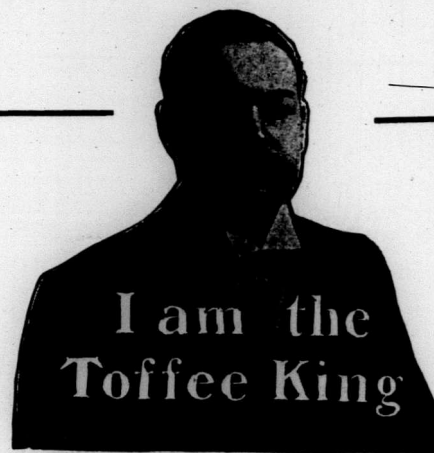
**Borden's "Eagle" brand
Condensed Milk and
"Peerless" Evaporated Cream**

—Get these into store—your customers will buy them—that means profit to you.

Selling representatives

WILLIAM H. DUNN, - MONTREAL

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



**I am the
Toffee King**

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

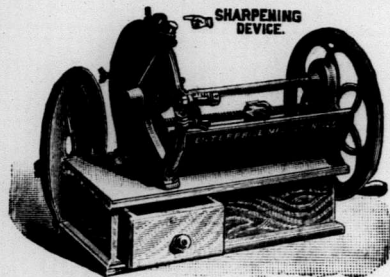
This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 St. FRANCOIS-XAVIER STREET, MONTREAL.

"ENTERPRISE"

**Rotary Smoked Beef Shaver Rapid Grinding and
Pulverizing Mills**
With Patented
Self-Sharpening Device

40 Sizes and Styles for Hand, Steam and Electric Power



No. 125, 1 Blade, - \$22.50
No. 129, 2 Blades, - 22.50

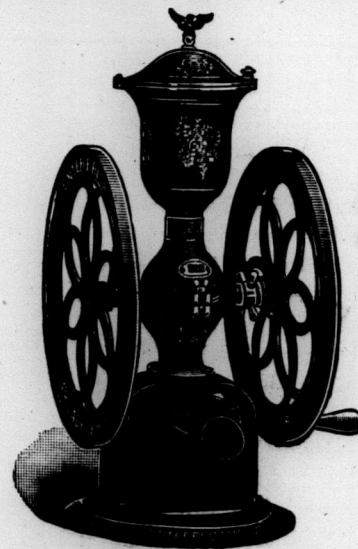
We also make

Self-Priming and Measuring Pumps, Self-Measuring
Faucets, Bung Hole Borers, Self-Gauging Cheese
Knife, Meat and Food Choppers, Etc., Etc.

Illustrated Catalogue Mailed Free
Order from your Jobber

LIFTING A LATCH DROPS
SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL
GIVES BLADES A KEEN EDGE



No. 512, - - - \$13.50

The Enterprise Mfg. Co. of Pa., Philadelphia, U.S.A.

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

MONTREAL.

Did it ever strike you that we are in a position to know what the whole public like best?

When in doubt name your price and let us fill your order with our "Best Sellers."

If you want a good thing, we have it.

Dinnerware	Glassware	Fancy Goods
Toiletware	Bar Goods	Silverware
Teaware	Lamp Goods	All the staples

CROCKERY

HERE

IS A PACKAGE OF

USEFUL CHINA!

SUITABLE FOR CHRISTMAS BUT SALEABLE ALL-THE-YEAR-'ROUND

4 Tea Sets,	42 pieces,	2 patterns
4 " "	44 " "	2 " "
6 Berry Sets,	13 " "	2 " "
6 Salads,		2 " "
12 Sugars and Creams,		2 " "
6 doz. Bread and Butter Plates,		2 " "

The price is low.
The decorations attractive.



Let us send you our
**Special
Net
Prices**

BARNARD & HOLLAND CO.
MONTREAL

ASK ANY TRAVELLER

representing any wholesale grocery house
in Canada how he finds the sale of

"Bee" Brand Goods

and place your confidence in him with this line as you do with many others.
He won't deceive you, but we are satisfied you will place an order with him at once.

Remember Coupons in every package for your customers, and coupons in every case for you.

Write for our Catalogue of Premiums.

Snowdon, Forbes & Co., Montreal



Selling Ability

is more dependent on the goods you offer than on the salesman. It takes a good salesman to sell poor goods, while the same man selling a quality article will quadruple his sales and do it without returns or dissatisfaction. We offer in our bulk pickles goods that have no superior. We use nothing but the best in vegetables, spices and vinegar. They are known to be the best keepers on the market. Put up in pails, 1 gal., 75c.; 2 gals., \$1.40; 3 gals., \$1.95; 5 gals., \$3.00; 10 gals., \$5.50; or in barrels of 20 or 40 gals., 45c. per gall., Chow Chow, 5c. gall. extra.

THE OZO CO, Limited
MONTREAL.

"Mooney"

That name on Biscuits, fancy or soda, is a pledge of best quality. It is equal to a pen-written document.

PERFECTION CREAM SODAS

have established a fame for themselves and for the name of the makers.

Never were Soda Biscuits better made, and the public agrees to this assertion.

Happy is the grocer who sells

PERFECTION SODAS

3-lb. Cards or Tins.

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

G. F.
SUTTON
SONS & CO'S
WORCESTERSHIRE
SAUCE
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—FOR—

Eagle Baking Powder

A line of Baking Powder that shows good profit to dealers and best results to consumers.

Write for particulars to

J. H. MAIDEN
Montreal

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label) Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

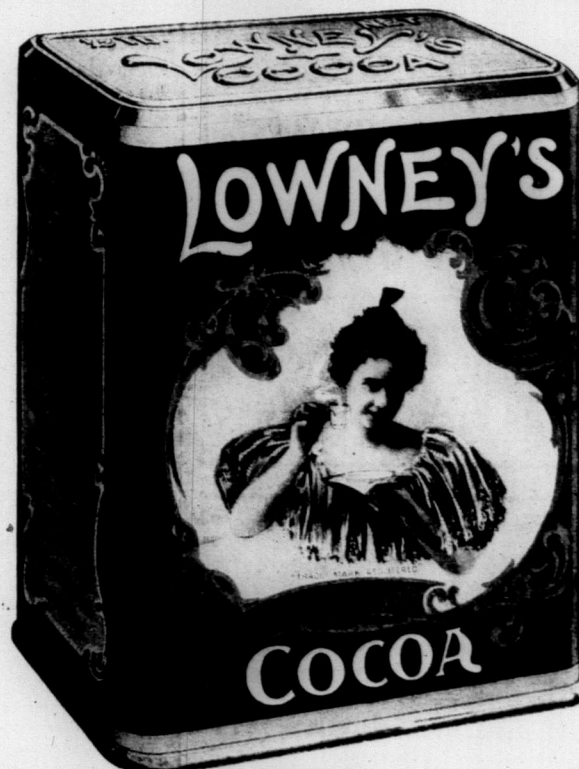
MOTT'S: No better Chocolate

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

MOTT'S

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

SELLING AGENTS:
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TURNED
 3 1904
 at Book 27
 Page 4
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Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalis or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY CO., - - Boston, Mass
 Canadian Branch, 530 ST. PAUL ST., MONTRÉAL.

EXCELSIOR COFFEE

is still the leading High-Grade blend.

Best anywhere.

TODHUNTER, MITCHELL & CO.

Coffee Importers — TORONTO

**California Navels
Florida Oranges
Jamaica Oranges
Mexican Oranges**

McWILLIAM
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TORONTO, - - ONTARIO
Long Distance Telephone Main 645

Almeria Grapes

SOMETHING EXTRA FANCY

Do not forget we are
Headquarters for
DATES, FIGS, NUTS, ETC.

The
DAWSON Commissioner
Co., Limited

**FRUIT, PRODUCE AND
COMMISSION MERCHANTS.**

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

WE BUY

**BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.**

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

IN STOCK

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

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

HUSBAND Bros. &
Co.

Wholesale Fruits and Commission Merchants.
82 Colborne St., **TORONTO.**

ONTARIO FRUIT, FLOWER AND HONEY SHOW

THAT the directors of the Ontario Fruit, Flower and Honey Show have succeeded in giving the public a valuable practical demonstration in connection with one of the leading industries of the country is the unanimous opinion of many hundreds who have visited the exhibition in Toronto during the past week.

The Canadian Grocer is interested particularly in the fruit department, and has looked forward anxiously to this new departure of the Ontario and Dominion Departments of Agriculture, the object of which on the one hand is to place before the public the latest achievements in the fruit culture and on the other hand to offer to the fruit growers themselves such hints as will enhance the commercial value of the industry both in the matter of growing fruit best adapted to certain localities and in picking, packing and storing for the export trade. The Government authorities have felt for some time that Canadian growers have not got anything like adequate returns from what is destined to become one of the leading industries of the world, and hopes by holding such fruit exhibitions from time to time to place the fruit growing industry of Canada on a scientific basis in all its phases. That this end is likely to be accomplished in the near future is shown by the large attendance of representative Canadian fruit men at last week's show.

FRUIT STATIONS.

One of the most interesting features is the exhibit of the experimental fruit stations, of which there are 12 distributed through the fruit growing districts of Ontario. The object of these fruit stations is to identify new varieties of fruit introduced by the nurserymen, to discover for the benefit of the fruit grower the varieties best suited to his particular locality for commercial purposes, and to instruct him in the arts of packing and storage according to the latest approved methods.

In the exhibits of the various fruit stations a distinction is made between desirable and undesirable varieties. In grapes, for instance, there are 121 separate varieties shown, but only 12 are classed as desirable commercial grapes. In apples out of 110 distinct varieties only about 15 are recommended for planting. Among the finest exhibits are those made by the Brockville and Prince Edward Island stations, and after seeing such a beautiful collection, to which additional charm is lent by their exquisite "bouquet," one ceases to wonder why Canada's fruit exhibit at the St. Louis Exposition has won such general

admiration. The best varieties for the St. Lawrence Valley are undoubtedly the Fameuse, McIntosh, red and scarlet Pippin. In the Prince Edward district the banner varieties are the Fallawater and Ontario.

Among the varieties shown by the Lake Huron station, and classed as desirable, are the Spy, Baldwin, King, Ribston and Blenheim, all of which are rated as good commercial export apples. On the undesirable list are the Wine Sap, Haas, Pewaukee, Magog, Red Streak and Pioneer, classed thus because they are either poor bearers in this particular locality or do not pack well. An interesting exhibit is made by Algoma, the farthest point north in Ontario at which late Fall or Winter apples can be profitably grown. It may be news to readers of The Grocer that the best results are obtained from the culture of late varieties of apples such as Duchess, Alexander, Wolf River, Wealthy, Longfield, and Scots Winter, the farther north they are grown, provided they can mature. As a proof of this it is only necessary to compare samples of the same apple as grown in Algoma and Essex County. The latter fruit shows up well as far as size is concerned, but is deficient in keeping qualities; the apple grown farther north is smaller, but much firmer in consistency and more valuable for commercial purposes.

CO-OPERATIVE PACKING AND SHIPPING.

The Fruit Department at Ottawa after a thorough investigation has come to the conclusion that there must be greater co-operation among Canadian fruit growers if they are to hold the export markets. The general feeling is that in respect to fruit Canada should occupy the same position in foreign markets as she does at the present time in respect to cheese, and to this end the Government authorities have inaugurated a crusade in the interests of more scientific packing and handling of apples. Already in Ontario several associations for the co-operative picking, packing and shipping of apples have been formed with the object of securing greater uniformity and adequately meeting the requirements of the various export markets. Experts will be employed to teach the grower the art of commercial packing of fruit, concerning which the majority of apple growers in Canada are sadly lacking in information. A few far-seeing fruit men have discovered that Canadian fruit is selling in England to-day for about one quarter the price it might be were Canadian shippers to pay proper attention to the matter of packing

for the fancy export trade. Even in the Canadian west the fruit trade is abnormal in this respect, namely, that the bulk of the fruit sold comes from California and Oregon. Now this is by no means due to the superior quality of fruit grown in the United States; as a matter of fact the home grown article has generally a better flavor and color than the imported fruit. It is also smoother. The latter is more popular, however, because it is larger, has better keeping qualities and lastly because it is attractively packed. A better illustration of this very fact is to be seen in any Ontario grocer's or fruit dealer's window in fruit season, where California pears, peaches and plums regularly have the preference, simply because of the superior keeping qualities of the imported article. This is in a measure due to the care taken by the Californian in preparing fruit for the market, but also to the fact that so few Ontario fruit growers know what a good commercial pear or peach is.

HOW TO PACK APPLES FOR EXPORT.

Through the courtesy of Mr. A. McNeill, chief of the Fruit Division, Ottawa, the writer was given a practical demonstration of suitable and unsuitable methods of packing apples for export. For the fancy trade of Great Britain, which is what Canadian fruit growers

(Continued on page 49.)



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

HOMER REID
 MEAFORD, ONT.
 Wholesale dealer in and manufacturer of
EVAPORATED APPLES
 Write for prices.

GENUINE
PRATTS ASTRAL
LAMP OIL

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

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
 TORONTO, ONT.

FRUIT FOR XMAS

It is not too early to lay your plans for Xmas business. We will have assembled the most complete stock possible.


XMAS HOLLY
 for delivery
 December 5th to 10th

**Navel and Florida Oranges,
 Mexican and Valencia Oranges,
 Nuts, Figs, Dates, Raisins, etc.**

Our Xmas Price List will be issued next week. Be sure you get one.

WHITE & CO., Wholesale Fruit and Produce, **TORONTO.**
 64 Front St. East.

The "Signal"



**STEWART
 FRUIT CO.
 CALIFORNIA**

California Navels.

Signal" and "Niagara," Extra Fancy Brands.
 "Sunbeam," Strictly Fancy.
 "Warrior," Extra Choice. "Rescue," Choice.

These Brands represent the Best Fruit from the Best Groves in the West—Districts of Redlands—Highlands—Riverside. Ask prices for your car.

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W. B. STRINGER & CO., FRUIT BROKERS.
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SUGARS LIMITED

MONTREAL.

Manufacturers of high-grade **SYRUPS** and **MAPLE CONFECTIONERY.**
 Illustrated price lists on application. They will interest you.

WESTERN ONTARIO HEADQUARTERS

FOR EVERYTHING IN FRUITS

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

CRANBERRIES Strictly Fancy, Early Blacks. Prices close.

Phone, Wire or Mail Orders. **HUGH WALKER & SON** GUELPH, ONT.



TRADE MARK

This design a guarantee of quality.

Heavy Red-Brown Wrapping

FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF

CANADA PAPER CO.
 Toronto LIMITED Montreal

SAMPLES AND PRICES GLADLY SENT.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
 INGERSOLL
 Established - - 1886

McDOUGAL & LEMON

OWEN SOUND

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

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

WRITE FOR OUR PRICES

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

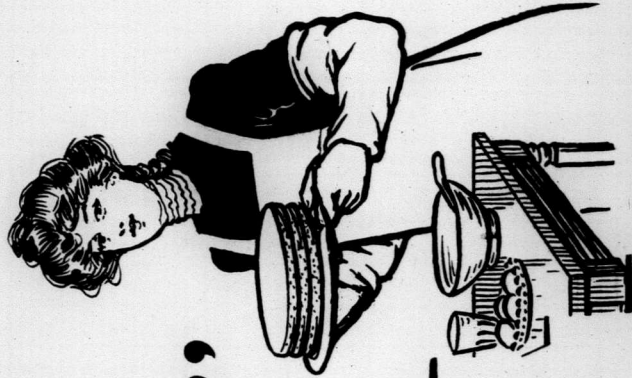
GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
 27 St. Sacramento Street,
 MONTREAL.
 Tel. Main 778.

“—and it's just as
good for pastry!”

Royal Household

THE BEST FLOUR FOR EVERY PURPOSE



FLOUR AND CEREAL FOODS

Canadian Rolled Oats for Russia.

DURING the last few days the report has been current in Canadian wheat and cereal circles that Russia is importing a considerable quantity of Canadian rolled oats through the medium of Norway. This would be significant at a time when she, as one of the largest oat producing countries in the world, is engaged in a disastrous war.

The Grocer has interviewed several prominent Canadian exporters on the subject but has not succeeded in obtaining any convincing information. It is true that Canada has exported about twice the volume of rolled oats to Norway this year as she did a year ago. The total, however, does not amount to a very large figure, being considerably less than \$100,000. Norway does not manufacture food products, and has yearly to import considerable quantities, mostly from Germany, Scotland, Russia, the United States and Canada. The imports from the United States and Canada depend directly upon crop conditions in Europe—if oats are plentiful there, less rolled oats will be imported from the United States and Canada. Thus the Canadian export trade in this article is a variable quantity. It so happens that the United States is in a better position this year to supply the export markets with products than Canada. Under normal conditions Canada is in a position to compete in the export grain trade with any of the above mentioned countries, and as a matter of fact her export trade with Norway in oat products, although in its infancy, is steadily increasing. The opinion of the trade is that even an increase of one hundred per cent. within the last year can scarcely be credited to anything beyond ordinary market conditions, and that the rumor that the surplus is going to the Russian Government has very little foundation.

Trade Conditions in Trinidad.

In their latest report to The Grocer, dated Nov. 3, Gordon, Grant & Co., Port of Spain, Trinidad, say that importations of breadstuffs continue on a very moderate scale, and that although no improvement in quotations can be reported a firmer feeling seems to be slowly developing. Flour of all descriptions

is in light supply, particularly the lower grades, stocks of which are nearly exhausted. Split peas are now selling more freely, although there has been a sharp decline in the price of oats owing to several large lots of oats having been landed lately.

Only a few irregular lots of cocoa have arrived from the country within the last fortnight, and while light pickings may be made in some districts before the end of the year it is predicted that the regular crop will be very late and that supplies of any importance will not be forthcoming until February or March, 1905.

Lake of the Woods Company Meets.

At the adjourned annual meeting of the shareholders of the Lake of the Woods Milling Co., in Montreal, on Nov. 16, the following directors were elected for the ensuing year: Robert Meighen, Thos. Fyshe, David Russell, Robert Reford, W. H. Murray, Robert Thompson, St. John; Hon. Robert MacKay, Cyrus A. Bird, and Albert MacLaren.

At a subsequent meeting of the directors Robert Meighen was elected president and managing director, Thos. Fyshe vice-president, and George O. Hastings general manager, with headquarters at Winnipeg.

Thirty Millions for Flour.

BY way of emphasizing the fact that the flour milling industry is becoming an increasingly important factor in Canadian trade, The Grocer estimates Canada's yearly expenditure for flour at \$30,000,000. Among the firms manufacturing the best and most popular brands of Canadian flour, which nothing excels in the markets of the world, is the Ogilvie Flour Mills Co., Montreal and Winnipeg, who have brought the process of manufacture almost to the limit of scientific perfection by the use of electricity.

Their special brand of "Royal Household" flour (so called because the Prince of Wales selected it for his household) has been successfully introduced in Great Britain, the Netherlands, Scandinavia, Finland, South Africa, Gibraltar, the West Indies, Newfoundland, and even far off Fiji and Australia, and is favorably known in Canada from coast to coast. At the present time, according to the officials of the Ogilvie Flour

Mills Co., their Montreal, Winnipeg and new Fort William mills are being taxed to their utmost capacity to supply the requirements of the trade.

High Price of Ontario Wheat.

"The circumstances in regard to Ontario wheat have been very peculiar of late," remarked one of Toronto's grain dealers the other day. "About ten days ago, for example, I paid \$1.05 for number 2 Ontario wheat, while at the same time I was paying \$1 for No. 1 Manitoba. Here is a difference of 5c per bushel in favor of Ontario wheat, whereas there should be under ordinary circumstances a difference of 10 or 20c per bushel in favor of the Manitoba. Of course you quite understand that the cause of this is the very short crop we have in Ontario this year."

Western Wheat Situation.

ACCORDING to the Ogilvie Flour Milling Co. this year's wheat crop in Manitoba and the Northwest Territories is finally estimated at from sixty-three to sixty-five million bushels. A little over one-third has been delivered by the farmers to date. Coarse grains are now starting to move and will show a considerable exportable surplus.

The great bulk of the grain grades high, and should, therefore, bring good prices. In fact, the Bank of Commerce figures that the farmer will get at least 80 cents per bushel for the greater portion of the wheat which he ships. Some of the lower grade article will sell as low as 50 cents per bushel, but even so, the country is believed to be better off than in preceding years. In 1903 the Manitoba farmer received an average of only 65 cents for his product, and in 1902 the average price was 55c. Taking these figures as a basis it is calculated that the wheat crop in the Canadian west is this year worth \$43,800,000, as compared with \$33,457,000 in 1903, and \$35,108,150 in 1902. An increase of \$10,000,000 over last year, and a gain of nearly \$9,000,000 over the year before, constitute on the whole a very satisfactory showing. It is true that the money thus produced from the ground has this year to be divided amongst a considerably increased



Not Even Toothache

can check the delight
of the boy in his teens
when

Orange Meat

is to be served.

No wonder the grocer
is glad to make
ORANGE MEAT
conspicuous on his
counters and shelves
and in his windows.

The call is rapid, and
brisk sales make multi-
plied profits.

Premiums and Ad-
vertising are forces at
work to promote the
sale of **Orange Meat**,
and it pays to push ad-
vertised goods.

Your Wholesaler Supplies It.

The Frontenac Cereal Co.
Limited.
KINGSTON, CANADA.

population, but, nevertheless, it is clear that the west is steadily progressing, and that it is no longer dependent upon one crop, one interest, or one locality.

U. S. Millers Want Wheat Duties Amended.

In view of the remarkable scarcity of milling wheat and the necessity of some form of legislation that shall afford relief to the milling industry in the United States the Journal of Commerce recently asked a number of the most prominent millers in the different sections of the country for their views regarding the specific form of legislation most needed. Replies show that millers are overwhelmingly in favor of the removal or radical modification of the wheat duty. Fully two-thirds of 79 replies take that view. Should the tariff be modified to meet their views, there would naturally be no necessity for the Lovering drawback bill, but in the event of failure to secure an appropriate tariff action, millers are quite as urgent in their demand for the liberalization of the drawback laws on the lines of the Lovering drawback bill.

Flour and Petroleum.

Another reform for which the South Wales grocers are agitating is the use by millers of covered vans, specially kept for the purpose, for conveying flour and offals. At the last meeting of their council it was pointed out that it is by no means an uncommon practice to send out flour in vans previously used for the conveyance of petroleum. The association was disastrous, for the flour was invariably completely spoilt. Flour and offals were also delivered from open vans, and in course of transit got wet and damaged. Doubtless the millers will give heed to the complaints of their customers, as the delivery of flour and other mill products in sound condition is obviously to the advantage of both parties.

Mexico as a Wheat Growing Country.

There is a strong probability that the Republic of Mexico will enter the markets of the world within the next few years as one of the great wheat-producing countries. A number of syndicates recently obtained concessions from the Mexican Government by which they have the use of large areas of land for terms of years. They are experimenting with different kinds of wheat, and have already found that while ordinary varieties of grain produce but from three to five sacks per acre, the "turkey red" variety will yield from twenty-five to thirty sacks, or from 50 to 60 bushels to

the acre. Turkey red grain is also splendid milling grain. If it is discovered that large crops can be raised in Mexico an endeavor will be made to place the grain-growing industry on a commercial footing.

Flour Milling in Ireland.

According to the London Miller the flour milling industry continues to go ahead and prospects are of the brightest nature. For many years past there was no feature of the Irish landscape more disheartening to look upon than that whereon stood the silent deserted flour mills. The chance of the Irish miller is again upon him, and he is manfully doing his part to make his mark upon the times in which he lives. Neither American wheat nor American flour have been seen in Ireland for months—in a sense—and the hearts of the Irish millers are lighter than for a generation.

Cereal Notes.

Extensive improvements are being made in the plant of the Brackman & Ker Milling Co., at New Westminster and other B. C. points. Apparatus for the manufacture of cooked foods is being installed at Victoria.

The grain growers of Hamiota, Man., have entered an action against the C. P. R. for violation of the Grain Act. The company, it is charged, supplied the Ogilvie firm with a special train of 14 cars to be loaded at their Hamiota elevator, while a large number of applicants' names appear on the car order book unfilled.

The Maple Leaf Flour Mills Co., with headquarters at Ottawa, has been incorporated to carry on a milling business. The share capital is \$1,000,000, and among those interested are D. C. Cameron, of Winnipeg; A. Carmichael, of Rat Portage; H. S. Dowd, of Quyon; J. A. Cameron, of Dominionville, and J. D. Flavelle, of Lindsay.

It is reported on reliable authority that the Japanese population of British Columbia is considering the advisability of going into grain raising and as a preliminary is prospecting through the Northwest Territories. A number of Japs will take up Government land this coming season.

James Townley has informed the Victoria, B. C., Board of Trade, that he is prepared to establish rice mills in that city, provided the local merchants will support him by giving preference to his output, on the understanding that price and quality are equal to the outside product. The Chinese in Vancouver purchase their rice, of which they consume a considerable quantity, from one of their own merchants who has a large rice mill.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

Shredded Wheat

... AND ...

TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, \$5.25

" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, \$3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

To the Trade :

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

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

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

Letter Orders Promptly Executed.

Wm. McCann Milling Co., - Toronto

Office and Mills : Foot of Jarvis Street

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Irish Tobacco Growing Experiment.

THE tobacco growing experiment in Ireland conducted by Colonel Nugent Everard and Department of the Agriculture and Technical Instruction, seems now assured of success. A fine yield of tobacco has been gotten from the 20 acres experimented on and placed in a tobacco barn built under the personal direction of Colonel Everard at a cost of about \$5,000. Since September 4 the curing, sorting and drying of the crop has been going on continuously. The Irish Tobacco Trade Journal further states:

The 20 acres were not planted to their full capacity. This was a wise decision, for, if closely planted, unskilled farm hands are prone to crush and injure the plants when tending them daily, thus causing loss in the yield. The tobacco leaf is peculiarly sensitive to rough treatment, and it is of the highest possible importance to gather the plants with leaves unharmed. But, with the moderate planting, the 20 acres have yielded an aggregate of about 11,000 pounds weight of leaf. This is a remarkable result for what was practically an initial experiment. It is estimated, however, and, indeed, proved, that the average yield per acre will be about 1,200 pounds of leaf, for which good average prices will be forthcoming. Dublin manufacturers and experts have priced the samples already grown, and have returned their estimate at as high as 7d and 8d (14 and 16 cents) per pound. At these figures it is easy to work out a very decided margin of profit, even allowing for the heavy duty to be paid in full.

We were privileged to see the processes of curing, sorting and drying the tobacco in operation recently. The shed is of large dimensions, containing a number of spacious apartments, all fitted with heating apparatus, capable of producing a temperature as high as 180 degrees. When the tobacco is first gathered from the fields it is hung in the curing room. The curing operation is effected by smoldering oak sawdust, which diffuses a sufficiently strong and spicy smoke. When adequately cured the "hands" of leaves are taken to the sorting room, where they are sorted according to their quality—this being in view of the different treatment to be

meted out to the plants of different qualities. In this room a good many people are employed, and dexterity has already been attained in the sorting. Later on, in other rooms, the tobacco goes through the process of drying. Varying degrees of heat are observed for this process, according to the moisture of the plant. It does not do to render the plant too dry—11 degrees of moisture being held to be the minimum—and much experience and care is needed in preserving the proper temperatures. Finally, after a treatment in the barn, which extends over a period of six or seven weeks, the weed is ready for packing in hogsheads, to be dispatched to the manufacturer.

This being an experiment on a commercial scale, one vital point to have determined was naturally the suitability of the various kinds of soil. For that purpose the tobacco was grown in three parishes on the estate, on four different descriptions of soil. On only one of these was it found that a really high-class tobacco could be grown. This soil, best suited to tobacco, is a heavy clay soil on a gravelly sub-soil. The next best is a rather light loam, with a clay sub-soil; and the third best is a poorer class of this soil; the least suit-

able of all, showing the smallest return, is a light gravelly loam, with sandy sub-soil. These results will be of great value in future experiments.

During the curing and drying operations Col. Everard has had the advantage of the advice of a distinguished American expert in tobacco growing, Mr. J. N. Harper, professor of agriculture in the University of Kentucky, and chief agriculturist of the state experimental farm. The tobacco grown on Col. Everard's twenty acres has been pronounced by him to be of the highest quality—quite equal to that grown in Virginia and Kentucky. Mr. Harper also pronounces the Irish climate to be almost perfectly suited for tobacco culture. In its high degree of moisture it has rather an advantage over Virginia and Kentucky, and the amount of heat and of sunshine is quite ample.

The plant is gathered when the leaves are of a full rich green color. Under the influence of the drying and curing process it soon acquires a golden or brown color, and in this condition it is packed for the manufacturers. The experiment has been on the whole a striking success, and it will lead to more elaborate trials.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

A Funny Thing.

In the town of———there is a grocery store where Mr. —— buys his tobacco. Right alongside of this store is a barber shop which sells both tobaccos and cigars. Our friend smokes both a pipe and cigars; he buys his tobacco from the grocer, and his cigars from the barber. The grocer makes no money out of his tobacco and the barber makes 60 per cent. on his cigars.

The grocer can't give a single sound reason why he doesn't sell cigars.

Now, be reasonable. Order 1,000 from us. We pay express and will take back what you haven't sold, at invoice price at the end of three months. Is not that a fair and square offer?

Pebble in a 5-center, and **Pharaoh** at 10 cents, sell well.

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

What sells best, pays best Not what costs least.

Many a dealer has made the mistake of looking only at the cost of an article, forgetting to consider its selling quality.

T. & B. Smoking Tobacco fortunately costs right and sells right. Its consumption proves this.

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

Cuba Wants Tariff Concessions.

In connection with the negotiations in progress at the present time for a commercial treaty between Spain and Cuba, a petition has been presented to the Spanish Government from the Cuban planters and manufacturers setting forth the necessity for obtaining from Spain concessions in the tariff in favor of Cuban tobacco, which represents so great a proportion of the wealth of the island. The petition stated that no other product can better be offered to Spain in exchange for oils, wines, cotton, textures, shoes, and other goods imported into Cuba, and which during the last fiscal year aggregated a value

of \$10,023,312, or eighteen per cent. of the imports from all countries. During the twelve months ended June 30, 1903, Spain imported \$1,681,624 worth of Cuban produce, or two per cent. of the total exports from Cuba, of which amount no less than \$982,243 is credited to tobacco.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

**J. M. FORTIER, Limited,
MONTREAL.**

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

MONEY, MONEY, MONEY

It's money that makes the mare go.

It's money that the grocer needs.

The grocer is working for his own bank account.

The Tobaccos that pay him best—provided they are good tobaccos—should receive his best efforts in selling.

McAlpin's Tobaccos

are good; they are popular; they are more profitable than any other good tobaccos made.

So we count on the grocery trade to sell McAlpin's Tobaccos just because in them is money.

McALPIN CONSUMERS' TOBACCO CO., Limited, TORONTO.

FREIGHTS AND CHARTERS

THE Board of Managers of the New York Produce Exchange have adopted the agreement recently proposed regarding the handling of grain by trunk lines, which was to go into effect November 24. This was dealt with in this department three weeks ago.

Some immense cargoes of freights left Montreal last week, and prices were slightly firmer owing to the last week of ocean navigation at that port. Lake and rail freight has been very active, and firm rates ruled.

Shipments of freight perishable by frost seem to have curtailed some wholesale grocery, vegetable and fruit orders.

The R. & O. Navigation Co. reports a very poor season for passengers, and only a fair one for freight.

Tonnage totals have been excellent for Canadian shipping all season. Immense competition will set in now between the big all-rail routes of United States and Canada. The terminals, such as Portland, Boston, Halifax and St. John will be chiefly affected.

commercial interests have already come to look upon it as the distributing centre for the whole of the west. Accordingly one finds in Winnipeg nearly every wholesale house and manufacturing firm in Canada represented. The wholesale district, with its massive and substantial buildings and wide streets, compares favorably with those of the largest cities of America. Building operations are being pushed with unprecedented rapidity, one of the most significant features being the large number of Am-

BERTH QUOTATIONS.

Rates quoted in cents per 100 lbs. ; in sterling per 2,240 lbs.

DESCRIPTION.		Liver- pool	Glas- gow	Lon- don	Bristol	Belfast	Leith	Aber- deen	Dublin	Man- chester	Cardiff	Ham- burg	Ant- werp	Havre	Rotter- dam	Quebec to London
Flour, star.h, split peas and oatmeal, in bags..	2240 lb.	*5c.	*8c.	*7c.	*9c.	11/3	11/3	11/3	11/6	7/6			9/			
Oilcake and cotton seed cake.....	"	*5c.	*8c.	*7c.	*9c.	10/	11/3	11/3	11/6	7/6			9/			
Flake oatmeal, rolled oats, middlings, in bags.	"	*7c.	*11c.	*10 1/4 c	*9c.	13/			14/	11/3			10/			
Lard, beef, pork, tallow and oleo, in barrels or tierces, oils, wax.....	"	6/6	13/3	13/3	15/	17/6	13/3	15/	18/3	7/6			17/6			
Lard in pails and other small packages.....	"	9/	18/3	18/3	15/	17/6	13/3	15/	17/6	7/6			17/6			
Bacon and boxed meats.....	"	6/6	13/3	13/3	15/	17/6	13/3	15/	17/6	7/6			17/6			
Canned meats and fish.....	"	6/6	13/3	13/3	15/	17/6	13/3	15/	17/6	7/6			17/6			
Canned goods (fruits, vegetables, etc.).....	"	6/6	15/9	T	15/	15/	17/6	17/6	15/	10/			10/			
Cheese in boxes. Condensed milk.....	"	20/	26/3	25/	25/	25/	25/	25/	25/	20/			30/			
Cheese in crocks in cases.....	"	25/	31/6	30/	30/	25/	30/	30/	25/	25/			35/			
Butter, in cases and kegs.....	"	25/	31/6	30/	30/	25/	30/	30/	25/	25/			35/			
Seeds, timothy and clover, in bags.....	"	10/	15/	12/6	15/	25/	15/	15/	25/	12/6			12/6			
Seeds, blue and other grass, in bags.....	"			T												
Leather, black and other, in heavy bales and bundles.....	"	15/	21/	20/	20/	25/			25/	15/			30/			
Leather, rough sole, and split, in rolls and bales.....	"	20/	31/6	25/	25/	25/			25/	20/			35/			
Pot and pearl ash, No 1 asbestos and mica.....	"	7/6	10/	10/	12/6	12/6			16/6	7/6			12/6			
Maple and elm blocks and squares.....	"	8/	12/6	11/3	12/6	17/6			17/6	8/			13/9			
Heavy lumber—oak, elm, birch and maple.....	"	*8c.	*16c.	*12c.	12/6	15/			17/6	8/			13/9			
Weight (coarse).....	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6			12/6			
Radiators and similar castings.....	"	7/6	12/6	12/6	12/6	17/6			17/6	7/6			12/6			
Seed, peas and beans, in shipper's bags.....	"	6/3	10/	10/	10/	12/6	10/	12/6	13/6	8/9			10/			
Measurement (coarse).....	40 cb. ft.	8/9	15/9	T	12/6	12/6	15/9	15/9	12/6	8/9			12/6			
Measurement (fine).....	"	20/	21/	T	20/	20/	21/	21/	20/	20/			20/			
Woodenware, etc.....	"	8/9	10/6	T	12/6	12/6	12/6	12/6	12/6	8/9			12/6			
Furniture, etc.....	"	10/	13/1 1/2	T	12/6	12/6			12/6	8/9						
Implements, etc.....	"	10/	10/6	T	12/6	12/6			12/6	10/						
Eggs, in cases or barrels.....	"	12/6	15/9	15/9	15/	15/			15/	15/						
Apples, flour.....	Barrel	2/6	3/	2/6		3/			3/	2/6						
Apples and other green fruit, in boxes.....	40 cb. ft.	12/6	15/9	15/9	17/6	20/			20/	12/6			17/6			
Smalls, of less than 1/4 ton wt. or msmt.....	each	10/	10/	10/	10/	10/			10/	10/			10/			
Grain, in shipper's bags.....	Quart'r					3/			3/							
Deals.....	Stand'd															

When ocean charges are collectable at port of destination, rates exchanged on basis of \$4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of \$4 86 to £1 stg.
If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.
* Rates quoted in cents are per 100 lbs. T For rates see London Tariff.

Rates will be quoted next week for St. John, N.B., and some reference will be made to Portland, as three leading Canadian lines will run occasional boats to these ports.

Three new charters were reported this week to carry lumber to River Plate.

Over 15 large liners have left Montreal for different ports during the last ten days. The buoys in the St. Lawrence will be lifted shortly and the harbors will be ruled by snow and ice.

WINNIPEG THE METROPOLIS OF THE WEST.

It may be truly said that the eyes of ambitious young Canadians are today fixed on the great Northwest, and particularly on Winnipeg, the metropolis of Western Canada. The remarkable development of Manitoba's capital within the comparatively short period since its incorporation as a city is almost a subject for wonderment, and

merican firms preparing to establish industries to catch the western trade. To refer to the grocery trade, the wholesale firms of Winnipeg without a single exception have been obliged to increase their accommodation in order to handle their rapidly increasing business; the other side of the trade is represented by no less than one hundred and fifty retail grocers, all of whom are reported to be doing a splendid business.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas.

Van Houten's "beats the Dutch."

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

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

"Irresistibly
Delicious!"



One taste
will make a
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

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

old
reputation

Attention!

old
reputation

The BEST
of

Swiss Milk Chocolates

KLAUS'S

CHOCOLATES

are now introduced in the Canadian Market.

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

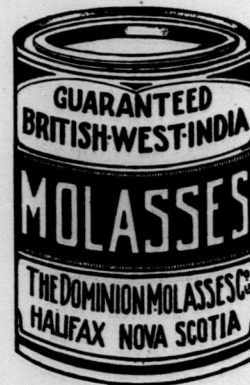
Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,
MONTREAL.

MOLASSES

2 lb.



5 lb.

3 lb.

10 lb.

Finest quality West India Molasses in cans.

For samples and prices write to

The Dominion Molasses Co.,
Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

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

TORONTO
HAMILTON
LONDON
WINNIPEG

WM. BRAID & CO. COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

*If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.*

BRAID'S BLENDED COFFEES are the best for grocers to buy—

*FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.*

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

**Write us for
Samples**

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

November 24, 1904.

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
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Found tins, 3 doz. in case.....	3 00
12-oz. tins, ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.....	10c.....	\$0 85
3 doz.....	4-oz.....	1 20
3 doz.....	6-oz.....	1 75
1 doz.....	12-oz.....	3 50
3 doz.....	12-oz.....	3 45
3 doz.....	12-oz.....	3 40
3 doz.....	16-oz.....	4 45
3 doz.....	16-oz.....	4 35
1 doz.....	2 1/2 lb.....	10 40
1 doz.....	5 lb.....	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.....	\$0 40
4 ".....	4-oz.....	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
2 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	2 1/2 lb.....	4 10
1 ".....	5 ".....	7 30
3 ".....	6 oz.....	Per case
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	

Per case \$4 55

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case.....	\$0 40
" 4 ".....	0 75
" 3 ".....	1 25
" 2 ".....	2 25

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.....	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.....	90
Ocean Baking Powder, 1 lb., 3 doz.....	1 25
Ocean Borax, 1-lb. packages, 4 doz.....	40
Ocean Cornstarch, 40 pks. in a case.....	75

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

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

CLEVELAND'S-DIME.

Sizes.	Per Doz.
1 lb.....	\$ 1 00
8 oz.....	1 50
1 lb.....	2 20
12 oz.....	2 80
3 lb.....	15 00
5 lb.....	25 00

"VIENNA" BAKING POWDER.

1-lb. tins, 4 doz in box.....	Per doz. \$2 25
1-lb. tins, 4 doz in box.....	1 25
1-lb. tins, 4 doz in box.....	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.....	\$3 25
---------------------------------------	--------

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case 1 lb.....	\$2 40
1 " 1 lb.....	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.



EAGLE BAKING POWDER.

Cases of 48-5c. tins.....	\$0 45
" 48-10c. tins.....	0 75
" 24-25c. tins.....	2 25
" 48-25c. tins.....	2 25

JAMES' DOME BLACK LEAD.

Per gross	
6a size.....	\$2 40
2a size.....	1 50

BORAX.

"Bee" brand, 5 oz. cases, 40 pkgs.....	1 40
" 10 oz. cases, 48 ".....	3 25
" 16 oz. cases, 48 ".....	4 25

EAGLE BORAX.

Cases of 5-doz. 5c. packages.....	\$2 40
" 5-doz. 10c. ".....	0 85

BROOMS.

UNITED FACTORIES, LIMITED. doc. net.

Boeckh's Bamboo Handles, A, 4 strings.....	\$4 75
" " " B, 4 ".....	4 40
" " " C, 3 strings.....	4 10
" " " D, 3 ".....	3 85
" " " E, 3 ".....	3 55
" " " G, 3 ".....	3 20
" " " I, 3 ".....	3 25

Cereals.

Wheat Oat, 2-lb. pkgs., per pkg.....	0 05
" " 7-lb. cotton bags, per bag.....	0 10
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tillson's Oats, 2-lb. pkgs., per case.....	3 00

Chocolates and Cocos.

THE COWAN CO., LIMITED.

Cocos—

Hygienic, 1-lb. tins.....	per doz. \$6 75
" 1-lb. tins.....	3 50
" 1-lb. tins.....	2 00
" fancy tins.....	0 35
" 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.....	



Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz.; or 1 gross, 4 oz.	

"Eureka" is heard every now and then from manufacturers claiming superior merits for their **experiments.**

"I have found it," was the consumers' cry 50 years ago when

Edwardsburg "Silver Gloss" Starch and Benson's "Prepared Corn"

was placed on the market—it is still the cry. **The Best** cannot be improved upon.

MANUFACTURED BY THE

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, P.Q.

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-bered.	Covers and num. bered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

\$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	9 "
35 00 "	10 "
40 00 "	11 "
45 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.	
Clothes pins (full count), 5 gross in case, per case	\$0 22
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95



Wholesale Agents: The Davidson & Hay, Limited, Toronto

Food.

Gelatine.

Knorr's Gelatines	Per gross	\$16 75
Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	groats	1 25
" "	1-lb. tins	2 25

" "	Per doz.	\$1 40
" "	1 doz. at.	1 45

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	1 90

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$0 95
2-lb. tins, 2 doz. in case	1 60
Home Made Jams—	
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 06½
7 and 14-lb. wood pails	0 06½
30-lb. wood pails	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	0 95
2-lb. tins, 2 doz. in case	1 60
7 and 14-lb. wood pails, 6 pails in crate	0 06½
30-lb. wood pails	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	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

Matches.

UNITED FACTORIES, LIMITED.	Per case.
Surelight (Parlor)	\$3 50
Flashlight (Parlor)	5 75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case, 5 cases.
Imperial	\$5 75 \$5 50
Best	3 50 3 25
Crown	1 70 1 60
Maple Leaf	1 90 1 80
Knights	4 75 4 50
Sulphur—	
Club	3 90 3 70

Mince Meat.

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

Mustard.

COOLMAN'S OR KEEN'S.	
D.S.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 80
" " 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" " 1-lb. jar	0 25
F.D., 1-lb. tins	per doz. 0 25
" " 1-lb. tins	1 45

E. D. MAROEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
1-lb. tins	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	0 23
1-lb. tins	0 22½
4-lb. jars	per jar 0 70
1-lb. jars	0 25



Orange Meat.

Cases, 36 15c. packages	\$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.00
5 case lots	4.00
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.	
"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

Pickles.

A. P. Tippet & Co., Agents.	
Cement stoppers (pints)	per doz. \$ 2 30
Corked	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3 00.	
Case of 1-lb. (containing 120 pkgs. per box, \$3 00.	
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.	
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.	

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages	per case. \$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
No. 3, " 60 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75
"BEE" BRAND.	
"Bee" brand, 8 oz., cases, 120 pkgs.	Per case \$ 2 75
" " 10 oz., cases, 96 pkgs.	case
" " 16 oz., cases, 60 pkgs.	\$ 2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.	
Maypole soap, colors	per gross \$10 20
" " black	15 30
Oriole soap	18 20
Gloriola soap	13 00
Straw hat polish	10 20

RABBITT'S.

Rabbitt's "1776" 6-oz. pkgs.	\$3.50 per box. 5 boxes a freight paid and half box free.
Rabbitt's "Best" soap, 100 bars	\$4 10 per box.
Potash or Lye, box	
each doz., \$3 per box.	WM. H. DUNN AGENT.



A "GOOD COFFEE" reputation—has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling

"Prince of Wales"

MOCHA & JAVA COFFEE

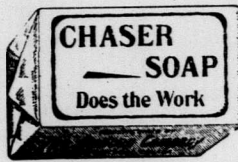
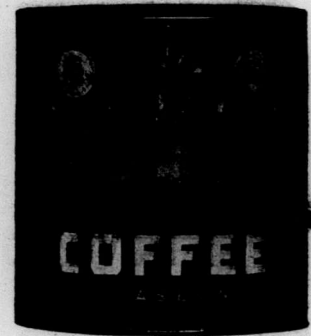
Packed in 1 & 2-lb (air-tight) tins.

S. H. & A. S. EWING

ESTABLISHED 1845.

Importers and Manufacturers

55 Cote St., MONTREAL.



CHASER SOAP.

1 case	\$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	\$0 06 1/2
No. 1 " " 3-lb.	0 06 1/2
Canada laundry, 6-lb. draw-lid boxes	0 05 1/2
Silver gloss, 6-lb. tin canisters	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
Kegs silver gloss, large crystal	0 06 1/2
Benson's satin, 1-lb. cartons	0 07 1/2
No. 1 white, bble. and kegs	0 05 1/2
Canada White Gloss, 1-lb. pkgs.	0 05 1/2
Benson's enamel	per box 1 25 to 2 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05 1/2

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08 1/2

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. \$ 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$0 06 1/2
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06 1/2
Finest Quality White Laundry—	
3-lb. Cassinets, cases of 48 lb.	0 06 1/2
Barrels, 200 lb.	0 06 1/2
Kegs, 100 lb.	0 06 1/2

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07 1/2
6-lb. toy trunks, 5 in case	0 07 1/2
6-lb. enamelled tin canisters, 5 in case	0 07 1/2
Kegs, ex. crystals, 100 lb.	0 06 1/2

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 46 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 06 1/2

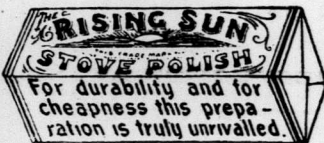
Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 06 1/2
" " 3-lb. cartons, 36 lb.	0 06 1/2
" " 300-lb. bbl.	0 05 1/2
" " 100-lb. kegs	0 05 1/2
Canada Laundry, 40 to 46 lb.	0 05 1/2
Ivory Gloss, 3-4 family pkgs., 48 lb	0 07 1/2
" " 1-lb. fancy, 30 lb.	0 07 1/2
" " large lumps, 100-lb. kegs	0 06 1/2
Patent starch, 1-lb. fancy, 28 lb.	0 07 1/2
Akron Gloss, 1-lb. packages, 48-lb.	0 06 1/2



OCEAN MILLS.
Chinese starch, per case of 4 doz., \$4, less 5 per cent.

"BEE" BRAND CORN STARCH. \$3 00
San Toy Starch—
10c. pkgs, cases 5 doz., per doz. 1 00 less 5 per cent.
Stove Polish.



Per gross.

Rising Sun, 6-oz. cakes, 1-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste, 5c. size, 1-gross boxes	5 00



DUNN, AGENT.



Enameline stove dressing, per doz. 0 70

"CROWN" BRAND PERFECTION SYRUP.

Per case.

Enamelled tins, 2 doz. in case	\$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 80
5 " " " " " " " "	2 35
10 " " " " " " " "	2 25
20 " " " " " " " "	2 10

"BEAVER" BRAND.

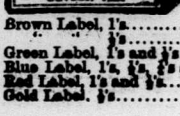
Per case.

1 gal. tins, square, 6 in case	\$4 40
1/2 gal. tins, round, 12 in case	4 50
1/4 gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

Per case.

1 gal. tins, square, 6 in case	\$4 70
1/2 gal. tins, round, 12 in case	4 80
1/4 gal. tins, round, 24 in case	5 30



Teas.

SALADA OCEYLON.

Wholesale.	Retail.
Brown Label, 1's	\$0 20 \$0 25
" " " " "	0 21 0 26
Green Label, 1's and 1/2's	0 22 0 27
Blue Label, 1's, 1/2's and 1/4's	0 23 0 28
Red Label, 1's and 1/2's	0 24 0 29
Gold Label, 1's	0 25 0 30



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" " 1/2-lb.	0 20
Blue Label, retail at 30c.	0 22
Green Label, " " 40c.	0 28
Red Label, " " 50c.	0 35
Orange Label, " " 60c.	0 42
Gold Label, " " 80c.	0 55



Cases, each 60 1-lb.	\$0 35
" " 30 1-lb.	0 35
" " 120 1-lb.	0 36



LUDELLA OCEYLON, 1's AND 1/2'S PKGS.

Blue Label, 1's	\$0 18 1/2 \$0 25
Blue Label, 1/2's	0 19 0 26
Orange Label, 1's and 1/2's	0 21 0 30
Brown Label, 1's and 1/2's	0 22 0 40
Brown Label, 1/2's	0 30 0 40
Green Label, 1's and 1/2's	0 35 0 50
Red Label, 1's	0 40 0 60

"CROWN" BRAND.

Wholesale. Retail.

Red Label, 1-lb. and 1/2's	\$0 25 \$0 50
Blue Label, 1-lb. and 1/2's	0 28 0 40
Green Label, 1-lb.	0 19 0 25
Green Label, 1/2's	0 20 0 25
Japan, 1's	0 19 0 25

E. D. MAROEAU, Montreal.

Japan Teas—

"Condor" 1 40-lb. boxes	\$0 42 1/2
" " 11 40-lb. boxes	0 40
" " 111 80-lb. boxes	0 36 1/2
EMD AAA Japan, 40 lb. at.	0 32 1/2
" " AA " " "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27 1/2
"Condor" IV 80-lb. "	0 32 1/2
" " V 80-lb. "	0 27 1/2
" " XXXX 80-lb. boxes	0 33 1/2
" " XXXX 80-lb. "	0 34 1/2
" " XXX 80-lb. "	0 21
" " XXX 80-lb. "	0 22
" " XX 80-lb. "	0 19
" " XX 80-lb. "	0 20

Black Teas—"Nectar" in lead packets

Green Label, 1's, 1/2's and 1/4's	retails \$ 25 at 0 20
Chocolate Label, " " " "	0 25 at 0 25
Blue Label, " " " "	0 30 at 0 35
Maroon Label, " " " "	0 40 at 0 45
Fancy tins—Chocolate, 1-lb.	0 33 1/2
" " Blue, 1-lb.	0 35 1/2
" " Maroon, 1-lb.	0 45 1/2
" " Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, 1's, 1/2's and 1/4's	retails 0 25 at 0 20
Grey Label, 1's, 1/2's and 1/4's	0 25 at 0 20
60-lb. cases, " " " "	0 30 at 0 25
Yellow Label, 1's and 1/2's	0 35 at 0 28
Blue Label, 1's, 1/2's and 1/4's	0 40 at 0 30
Red Label, 1's, 1/2's and 1/4's	0 50 at 0 34
White Label, 1's, 1/2's and 1/4'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 17 1/2



LIPTON'S TEA (in packages).

1 lb. & Sold	
Color of 1/2 lb. & 1 lb. for	
Label per per	
lb. lb. lb.	
Ceylon-India, Ex. oh't A Yellow	45 70
" " " B Red	40 60
" " " C Orange	30 40
" " " D Blue	25 30
" " " E Green	20 25

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 2 1/2, 5c. and 10c. \$0 30
Amber, 5c. and 10c. 0 30
Chewing—Stag, bars, 10c. 0 45
" " Boba, 5c. and 10c. 0 44
" " 10c. oz. bars, 6c. 0 44
" " Currency, 12 oz. bars, 12c. 0 47
" " 6c. and 12c. 0 47
" " Old Fox, narrow, 12c. 0 47
" " Snowshoe, 14c. oz. bars, sp'd'd 0 51
" " Pay Roll, 7c. and 6c. 0 52
" " Fair Play, 5c. and 10c. 0 52

Vinegars.

B. D. MAROEAU, 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

GRIMBLE'S MALT.

Bulk, 1-cask, 25 gals.	\$5 45 \$10 95
" " casks, 60 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	\$4 55
100 lb.	7 00
100 lb.	3 30

1 case 50 lb. packages free with 5-case lots
Freight prepaid.

Care's Woodenware.

UNITED FACTORIES, LIMITED.

Per doz.

Washboards, Victor	\$1 30
" " Crown	1 25
" " Improved Globe	1 50
" " Standard Globe	1 00
" " Original Solid Globe	1 50
" " Superior Std. Br. Globe	1 50
" " Jubilee	1 50
" " Pony	0 90
Diamond King (glass)	2 50
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Fails, No. 1, 2 hoops	1 25
" " No. 3	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkg. in case	\$1 05
Gillett's cream yeast, 3 doz.	1 05
Jenny cream yeast cake, 3 doz. 5c.	1 05
Virginia	3 doz. 5c. 1 05

11

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OFFERS

Brands

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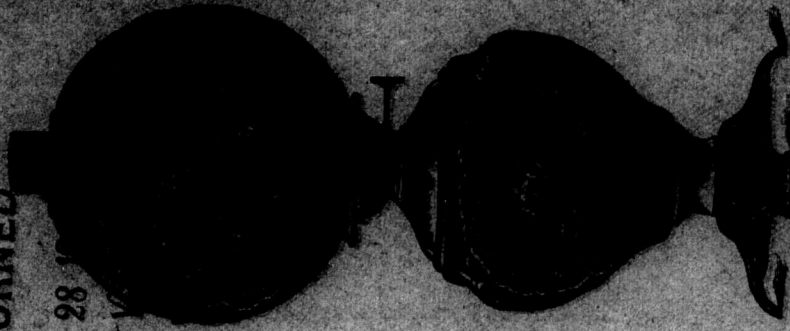
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RETURNED

NOV 28 1911

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Lamps for Xmas Trade



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

GOWANS, KENT & CO.
16 Front Street East
TORONTO

Branches at
Winnipeg and Montreal



Perfectly clear from our lights to your customers.

You are the merchant we want to continue—your own the one we know will do better and more profitable business if you call

**Wether's
Mince Meat**

The best way to get your customers interested in what you have you ask your customers. Wether's is the best, cleanest, most wholesome article in the market. Ask them and see.

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

C. & C. Candies

CROSSE & CO.

C. & C.