

**PAGES
MISSING**

Griffin & Skelley's Dried Fruits.

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

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow.

"Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

"Easter" Brand.

Seeded Raisins.

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

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,
8 Place Royale, Montreal.

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The Twentieth Century Broom.

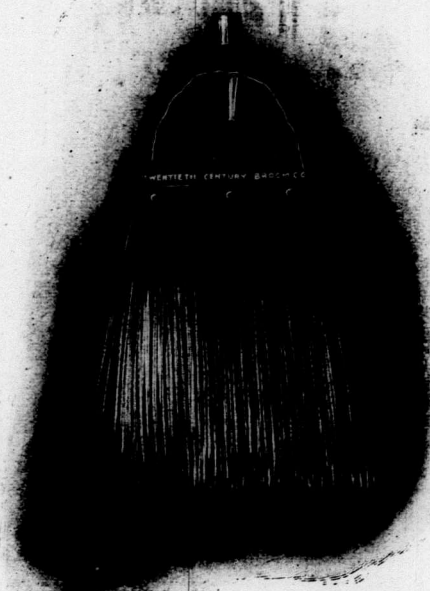


Showing how the New Broom is used.

After numerous unforeseen delays incident to the starting of a new industry we are now shipping the New Brooms.

We have a mass of orders ahead of us, which we will fill in the order in which they were received, and we ask the kind indulgence of our friends for the unavoidable delay.

We are doubling our capacity and hope soon to be able to keep pace with our orders, and ship as soon as they are received.



Showing how the New Broom is made.



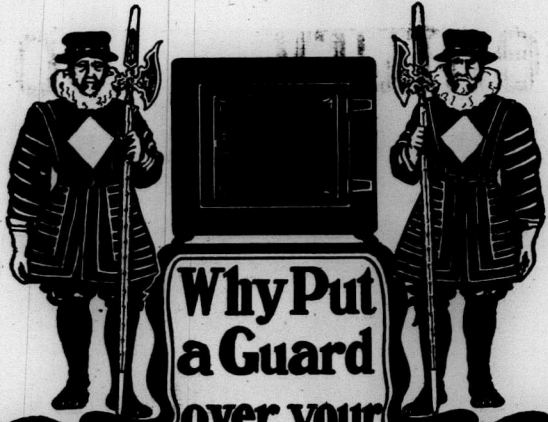
Showing how the New Broom is Packed.

Ask your wholesale house for **The Twentieth Century Broom.**

SOLE MANUFACTURERS IN CANADA,

The Eclipse Manufacturing Co., Limited,


OTTAWA, - CANADA.



Why Put a Guard over your Cash Drawer?

AND NOT OVER YOUR BULK GOODS?

Why do some merchants employ a cashier, buy a Cash Register and a Safe to protect their cash, and then refuse to guard the bins and barrels that hold this money in another form? Just realize this. Your bulk goods were cash yesterday, and will be tomorrow. Your success depends on the difference between these two amounts, and you need protection right at this point. A Dayton Moneyweight Scale fits in right here; it gets all the profit so that your Cashier, Register, and Safe may have something to hold. It will



A post card brings our 1903 catalogue. Ask Dept. M. for catalogue.

Save three Pennies

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

"Sterling" Brand Catsups

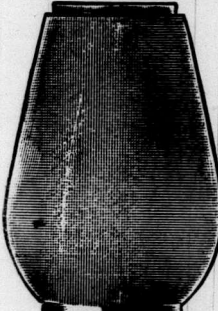
These catsups are even better than the "kind that mother makes." They are made from select stock and spiced just right.

All grocers should carry a stock of these catsups, because they are "trade-makers."

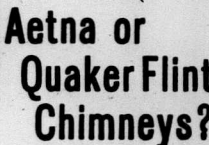
Win Favor.

The **T. A. LYTLE COMPANY, Limited**
Makers of High-Grade Catsups,
124-128 Richmond St. West, TORONTO.

ARE YOU USING OUR



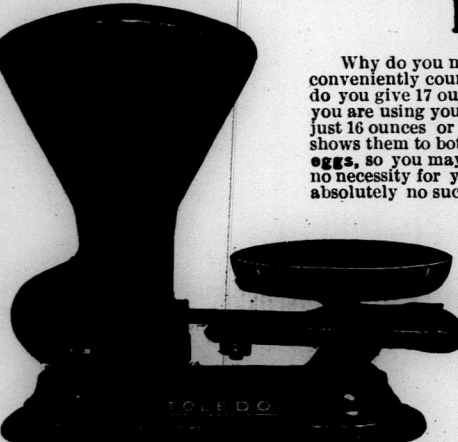
Cold Blast or Jubilee Globes



Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited



MERCHANTS


Why do you not give 13 eggs for a dozen? Simply because you can conveniently count out 12 eggs which are the standard dozen. Why do you give 17 ounces or more for 1 lb? Simply because on the scales you are using you have to guess and are never sure whether you have just 16 ounces or not. **The Toledo Scale Counts the ounces and shows them to both buyer and seller, just as plainly as you count the eggs, so you may give 1 lb. 1 oz. for a pound if you wish, but there is no necessity for your so doing if you use a Toledo Scale, as there is absolutely no such thing as down or overweight on a Toledo Scale.**

MADE IN CANADA.

Drop a postal asking for Catalogue to

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

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



MOTT'S DIAMOND CHOCOLATE.

JOHN P. MOTT & CO.
HALIFAX, N.S.
ESTABLISHED 1844

IS THE BEST.

For Sale Everywhere.

ASK FOR

MOTT'S.



THE MOP THAT THE SUN NEVER SETS ON.

Self-wringing Mops and Mop Cloths

Much, very much, depends upon the cloth with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is, of any value. One of our regular standard Cloths would redeem, in a large measure, a very poor imitation of our Mop; but 'twould be better business acumen to insist upon getting the regular, true

"Tarbox" Self-wringing Mop

with its full value and completeness and thereby give your customers value received in the start.

t means better results in the line and greater confidence between buyer and seller. A very large percentage of the better class of jobbers of kindred articles handle our goods.

TARBOX BROS., Toronto, Canada.

When you sell your customers

Japan Tea

you sell them Tea
that is **Pure, Whole-
some, Delicious** and
Invigorating.

There is no Tea grown
that can equal the fine,
sweet, healthful Teas of
JAPAN.

They may be **imitated**, but can never be excelled.

Please your customers and sell

JAPAN TEAS

THE CANADIAN GROCER

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

is Cold
Water

**STARCH
IVORINE**

ASK
TRAVELLERS
THE PRICE

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

CONDENSED MILK



The Most Attractive and Popular Brand

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

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

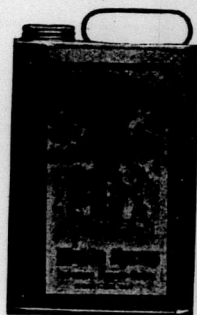
Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver

"Imperial Brand"

Maple Syrup

is a popular
seller at
all good
grocers.



The
store
that does
not keep it
loses business.

ROSE & LAFLAMME,
Agents,
MONTREAL.

*Nonpareil
Jellies.*

**A Household
Necessity**

An all-year luxury. Compact
packages of solidified jellies, 15
varieties of the choicest fruit
flavors. The highest quality
jelly on the market. Your cus-
tomers will thank you for selling
them the first package.

ROSE & LAFLAMME, Agents,
MONTREAL.

"Wise men are careful men"

—It will pay you to be wise.

In selecting tea for your trade, look carefully into the question of soil and climate. On it depends in large measure the quality of the finished leaf.

To the remarkable climatic conditions of **Ceylon**, together with the extraordinary fertility of its soil, is attributable the fine, delicate aroma and flavor of **Ceylon Tea** and it is no mean feature in the popularity of **Natural Green Ceylon Tea**.

You will do wisely to sell only

CEYLON TEA

Black and Green

They carry quality, and show profit.

COHOES

"Eagle"
"Golden Net"
"Harlock"
"Empress"

RED SOCKEYES

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

Don't experiment with trade. It doesn't pay.
Our brands are all proved trade holders.

The British Columbia Packers' Association,

VANCOUVER, B. C.

All Storekeepers

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

Without Cost to You.

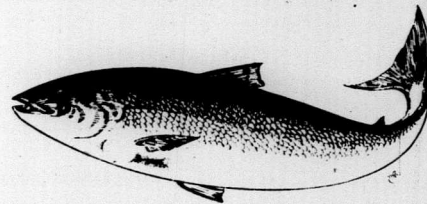
WRITE US FOR PARTICULARS.

THE DOMINION CANISTER CO.

LIMITED

DUNDAS, CANADA.

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

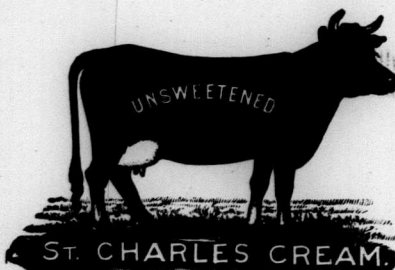
ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

THE CANADIAN GROCER

Has stood
the test
of every
climate.



Purest
and best
for all
purposes.

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

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

Home Office and Address:

Correspondence and trade orders solicited.

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

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

We have a very attractive one-pound tin of

Social Tea Biscuit

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

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire

SAUCE

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited,

**WORCESTER,
ENGLAND.**

PEACHES

Give your customers good sugar to put down their peaches with. If the preserves are put down with poor granulated, they won't keep, and you will be blamed.

ST. LAWRENCE EXTRA GRANULATED

is the best sugar on the market.

The St. Lawrence Sugar Refining Co.,
Limited,

MONTREAL.

**Spices for
Pickling
and Sauce
Making.**



WE HAVE always led in these lines. This season the variety and values offered are exceptional. Look up your stock and give us an opportunity of pleasing you in the goods we send.

Whole pickling spices in 5 and 10c. tins. Some fine lines of Cloves, Ginger, Cinnamon, Pepper, Turmeric, Celery Seed and Mustard Seed.

Each line selected with a view to giving perfect satisfaction.

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

**Wood's
Primrose Teas**

SHOULD YOU BE ASKED

why this line of Package Teas bearing our trade mark and guarantee grows steadily in public favor, you may truthfully say:

It is the product of years of skilful test and selection.

Its excellence never varies in its high quality.

Every package is sealed air-tight, is full weight, and in such unique, convenient, attractive form as to sell readily.

It carries a system of introduction and sales extension most valuable to the dealer.

It has been given a name which stands for something and has a widely known reputation for reliability.

Still you have not told half that might well be spoken in favor of Wood's Primrose Teas.

THE CORRECT THING
FOR
ICED TEA.

THOMAS WOOD & CO., 428 St. Paul St.,
MONTREAL.

Watch Your Trade Grow

WHEN YOU SELL YOUR CUSTOMERS

"GOLDEN EAGLE" COFFEE

AMERICAN COFFEE & SPICE CO.,

NEW YORK,

109 Front St., East,
TORONTO,

LONDON, ENG.

CANADA BROKERAGE CO., Limited

**48 WELLINGTON ST. EAST,
TORONTO.**

F. W. HUDSON,
President.

W. F. MORLEY,
Vice-President

H. T. WILSON,
Sec.-Tres.

Phone Main 2282.
" Main 670.

**General Agents and Wholesale Dealers
in Fancy and Staple Groceries.**

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

AT 3 o'clock Wednesday morning the vote on the first stage of the Government's transcontinental railway policy was taken, with a very full House and a very full gallery. Speaking of the latter it is a surprise to many that the ladies turn out in such force to "see the vote," subjecting themselves to a great deal of discomfort, forced to listen for hours to speeches none too brilliant, deprived of rest without the compensating advantage of the excitement which a social gathering brings with it, and all that they may behold a couple of hundred weary looking legislators rise in succession in answer to their names to record votes upon which most of them at least have made up their minds long before the first word upon the subject in hand had been spoken or the first flood of eloquence let loose. Yet such has been the custom of the fair sex time out of mind. Of course, it is not every vote which they honor with their presence; just the more important ones, always the division on the Budget for example, and perhaps one or two more during a long session such as this has been. From August 11th to September 1st is certainly a long time to have spent on the first round of even such a fight as this, especially when one considers that on that same 11th day of August the House had been in session five months, but nobody would have grudged the expenditure of time had expeditious dealing followed. When the members streamed into the lobbies after the vote the face of one young Liberal was so unmistakably happy as to provoke the question from a Tory chum of his, "What are you looking so pleased about?" "Why, old man," came the reply, "this is the first transcontinental railway I have ever built." Little did this joyous legislator imagine that the very next day, Thursday, the House would plunge into a hopeless deadlock to keep it in session night and day till the blessed peace of Sunday put a period to its senseless labors. We say senseless labors advisedly. Labor it has been and no mistake, senseless because it has been simply a party fight with no more to do with the railway legislation before the House than with the Irish land bill. Graphic writers have described the stampedes of cattle, the uneasiness in the herd in the early stages

of the trouble, and the final headlong rush, but no one can account for the recurrence of such inane acts as these on the part of men who are supposed to be beyond all others the common sense of the nation. Of course, each side blames the other. The Government supporters charge their opponents with obstruction, and in this particular case whisper that the Conservatives have made up their minds deliberately to waste the time of the House until Mr. Borden, unfortunately absent through illness, returns, while the Opposition speaks angrily of Government tyranny in refusing to allow the House to rise, with many grumbles about the "brute majority." The backbencher deplures his fate in being kept here absolutely wasting time when he is dying to see the home and family from which he has been absent for a half year, but puffs his chest, blames the other fellows, and says, "We'll show them that they can't run us, if we have to sit night and day till Christmas."

The closing hours of the great debate were enlivened by a speech from the Hon. Wm. Paterson, which, if power to move one's hearers be the true test of oratory, must rank high among the greatest efforts of Canadian parliamentarians. To begin with, Mr. Paterson is undoubtedly one of the most popular men in the House. Of unfailing courtesy to friend and foe alike, and with a most delightful humor of his own, with a voice which for power and richness is unequalled by any man in the Commons, and with a power of sarcasm so tempered by good nature that even the victim is seen to be smiling pleasantly, "Billy" Paterson, as he is fondly called by his Ontario followers, has assets as a public man unexcelled by many. Since more than four score men had spoken before him, one can readily understand that he was unable to produce any very new arguments, but he certainly changed the costumes and the stage settings with the result that the audience appreciated the performance as keenly as if his speech had been first instead of last. The point which he emphasized more than any other was a contrast between the two policies, so far as its effect on the manufacturing industries of Canada were concerned. He contended that the Government's policy of constructing new roads called for manufac-

turing in almost every line, while the Opposition policy of buying existing systems and acquiring running rights over still others, did not mean one cent of expenditure for productive purposes, though costing the country just as much or more. He rallied Mr. Tarte, for whom he said he still felt a "lingering affection," for opposing a measure which meant so much to the very class, the manufacturers, whose special champion he professed to be, and fairly brought his Ontario followers to their feet at the conclusion of this portion of his speech.

Mr. Paterson was followed by the popular and eloquent senior member for West Toronto, Mr. E. F. Clarke. It is safe to say that no two men could have been found on the respective sides at so late a stage of the debate who could have so aroused enthusiasm in their weary followers. Mr. Clarke resented Mr. Paterson's charge that the Conservatives were by their opposition to the Government scheme writing the motto "Little Canada" on their banner. He traced in glowing periods the work of the Conservative party in the past as the builders of the Intercolonial and the C.P.R., and as the inaugurators of the National Policy to prove that far from being "little Canadians," it was to it that we owed the prosperous and united Canada which today we see.

After Mr. Clarke some two or three other gentlemen mingled in the debate and then Mr. Seymour Gourley took the floor and held it courageously for three hours. Mr. Gourley was not so interesting as usual, and, at last, many members growing impatient, cat-calls and other unseemly noises began to manifest themselves. The Speaker, who never before in this Parliament has been called upon to notice such conduct in the House, sternly called order, which produced the same—for about three minutes. Then once more the offender (so carefully did he comport himself that to locate him was impossible) gave tongue, and Gourley rose to the occasion. Ignoring the Speaker, with that power behind the throne, the Sergeant at Arms, as the peace keepers of the House, he announced that he would have his say out if it took till Christmas, that he would not tolerate such interruptions, and that if they oc-

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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



DURABLE
3000 TONS SOLD EVERY YEAR

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

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

curring again he would personally eject the disturber from the House. This burst was hailed with enthusiasm by his fellow members, and, evidently, with quaking by the offender, for the noises ceased and Mr. Gourley went on triumphantly to the end.

* * *

Mr. Tarte, of course, voted against the Government. Some few inconsiderates wondered if he would do so, but why the matter was ever in doubt it is hard to say. Only the Sunday before Mr. Tarte had been chief speaker at a large Conservative gathering in the Province of Quebec, and then and there had made his peace with his old party and formally rejoined it. Such being the case it would have been odd indeed had he endorsed that part of the Government programme on which the next general election will chiefly be fought. There was but one thing for him to do, and he did it.

* * *

As to Mr. Blair's vote, there was, of course, no possibility of doubt, since it was because of this very policy that he left the Cabinet. Since the vote, however, his paper, The St. John Telegraph, has come out with an article, the purport of which is, that the contract having been made and the matter now practically settled, further resistance is useless, and, that, possibly it might be better to desist. This gives rise to a good deal of political gossip and to the question, is Mr. Blair coming back into line?

* * *

On Monday Henri Bourassa asked his question, which had been foreshadowed in the press, as to the Governor-General's authority for using the following language at the recent dinner of the Chambers of Commerce in Montreal:

"Now, gentlemen, in looking forward to this great coming discussion, there is one point which must appeal pre-eminently to a gathering such as this—the future relations between the Motherland and her dependencies—the possibility, and, in an imperial sense, the necessity, I say it

most strongly, for closer commercial relations in respect to an interchange of trade in preferential conditions between the Old Country and her possessions beyond the seas—a problem surrounded by difficulties, domestic, imperial and foreign, but on the solution of which I firmly believe the future of our empire depends.

"I have already said we have a great problem before us, the solution of which must depend largely on the researches of experts, and on such well thought out opinions as the delegates of such a congress as is assembled here can give to the public.

"I hope possibly that their discussions may not only have tended to suggest a commercial basis upon which the unity of the Empire may rest, but may have impressed upon the public the necessity for some system of common defence to insure its safety from attack.

"No one who has watched the history of the United Kingdom and its possessions for the last few years, can have failed to note the growth of a great imperial idea, the wish for a closer union between the Old Country and her dependencies for sentimental reasons, for the sake of common defence.

"Gentlemen, it is impossible to foretell the issue of the coming struggle, but in my firm belief we stand very near the parting of the ways. Our opportunity is before us; it may never come again. what is to be our choice—a mighty empire, a brilliant constellation of nations, united in common interests, disseminating throughout the world the spirit of free institutions and liberal ideas; proud of a glorious history, and confident in the promises of its future—or the gradual estrangement of that Empire's component parts, and its ultimate disintegration?

"This is not the time to sit down and fold one's hands. It is the time for those who believe in the future of our Empire to speak out."

Of course he received the answer all expected, to wit, that His Excellency ex-

pressed only his own personal views. None knew better than the member for Labelle that this was the case, but he asked for the information in order that upon it he might later on in the session found an attack upon His Excellency. While all may not agree with the views expressed by Lord Minto, opinion will be almost unanimous that Mr. Bourassa is once more endeavoring to make a mountain out of a mole-hill. Even if His Excellency did transgress his constitutional privileges, which we venture to dispute, the British Parliament, whose appointee he is, is surely the proper body to deal with the question.

* * *

But Lord Minto is not the only one who makes speeches open to criticism. If the Governor-General of Canada and a peer of the realm is subject to rebuke for declaring his faith in the Empire and his views for its general welfare, what of the member for Labelle? Mr. Bourassa has evidently forgotten that excellent saw "Those who live in glass houses should not throw stones." But a few days after Lord Minto's utterance, this man, a member of the Canadian Parliament, stood on a platform in our great commercial metropolis, and loudly proclaimed that the State of New York alone could overrun Canada in 30 hours. This from one of those people who kept the flag flying in 1776, and who again in 1812-15 repelled American invasion, a handful against a host, this from one of the representatives of the Canadian people! Where the utterance is annoying lies in the fact that it comes from a member of Parliament. We can well imagine the glee of the American anti-British press in quoting these sentences as from a Canadian public man. Over the line they do not know as we know here. In Canada one reading the gentleman's utterances will but shrug his shoulders and say, "Oh, that's only Bourassa," but, in Yankeeland, they will say what a mark Canada must be; behold the statement of a Canadian member of Parliament, who, from his public position, must surely know.

FRUIT JARS.

Your Orders will Receive Prompt Shipment.

L. P. & Co. Spices are absolutely the best.

Lucas, Steele & Bristol, - Hamilton

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

We want agents in every town where all our goods are not sold to push

**SOCIAL TEAS,
SOCIAL COFFEES,
SOCIAL COCOAS,
SOCIAL BAKING POWDERS,
SOCIAL BREAKFAST FOODS,**

Will give special inducements to the right men If interested, write us, it will pay you.

SOCIAL TEA CO., 9 Front Street East, TORONTO.

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

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

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

SAME AS YOUR GRANDMOTHER MADE.

Absolutely Pure Jams.

That is what Goodwillie's are. Put up in pint glass gem jars, nicely packed, one dozen to a case.

**STRAWBERRY,
RASPBERRY,
CHERRY,
PEACHES,
PEARS,
PLUMS,
RED CURRANTS.**

Packed on the Goodwillie Gardens, latter situated in centre of the renowned Niagara Fruit Belt.

Get your order in before the best assortments are sold.

JAMES TURNER & CO., Wholesale Grocers, Hamilton.

DOMINION EXHIBITION, 1903.

If in the City during the Exhibition call and see us.
Our Travellers will be here to welcome you.

THOS. KINNEAR & CO.,

Wholesale Grocers

49 Front East, TORONTO.



"NOTHING BETTER."

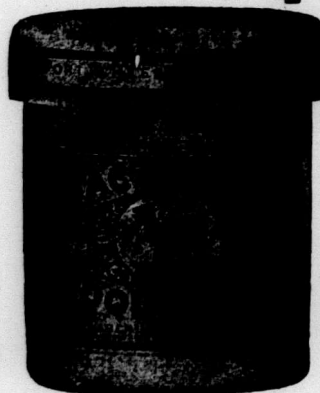
THE GROCER SHOULD HAVE A GOOD STOCK OF **MacLAREN'S IMPERIAL**, **MacLAREN'S ROQUEFORT**, AND **CANADA CREAM CHEESE** AT THIS SEASON IN ORDER THAT HE BE ABLE TO SUPPLY THE INCREASED DEMAND.

A WORD TO THE WISE IS SUFFICIENT.



Imitations will only give you trouble.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED, MANUFACTURERS AND AGENTS, TORONTO



Business Changes

ONTARIO.

E. G. Scott, general merchant, Milberta, has sold to W. E. Ramsay.

The Bailey Broom Co., Kingston, are the successors to W. Bailey & Co. and Lee & Hughes.

Watson & McCorvie, general storekeepers, Mull, are advertising their business for sale.

BRITISH COLUMBIA.

Frank Cawley, general merchant, Chilliwack, has sold his stock to D. B. Hall.

The Elliott Trading Co. have opened a general store branch at Oro Denoro.

QUEBEC.

Arthur Chouinard, dealer in teas, Montreal, has assigned.

J. A. Lalonde, grocer, Westmount, has sold to E. Gervais.

Narcisse Reid, general storekeeper, St. Philomene, is offering 25c. on the \$.

Patrick Griffin, of Griffin & Tobias, general merchants, Ville Marie, is deceased.

Chartrand & Turgeon have been appointed curators for Ernest Chaput, grocer, Montreal.

Samson & Forget, general storekeepers, North Temiscamingue, have dissolved. Z. Forget continues.

Catharine Brenner, Montreal, has registered to do grocery and fruit business under the style of Costigan & Co.

Annie Lagarowity, Montreal, has registered to do a grocery and liquor business under the style of Kaminester & Co.

A. Guerin & J. Durant, St. Cyprien, have registered to carry on a general store business as Guerin, Adrien & Co.

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La Campagnie d'Assurance Mutuelle Contre le Feu Des Beurreries et Fromageries de la Province de Quebec, has been registered at St. Johns.

MANITOBA AND NORTHWEST TERRITORIES.

The Canada Brokerage Co., Limited, is incorporated at Winnipeg.

The John Currie Manufacturing Co., Limited, is incorporated at Winnipeg.

Schofield & Co., general storekeepers at Pincher Creek, have sold their Cowley branch to Cook & Morrison.

BRITISH COLUMBIA SALMON.

OUR British Columbia correspondent, in a late communication re the salmon situation, advises us as follows: It is practically admitted that the salmon season is over. Many of the canneries have closed down altogether and a few, which are still open, are getting but very few sockeyes. The pack on the Fraser river this year will not total 200,000 cases. In fact, it is still some distance from that total. The effort of the canners to induce the Dominion Department of Marine and Fisheries to declare a close season of two weeks was turned down. It is said now that there are plenty of salmon on the spawning grounds whence the fish hatcheries obtain their spawn. The absence of spawn was the chief consideration urged by the canners. It is rather peculiar that three years ago the canners fought strenuously and successfully to have the then existing close season on the river removed. Now they wish it replaced.

There is a movement on foot which has, of course, originated with the canners and salmon packers on the Puget Sound side of the line, to secure permission from the Dominion Government to allow co-operation between the canners of the United States side and the Fraser river canners to improve the artificial propagation of the salmon.

State Inspector Kershaw, of the State of Washington, was in the city last week to interview the canners, and he expressed his belief that the Fraser river was coming to the same experience as the Columbia river had had, that it was "fished out," and that the only remedy was the early establishment of three or more hatcheries in addition to the two now on the river. Mr. Kershaw said that, as it was a matter of importance to the canners of Puget Sound, no doubt they would ask to be permitted to join in the cost and maintenance of the hatcheries. It may be noted that the Sound fisheries are dependent on the run on the Fraser river, as there are no rivers emptying into Puget Sound which are salmon rivers in any sense of the word. The Fraser river is the attraction which brings the sockeyes into the Gulf, and from thence across the waters of the Sound, contiguous to the international boundary. Here the United States cannerymen have established themselves, and by the use of traps have obtained an unfair advantage over the Canadian canners. The life of the industry, dependent as it is on the run of fish in the river, makes it as important to the Sound canners as to the Fraser river

canners to have the run improved by artificial propagation. The suggestion of joint action in bearing the cost is no new proposal, but the former offers were turned down.

AGE OF SCOTCH HERRING.

Said an old importer of herring recently: "The preponderance of herring on the Scotch coast in proportion to all other fish is probably due to the well-established longevity of the species. It has been estimated that a 10-inch fish is at least 25 years old. When the schools go into deep water and return year after year there must be, therefore, a vast body well accustomed to the route of travel and feed."



Your customers will have some friends who will want to take home a jar of **UPTON'S** Jam, Jelly or Marmalade, it being the best Canadian product of the kind, and equal to anything on any market. You should see that your stock is well up.

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

EXTRA FINE Sifted Peas

We can interest you.

THE
Davidson & Hay,
LIMITED,
Wholesale Grocers,
TORONTO.

Grocery Exhibits at the Dominion Exhibition

WHEN this number of "The Grocer" reaches the reader the great Dominion Exhibition will be drawing to a close, having outclassed anything heretofore attempted and having established a right to the title Dominion by its magnificently national character. Manitoba, Ontario, Quebec, are the words inscribed over the entrance of the great new Manufacturers' Building, and to those who have not kept in touch with the manufacturing development of Canada, these latter years the exhibits therein must have been a revelation, as to all true Canadians they were a source of pride. As mentioned in last week's "Grocer," the happy idea of the Manufacturers' Association in making a liberal distribution of those handsome "Made in Canada" cards, was the one thing necessary to bring home to ourselves and to our visitors from foreign lands that this was our own exhibition of our own natural products, our own manufactures, and our own skill and enterprise. For indeed, visitors from abroad were legion. The distinguished delegates to the Chambers of Commerce convention, even after their "all Canada" trip, could find something new to admire in what Canada had to

show in the "Dream City" out King street, and Lord Lyveden's party of parliamentarians confessedly bent on learning more of this "Granary of the Empire" to be, were afforded opportunities for gratifying this desire at the Exhibition which were unexcelled.

The impression made by the Exhibition upon these distinguished and influential brethren of ours from across the sea, can-

not fail to redound greatly to the fame and credit of the "Land of the Maple," one time known as "Our Lady of the Snows," and soon, perhaps, and more justly, as the "Land of No. 1 Hard Wheat." Nor were visitors from the Motherland our only guests. Toronto thronged with Americans.

"I had no idea of coming to Toronto

the Exhibition on reaching the Falls.

An exhibition is a most potent instrument for education, not only in the matter of diffusing information and advertising certain industries, but, more particularly, in arousing an intelligent interest in the more remote resources of the country.

NEW ONTARIO.

A striking instance of this was to be found almost on entering the grounds in the building jointly devoted to the exhibits of the British West-Indies and of New Ontario. The former occupying the centre, were alluded to last week, the latter were arranged around the outside of the hall and were of very particular interest, in view of the actual and prospective railway developments in that locality. The exhibit comprised a fine collection of cereals, roots and vegetables grown in the Temiscaming district along with samples of 158 native grasses found there. A huge placard bearing the words, "New Ontario, 16,000,000 acre clay belt," beside a map, on which this new agricultural district appears almost as large as the older portion of Ontario, was particularly effective.

VEGETABLE EXHIBIT

In the Agricultural Hall proper the collection of grains, roots and vegetables were of

a uniformly high quality and interesting equally to the amateur gardener and the bon vivant. Some particularly fine samples of cabbage, onions and potatoes were noticeable, as well as some mangels of prodigious size.

THE DAIRY BUILDING.

The fine new addition to the Dairy Building with its commodious amphi-



Exhibit of The Christie, Brown Co., Limited.

when I left Atlantic City," said an American gentleman to "The Grocer," on a car going out to the Exhibition grounds, "but I met a friend at the Falls who had just been here, and he gave such glowing accounts of your Exhibition, that I couldn't pass it by."

This was but one case out of hundreds. The boats from Niagara brought over crowds who had perhaps first heard of

THE CANADIAN GROCER

theatre was daily filled by interested crowds who listened to experts lecture on for the box of double the size. An egg-tray type of box, made by The Diamond

inches preferred. The packing of apples in barrels was likewise illustrated and the requirements of the Fruit Marks Act explained. Great interest was taken in this demonstration.

The national scope of the Exhibition this year has appeared to "The Grocer" to demand a special recognition, and the method of treating the matter is unprecedented in Canadian journalism. That our many readers who have been unable to attend the Exhibition may have a clear and unbiased account of what was to be seen at the Exhibition in the grocery section, "The Grocer" has undertaken to give a reproduction of every exhibit which appeared worthy thereof together with a short description of the exhibit itself, with what comment and information it was deemed would be of interest to the trade. The novelty of this treatment of the Exhibition lies in the fact that the publication of cut and description is entirely gratuitous and the expression of the candid opinion and best judgment of our representatives, who have made careful study of this section. Against the orthodox paid by the line newspaper write up "The Grocer" has ever steadfastly set its face, and the criticisms which follow can be depended upon as bona-fide and discriminating.

The illustrations and the accompanying criticisms it is hoped will be of real service to our readers who are anxious to keep abreast with all that is taking place in Grocerydom.



The Blue Ribbon Tea Exhibit.

points in the production of butter and cheese and to witness the butter and cheese making contests, which were every afternoon carried on. The scrupulous cleanliness, which is a feature of what is practically a model school in dairying, and the novelty of this glimpse into the mysteries of the dairy, made this department of scarcely less interest to the city people than to the dwellers in the rural parts.

PACKING FRUIT FOR EXPORT.

In a wing of the Implement Building, immediately behind the press headquarters, was located a small but most important feature of the Exhibition. Mr. A. McNeill, senior inspector of the Fruit Division of the Department of Agriculture of Ottawa, was entrusted with the task of demonstrating to fruit growers the proper method of packing fruit for export. Model cases and methods of packing were shown both for apples and pears, and the actual process demonstrated twice a day. For pears the half case was recommended, holding 20 pounds net fruit. The fruit is wrapped in paper at a total cost for box and packing of 15c. This size of package is most suitable for pears and brought last year 5s. to 6s. per package, the same, indeed, as

Paper Co., London, was also shown. For apples a 10 lb. box about 9x12x18 inches was shown, with an alternative, the B.C. box, of 15 pounds, 10x12x20

BLUE RIBBON TEA.

A blue and white color scheme was made very effective in the arrangement of



Exhibit of Cowan's Cocoa.

the Blue Ribbon Tea exhibit. As will be seen from the cut, the booth was very



Exhibit of Tobler's Chocolate and Cocoa.

gracefully draped with bunting, the latter of the colors mentioned. The seven young lady attendants who were kept constantly busy demonstrating also made use of the firm's colors in their costumes. Miss Hemphill, the firm's expert, was in charge of the brewing, and explained to inquiring housewives the secret of extracting the delicious liquor which was being served over the counter. Only the 40c. black was being demonstrated, but attention was also called to the other blends of black, green and mixed at 25, 30, 40, 50 and 60c. The Blue Ribbon Tea is put up at the headquarters at Toronto, Winnipeg and Vancouver. The exhibit was in charge of Mr. G. F. Campbell.

COWAN CO., LTD., TORONTO.

A fine corner stand laid out with a view to immediate business, is the first impression the visitor gets on approaching the Cowan Co.'s exhibit. A display counter occupies the two sides and here can be seen and merits demonstrated of the many products of the company. "Pure Cream Bars," "Chocolate Wafers," "Swiss Milk Chocolate," "Crystalized Ginger," and "Chocolate Ginger" are in evidence, the latter of which we were informed by Mr. C. Dimmock, who was in charge of the stand, this company were the first to introduce to the Canadian market. "Prepared Icing" in various colors, and "Pure and Sweet Coatings" for confectioners. The stand occupies one of the most prominent positions in the Exhibition and is surrounded by an artistic sign of many curves in gold, silver and green, presenting a pretty and pleasing effect, while behind the counter are lady assistants serving out free cups of the company's "Perfection" Cocoa. Beside the manufactures mentioned the company's business comprises coffee roasting, sugar grinding and cocoa making.

TOBLER'S CHOCOLATE.

At a corner stand on the centre aisle is brought to view an impressive show of finely got up chocolates in almost every form and description, bearing the name of "Tobler's Chocolates." The representative in charge was busily engaged with the numerous customers, yet nevertheless found time to explain the particular claims of this product. "Made in Switzerland, with pure, rich cream, not only a delicate sweetmeat, but positively a nutritious food" was his quick response to our inquiries. Messrs. Browne & Wells, of Toronto, are the Canadian agents and have had charge of the arrangement of what is certainly an artistic and attractive exhibit. "Tobler's Cocoa" in attractive tins has also a prominent and important place at this exhibit.

MacLAREN'S IMPERIAL CHEESE.

Two neatly costumed young ladies engaged handing out to an appreciative

public morsels of potted cheese on the regulation cracker were a noticeable sight at the southern entrance of the Manufacturers' Building. The booth was decorated in white and gold, and the over-towering pile of three heroic white opal jars of Imperial proclaimed it to be MacLaren's. Of course the Imperial brand in the four sizes was made most prominent and the point well made that 100 points perfection had been secured at Chicago and gold medals at Paris, the Pan-American, and, last year, at Toronto. A Roquefort cheese put up in same form and size as Imperial was also introduced to many for the first time, and the economy of its use when the shrinkage of the ordinary Roquefort is considered, was pointed out to interested auditors. The trade in this cheese has been steadily increasing since it was put on the market, and, in addition to the home business, a large export trade is done with European, Asiatic and African countries. The

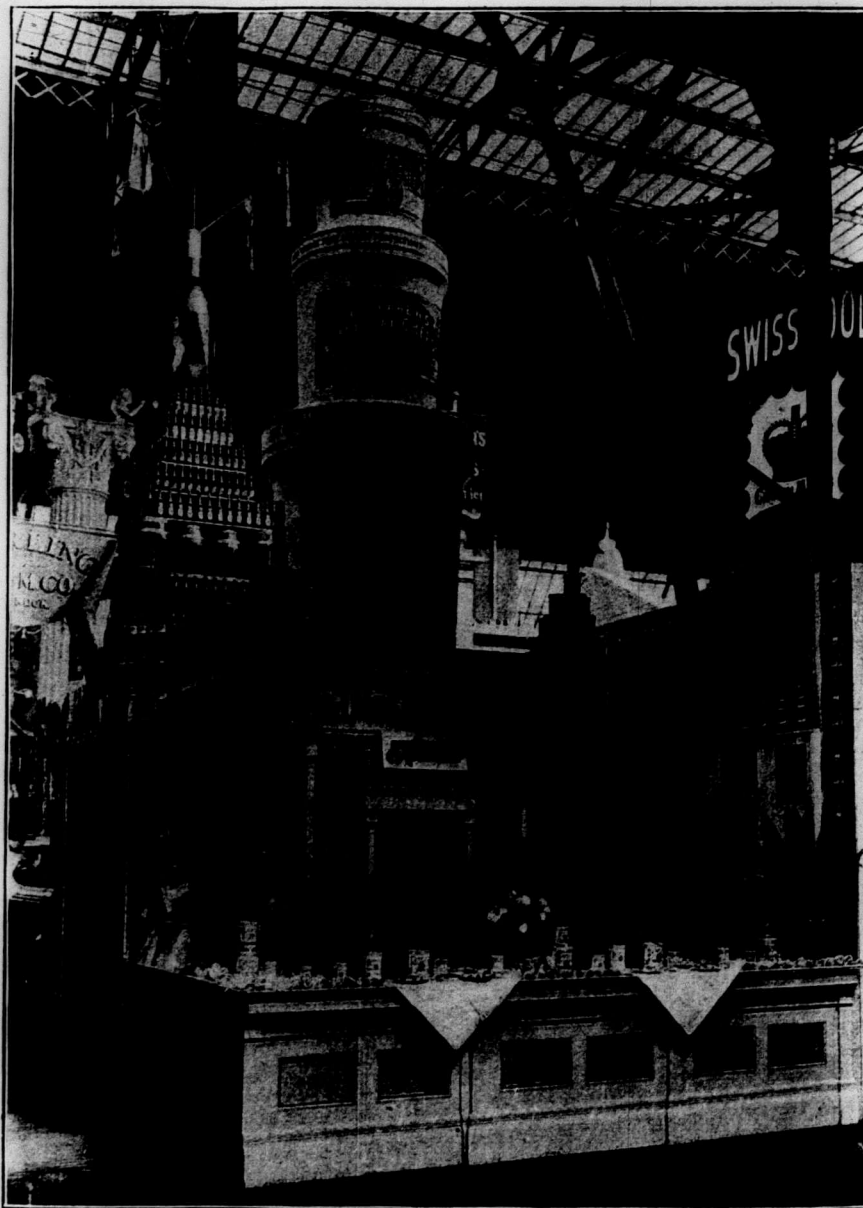


Exhibit of MacLaren's Imperial Cheese.

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head office of The A. F. MacLaren Imperial Cheese Co., Limited, is Toronto, with

ing in artistic effect, its blue and yellow draped roof giving a strangely relieving

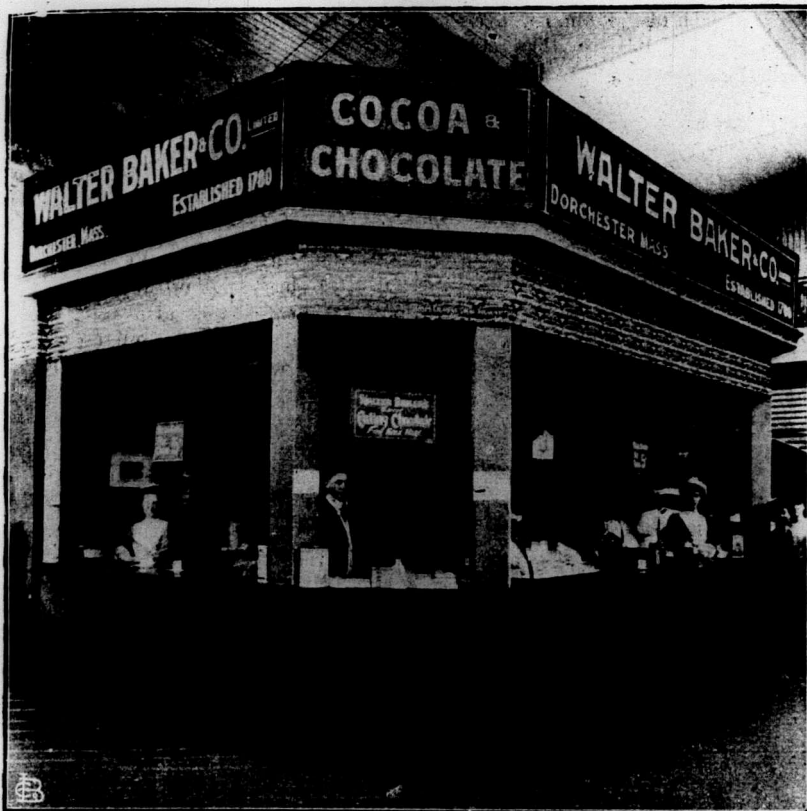
of this exhibit is the unfermented wine made by the company and for which they give a positive guarantee that it will keep any length of time in good condition, even after the cork is removed. It can be had in numerous flavors, all of which are made from genuine fruit. The products of this company comprise all kinds of boiled goods, extracts, flavorings and general confectionery.

E. G. WEST.

In the western end of the Manufacturers' Building was located the booth of Mr. E. G. West, exhibiting the lines of Leeming, Miles & Co., of Montreal, for whom he is the Toronto selling agent. Royal Baking Powder was the most striking line in this exhibit, which included a large range of specialties.

J. LABATT'S.

The immense pillar with the keg crowning it which stands for the exhibit of J. Labatt, London, was sure to attract the attention of everyone. It rose to a great height and consequently Labatt's name on the keg at the top was visible for some distance. For a short way up the pillar there were shelves in the circular grooves which extend from top to bottom of the pillar and on these were displayed the different products of the Labatt Brewery. The pillar stood on a pedestal which was also effectively utilized. Protruding from the sides of the pedestal were imitation kegs with "J. Labatt, London, Canada, Established 1832," across the heads in gilt letters. J. Labatt's products are well known, not only in Canada, but in other countries as well. The export trade is being developed by the company to a



Cocoa and Chocolate Exhibit of Walter Baker & Co., Limited.

United States headquarters at Detroit. They have branch offices at New York, Boston, Chicago and San Francisco.

WALTER BAKER'S COCOAS.

The Walter Baker Co., Limited, had a most effective display of their cocoa and chocolate. Fortunate in securing commodious quarters, a liberal use of burlap, dyed the color of chocolate, gave their booth a most artistic appearance. As an educational exhibit a series of jars showed cocoa pods, cocoa beans, cocoa nibs, cocoa butter, and the finished product as cocoa or chocolate. The young lady attendants were quaintly arrayed to represent La Belle Chocolatiere, the trademark, which appears on all the Walter Baker goods, and sold over the counter steaming cups of delicious cocoa, or breakfast cocoa. Premium chocolate and the various brands of sweet chocolates put up by the company. They considered this method more satisfactory than the indiscriminate giving of free samples. They did give, however, a very neatly steaming cups of delicious cocoa, and chocolate. The Canadian office of this company, whose headquarters were established in Dorchester, Mass., in 1780, is in Montreal.

CROWN MFG. CO., LTD., TORONTO.

An exhibit of an impressive, business-like character, and yet by no means lack-

effect against the internally arranged show room with its well-filled shelves and show cases, giving the appearance of a substantial order room. Here were in evidence a goodly array of the firm's officials busily engaged interviewing the much interested public. A great feature



Exhibit of The Crown Mfg. Co.

great extent during recent years, and the chief aim at the present time is to work up as large a foreign trade as possible.

CARLING BREWING CO.

The exhibit of The Carling Brewing Co., London, Ont., occupies a prominent position in the Manufacturers' Building. The exhibit is pyramid shaped, and the eye travels up the immense structure until it lights on the big bottle which caps the pyramid. The exhibit is certainly imposing. The pyramid stands on a base from which protrude on each side imitation kegs and barrels, with "Carling" in gilt letters across the heads. This brewery gives great care and attention to see that nothing of a deleterious character enters their product. For some time the Carling Brewing Company have been devoting special efforts to the development of their foreign trade, with the result that it has increased considerably and they have now a very large and successful export trade.

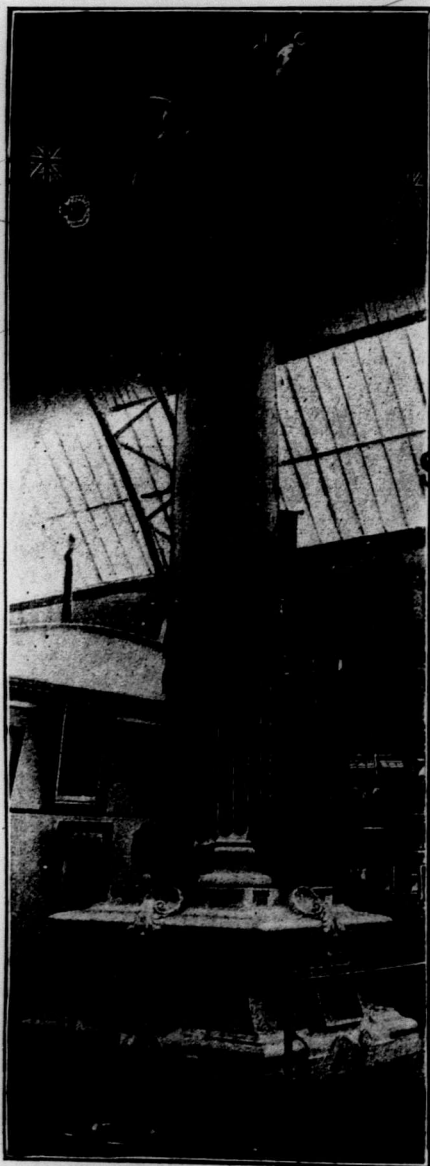


Exhibit of Labatt's Canadian Ales.



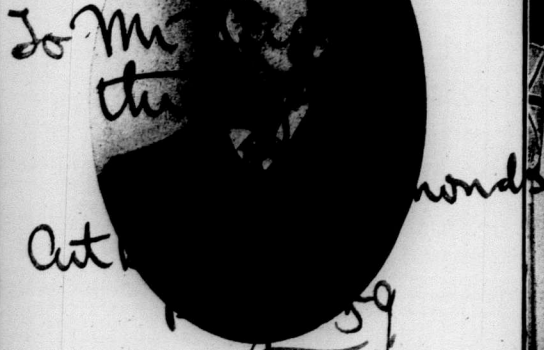
Exhibit of The Dominion Brewery Co., Limited.

DOMINION BREWERY.

The exhibit of the Dominion Brewery in the Manufacturers' Building readily attracts the attention of passers-by. The display is neat and handsome, and the eye of the observer admires. As may be seen from the accompanying cut, the exhibit consists of a display of their brands of goods, consisting chiefly of

RETURNED

SEP 15 1903



R. Muat, in charge of H. J. Heinz Co.'s Exhibit.

White Label ale, under a canopy supported at each of the four corners by a triple set of pillars. In a glass case are exhibited four handsome medals, one given by the World's Columbian Exhibition and the other three by the North, Central and South American Exposition at New Orleans, in 1885-86. On the top of the canopy on each side is the national emblem of Canada and The Dominion

Brewery Co.'s trade mark, the beaver, in gilt finish.

HEINZ PICKLES.

Immediately on entering the north entrance of the Manufacturers Building the visitor was met by a handsome four-sided pyramid composed of the familiar "57 varieties," each tier having for its corner piece a fine cut-glass vase of Heinz Pickles, the whole being surmounted with a large model of the Heinz trade mark studded with 108 electric lamps each of candle power illumination. Here behind an inviting and delicately arranged counter we met Mr. R. Muat, actively superintending the several lady assistants, who were kept continually busy making and distributing to an enquiring crowd samples of tomato soup, steaming hot, and dainty samples of Heinz Pickles, Chutneys, etc. From him we were able to gather a few interesting facts regarding the progress of this industry. The main plant used in the manufacture of the 57 varieties now covers a total area of 15 acres, while it takes the whole product of 20,000 acres to supply the demand for preserv-

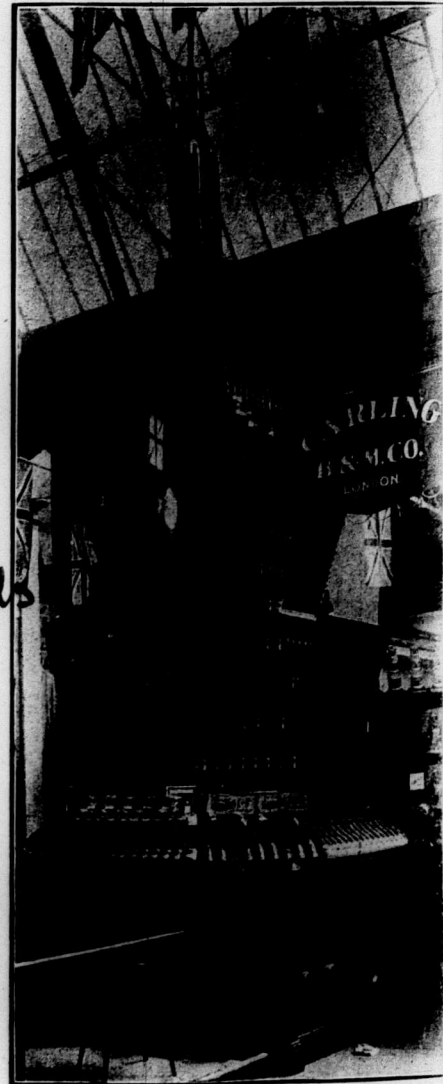


Exhibit of The Carling Brewing and Malting Co.

THE CANADIAN GROCER

ing with an army of 40,000 people con-
tinually in activity and a staff of 400

connection with the various starches a
special feature was made of the company's

The works of The Edwardsburg Starch
Co. are situated at Cardinal, Ont., with
offices at Montreal and Toronto.

McGREGOR-HARRIS CO., TORONTO.

The McGregor-Harris exhibit is at once
attractive and interesting. Here we met
Mr. McGregor with his several assistants

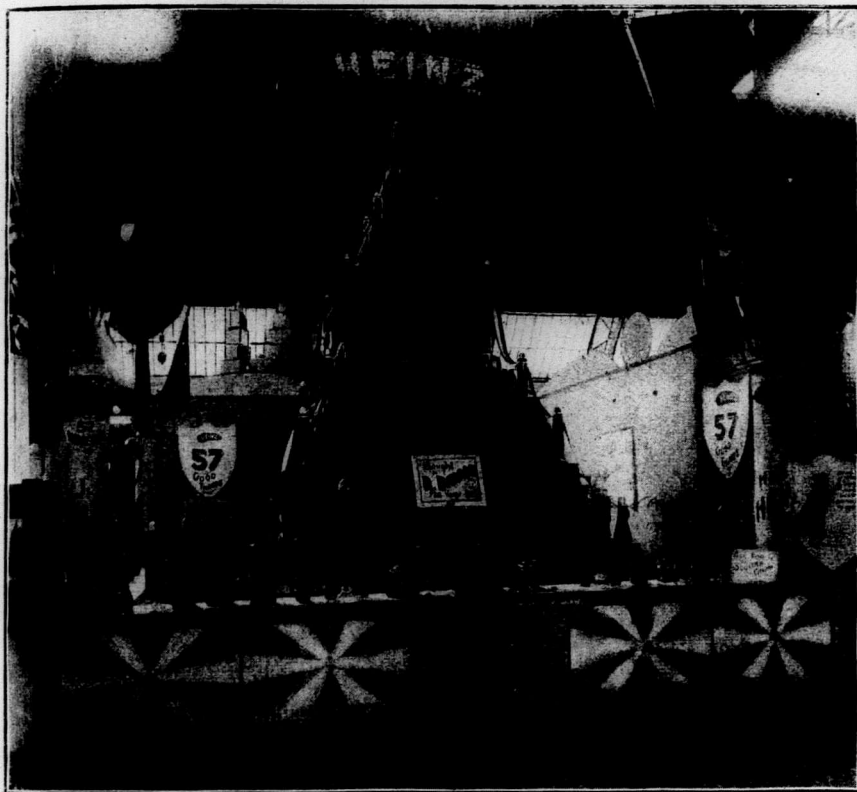


Exhibit of Heinz Pickles.

men of the road to protect their interests
throughout the globe. They have also
a large salting house at Burlington,
Ont. Attached to one of the cel-
lars, of which there are three, was
a fine cabinet containing some 30
pictures illustrating the various de-
partments of the factory. Messrs. H. P.
Eckardt & Co., of Front street, Toronto,
and Messrs. Hudon, Hebert & Co., of
Montreal, are the houses to whom the
Canadian interests of Heinz Pickles are
committed. Boldly facing the visitor, in
the centre, is a notice, that the whole of
this exhibit has been purchased by Mr. R.
Barron, 728 Yonge street, Toronto.

EDWARDSBURG STARCH CO.

A model starch department for a live
grocery was the form taken by The Ed-
wardsburg Starch Co.'s exhibit. In their
Standard Silver Gloss brand a new six lb.
half shoe tin was shown as a show pack-
age for shelf purposes. A line to which
they are calling special attention was
"Benson's Enamel," a cold water starch,
which admits of ironing 10 minutes after
dyeing and is said to be very serviceable for
dark goods. Benson's Prepared Corn
completed the central trio shown, al-
though in a number of fine glass jars
corn starch for culinary and for laundry
purposes, potato flour and thin boiling
wheat starch were of unique interest. In

Crown Brand Corn Syrup, put up in 20,
10, 5 and 2-lb. tins.

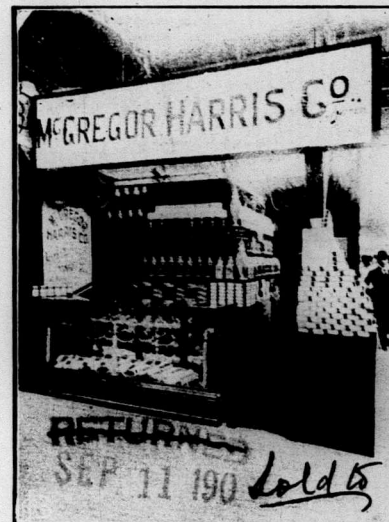


Exhibit of The McGregor-Harris Co., Limited.

busy dispensing their several products at
a rate which gave scarce time to obtain
the information required. This exhibit
has a corner situation and is arranged in
a business like way and presents a strik-
ing appearance. Bold at the immediate
corner is a pyramid of red and black



Exhibit of The Edwardsburg Starch Co.



Exhibit of P. McIntosh & Son.

plaid boxes of butterscotch, while a fine show case filled with an even finer display of chocolate, forms the counter piece. This company, as previously stated in this journal, is of comparatively recent formation and is the amalgamation of two businesses formerly carried on separately. They are running a full line of chocolates, butterscotch, hard boiled goods and "Quaker" marmalade.

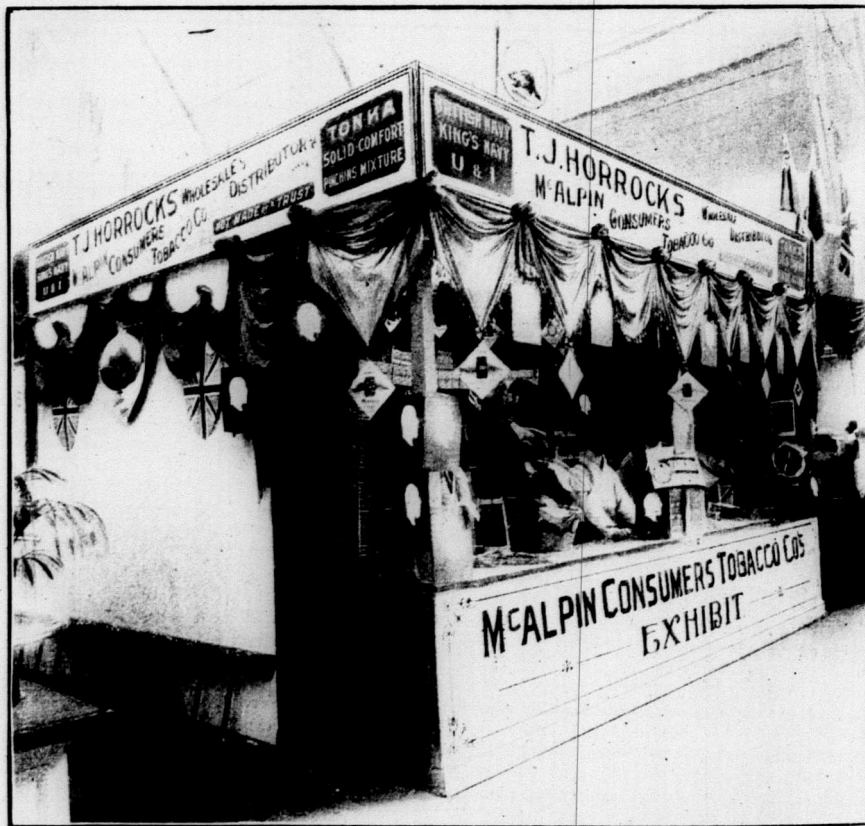
McINTOSH & SON, TORONTO.

Entering the Manufacturers Building from the south, immediately at the corner of the cereal aisle, the visitor is confronted with an attractive display of the McIntosh Cereals laid out in an impressive, business-like manner, yet with all draped in an artistic and pleasing way with a crowning piece made to represent an enormous packet of "Swiss Food," the leading brand for which the firm are known. A good feature of this show was noted in an array of fine glass jars filled with samples of the firm's several products, showing the grade and quality for inspection by the interested visitor. Here busily superintending the distribution of free sample packets was to be met the firm's representative, Mr. Howitt, explaining to all enquirers that "Swiss Food" was made of selected wheat, specially prepared, could be easily and

quickly prepared for use and was particularly easy of assimilation. Prominent at this exhibit could be seen a goodly array of the firm's products, "Farina," "Brose Meal," "Hominy Grits," "Ann Sally's Pancake Flour," the latter a specialty of comparatively recent date.

THE ONLY TOBACCO EXHIBIT.

T. J. Horrocks, the distributor for Toronto and Eastern Ontario for The McAlpin Consumers' Tobacco Co., Limited, is exhibiting this company's leading lines in an attractively gotten-up display in the Manufacturers' Building. In chewing tobacco "Beaver," "British Navy," "King's Navy" and "U & I" are much in prominence, while "Tonka," "Solid Comfort" and "Pinchin's Mixture" gladden the eyes of the smokers. The growing plant, the dried leaf, fine cut, plugs, packages, and, in fact, tobacco in all its forms, are to be found on view. In the rear of the stand are open boxes carefully arranged from floor to roof, making a strikingly unique wall. The roof is arranged in canopy style of yellow and white hunting, surmounted by a shield bearing the Canadian beaver, just as a last reminder that "Beaver" chewing is always on top. This company operates two factories, one using the straight Canadian leaf, while the other turns out the combination.



A Display of Tobacco That Attracted Much Attention.



Exhibit of The Horton-Cato Mfg. Co.

ROYAL SALAD DRESSING.

An inviting exhibit was that of Royal Salad Dressing, the product of The Horton-Cato Mfg. Co., of Detroit and Windsor. The goods, which are handsomely put up, lent themselves well for display purposes, and being the one article on exhibition in the booth, made a most effective background. At the prettily decorated counter in front, the merits of the dressing were convincingly demonstrated by being served in dainty quantities on meat, vegetables, fruit and other salads, at the same time the point was made by the wide-awake attendants that the ingredients of Royal Salad Dressing are so well blended that they never separate or spoil. No package samples were given away, but orders were taken for delivery through the purchasers' grocer.

INGERSOLL PACKING CO.

This company's exhibit in the centre of one of the side aisles is one of particular pleasing appearance and a good illustration of artistic effect. Inside is a fine display of Millar's Paragon Cheese arranged as it should be in an ordinary store and which at once impresses the visitor. The decorations are in cream and gold with elaborately colored Eastern curtains, the cream columns supporting a draped canopy roof of rich colors. The company still adhere to the name of the originator of this particular brand of cheese. The exhibit is under charge of William & Sons, who are the Toronto agents of the company and from Mr. William we learned that this particular brand of cheese has been made in Ingersoll for nearly a quarter of a century and that Ingersoll is known as one of the best cheese producing districts of Canada.

NATIONAL CASH REGISTER.

One is struck with the attractiveness of the exhibit of The National Cash Register Co., the Canadian agent and plant of which is in To-

Dayton, O. One can take a trip through the factory by simply going from one picture to another. The originality of the ideas employed in the operating and management of their plant are very interesting. One striking feature of the management is the very liberal treatment of employees. The life-like figure of the lady demonstrating mechanically the system employed in the cash registers attracts considerable attention. Of course the Canadian plant of this company is only starting, and as yet all their kinds of registers are not manufactured here, but the company propose to build up a Canadian industry which will be a fitting representation of the progress which is now manifest all over the Dominion. A few years ago the entire Canadian business of the company was managed by one man. To day they have twenty representatives in Canada.

ronto. They have their machines displayed on pedestals, square in shape, and on each side of which are handsome pictures of different parts of their plant in



Exhibit of Millar's Paragon Cheese.

THE CANADIAN GROCER

ST. LAWRENCE STARCH.

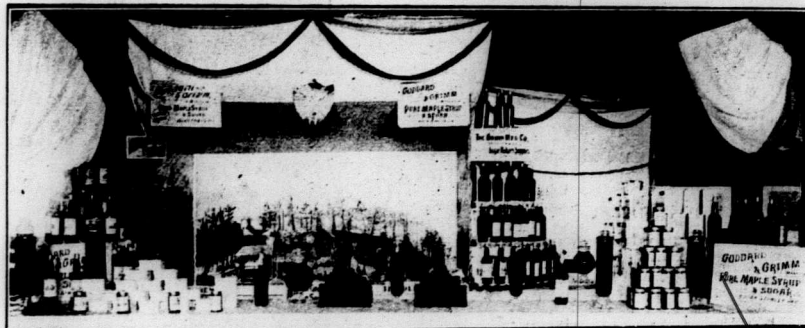
An enclosed octagonal glass booth, with a base and roof in white and gold, housed the display of The St. Lawrence Starch Co., Limited, of Port Credit, Ont., while a stout, brass railing kept back the crowd. Within were very prettily displayed the various brands put up by the company. The foreground, filled with lump starch, made an appropriate setting for the package goods, which rose in pyramids behind. Among these were noted Ivory Gloss, in six and one-pound packages, No. 1 White, and Ivorine, a cold water starch, for collars and cuffs. In edible starches St. Lawrence and Durham were the brands shown.

GODDARD & GRIMM.

Under the grandstand, cheek by jowl with the royal presents, was the maple products exhibit of Goddard & Grimm, of South Stukely, P.Q. The central and a most effective feature of this exhibit was a miniature maple forest on a hill side encrusted with snow in which the various processes in the manufacture of maple

syrup and sugar were shown. On one side, placarded "The Old Way" the sap was being boiled in the round iron kettle

Around this scene from nature were built delicious looking pyramids of sugar brick and maple syrup in glass and tin.



Goddard & Grimm's Maple Products Exhibit.

swung over the fire in the open; along side of this "the new way" was illustrated by a complete representation in little of the champion evaporator made by The Grimm Evaporator Co., of which there are said to be 60,000 in use in Canada and the United States. Enclosed in a neat little building it was a striking contrast to the crude pioneer method.

rushing trade in sugar was done over the counter. Goddard & Grimm tap 5,000 trees and lay particular stress on the purity of their product. They are reaching out for an Ontario connection.

THE COMPUTING SCALE CO.

In the Manufacturers' Building the exhibit of The Computing Scale Co., of Canada, Ltd., is to be seen. The display is a good one, the central feature being one of their handsome weightless scales. These scales are a novelty, having been on the market for only a year. Having seen these scales one is impressed with their handiness. They are also showing this year another new kind of computing scales. The chief plant of the company is at Dayton, O., and the scales turned out from that plant have won silver medals at the Western Fair, London, in 1901, and at Toronto Exposition in 1902. The Toronto plant was only started a few months ago, and as yet only two kinds of scales are manufactured there; but the company are paying particular attention to their Canadian business, and the plant will be steadily increased until they have capacity for turning out all kinds.

CHRISTIE, BROWN & CO.

Christie's, in great gold letters stood out prominently over the magnificent square of fancy biscuits which formed the exhibit of The Christie, Brown Co., of Toronto. There were said to be 520 kinds in the well-filled glass faced boxes which were built into the four sides of the booth, while on the top of the wide ledge formed by the handsome white base were displayed the many fancy package biscuits, tinned puddings, cakes, and the like, which are kept in stock. Softly tinted electric lights were festooned around the cornice of the structure, and a great mirror, filling the only break in the four walls of biscuits, was second only to the display itself in its power to attract the attention of the ladies.

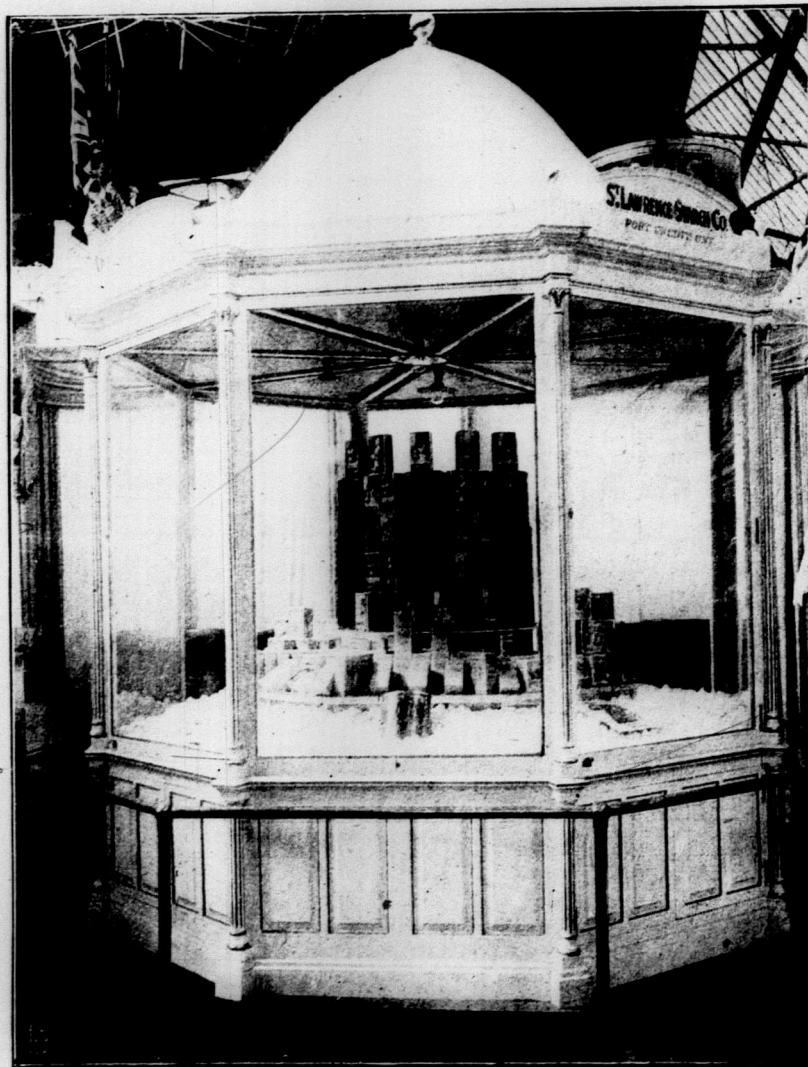


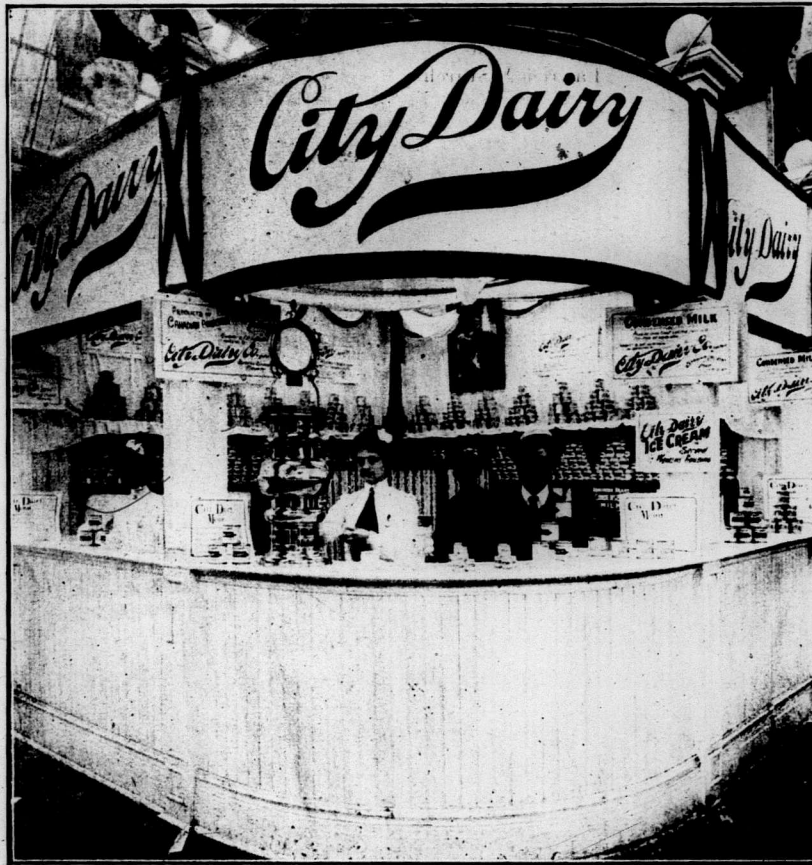
Exhibit of The St. Lawrence Starch Co., Limited.

EBY, BLAIN CO., LIMITED.

A huge gilt Kin-Hee coffee pot surmounted and overtopped the booth in which the Eby, Blain Co., Limited, of Toronto, demonstrated at once the merits of this coffee pot and their Gold Medal coffee. The booth was well located near the main entrance, and four neatly attired young women were kept busy demonstrating. Coffee made in a minute and without boiling was the text from which they expounded their coffee gospel, and its truth was substantiated while the crowd watched the operation and partook of a steaming cup to test its virtues. Kolona Tea was also shown but not demonstrated.

CITY DAIRY CONDENSED MILK.

An attractive little corner near the centre of the Manufacturers' Building was the booth in which The City Dairy Co. were demonstrating the merits of a new product placed on the market only last May, "Dominion Brand Condensed Milk" of The Canadian Condensed Milk Co., for whom The City Dairy Co. are selling agents. Unskimmed milk with the addition of a little cane sugar is all that is contained in the product which is guaranteed to keep in any climate. The milk is put up in three convenient sizes and is on sale through the wholesale trade. Mr. H. Pannell, superintendent of the condensed milk department, was in charge of the booth and demonstration.



City Dairy's Condensed Milk Exhibit.

E. W. GILLETT CO., LIMITED.

The quarters of E. W. Gillett Co., Limited, Toronto and Hamilton, were commodious to begin with, and the mistake of crowding was carefully avoided. A rail guarded the two aisle sides, the centre was left clear and the display made along the two inner sides. In this Magic Baking Powder was made the leader, supplemented with other of the company's goods, Gillett's Perfumed Lye, Magic Baking Soda, Gillett's Cream of Tartar, Royal Yeast Cakes, etc., while the figure of a lad in Highland costume stood guard over all. Red and gold drapings on a base of white with a liberal supply of palms were used in the decorations. Samples of the firm's goods, leading with Magic Baking Powder, were distributed, while the fact was emphasized to the public that every package of goods bearing Gillett's name is guaranteed by the firm. Mr. J. E. Holden, western representative, was in charge.

ST. CHARLES CONDENSED MILK.

One of the most attractive exhibits in the new Dairy Building is shown by The St. Charles Condensing Co., whose Canadian factory is in Ingersoll, where an army of employes is kept busy the year around preparing St. Charles Cream Silver Cow Milk and Purity Milk for markets in all parts of the world. Great

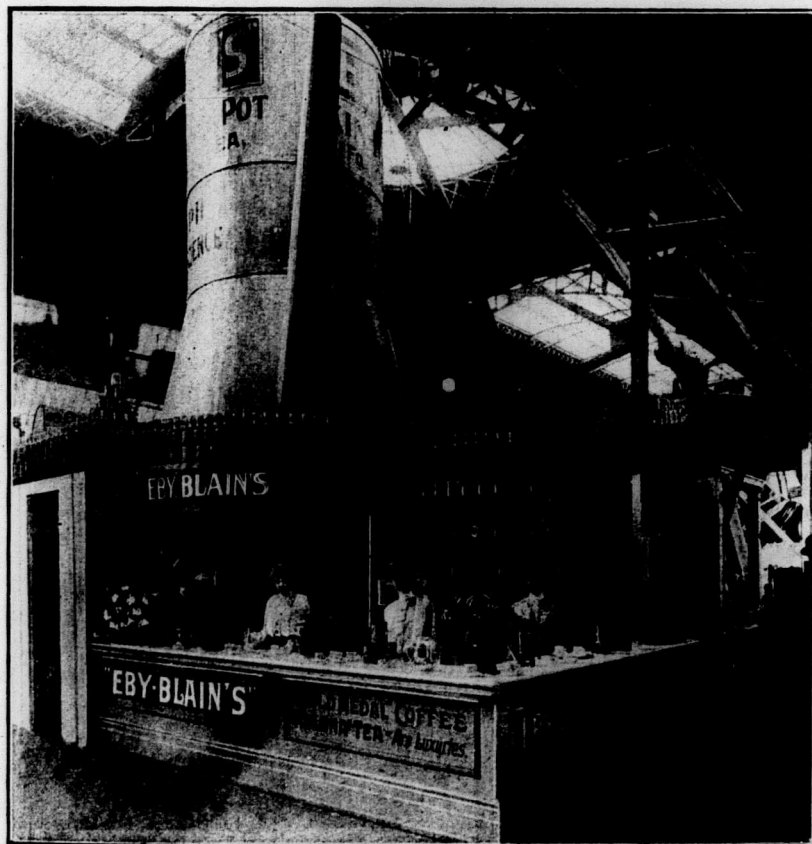


Exhibit of The Eby, Blain Co., Limited.

THE CANADIAN GROCER

taste has been shown in the arrangement of the display, the pyramids of cans bearing white, gold and white, and silver labels against a background of pure



Exhibit of St. Charles Condensing Co.

white, while a young lady in white gracefully demonstrates the process in the various uses of the cream. The company personally guarantees every can of their cream to be thoroughly sterilized, absolutely pure, and to keep in any climate, three very important points in an article of this kind. The Canadian product is all prepared in Oxford County, Ontario, one of the finest milk producing sections of the Dominion.

ARMOUR'S EXTRACT.

Near the centre of the northern aisle of the Manufacturers' Building, well situated to catch the eye of visitors coming in by the main entrance, was built a daintily designed booth in white and gold for Armour's, the Chicago packing house. The booth contained a most interesting exhibit of Armour's Extract of Beef, Asparox, a dainty prepared from asparagus and tomato bouillon, all put up in hot



Armour's Exhibit of Beef Extracts.

ties of various styles and sizes. On the counter the public were served with tiny cups of hot beef tea made from the Extract, while it was explained that the Extract could be used for making soups,

gravies, meat sauces, and in all kinds of cooking where stock is required. The Asparox and Tomato Bouillon were also demonstrated, but the main stress was placed on the Extract of Beef. Orders were taken for delivery through the local grocer.

LEVER BROS. SOAPS.

A noticeable exhibit in the Manufacturers' Building is Lever Bros.' display of soaps, including "Sunlight," "Lifebuoy,"

The site here, which is located on the river Don, Toronto, covers 23 acres of land. The buildings are worthy of Canada, being described by insurance authorities as "the finest soap factory on the American continent." Over \$300,000 is represented in the Canadian buildings and plant.

LIBBY, McNEILL & LIBBY.

Libby, McNeill & Libby, of Chicago, who manufacture 71 varieties of good things



Lever Bros.' Exhibit of Sunlight Soap.

"Monkey Brand," "Y Z," and their "Crest" floating soap, all now well known to the public and the trade throughout the country. This showing is particularly interesting, it being their original display, show cases and all, just as it appeared in the famous Glasgow Exhibition the year before last. Sunlight Soap has been sold in Canada for over 12 years, and was imported from England until the trade here and the demand on the English factory necessitated the opening of large Canadian works.

to eat in the way of tinned meats, have certainly a dainty exhibit of their products in the Manufacturers' Building where they are demonstrating the good qualities and giving generous samples of many of the leading lines to the passerby. The stand is prettily decorated with small pyramids of cans of meats interspersed with palms and ferns against a background of green burlap, while the roof is of white bunting going up to a point in the centre, where a cluster of electric lights is arranged to flood their

THE CANADIAN GROCER

radiance over the exhibit. The factory of this enterprising firm covers over six acres, giving a floor area of some 50



Exhibit of Canada Cream Cheese.

acres, where 3,000 people are employed regularly, making an annual pay-roll of about \$1,500,000. Their output monthly is roughly figured at about 10,000,000 cans.

TILLSON'S OATS.

A certain distinction is to be noted about the display of Tillson's Oats. The sturdy old Scotchman, the central figure in all Tillson advertising, was prominent in the foreground, while the Mackenzie and Royal Stuart plaids were effectively utilized for drapery, and, together with oats in the sheaf, for further decoration. But the accessories were properly subordinated to the imposing pile of package oats which filled the rear of the booth.

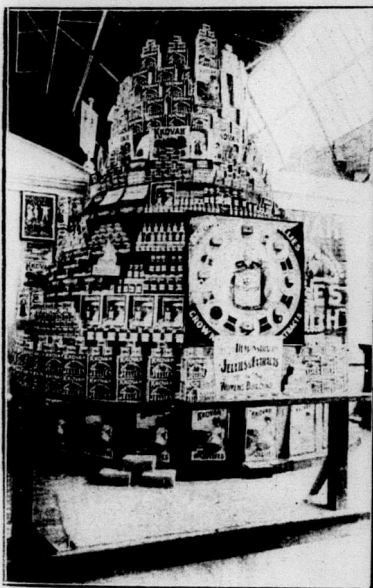


Exhibit of Greig & Co.

In the foreground two attractively attired attendants served the public with

tiny tastes of porridge, made from Tillson's Oats, and handed out sample packages, explaining that the particularly rich flavor was due to the fact that Tillson's Oats were pan-dried over fire and not steamed, thereby preserving the full flavor of the oat. A food, not a fad, was the point made by the exhibit. The plant of The Tillson Milling Co. is situated at the town of Tillsonburg, Western Ontario, than which no country produces better oats.

CANADA CREAM CHEESE.

As may be gathered from a glance at the cut there was an attractive simplicity about the pyramid of tin-foiled packages

ed form ready for immediate use. Here too was seen the manager of the company, Mr. J. R. Greig, busy with his assistants distributing samples to the many interested enquirers and explaining the virtues of the many products for which the firm are sole agents, prominent among which were "Kkovah Jellies," "Kkovah Custard Powders," "Kkovah Blanc Mange Powder," "Sy Muz Linen Gloss," "Barringer's Mustard," and a unique line of advertisement matches, all of which are comparatively new to the Canadian market. Later on in the Women's Hall we were enabled to sample the firm's products, where assistants were busily engaged demonstrating the ease with which

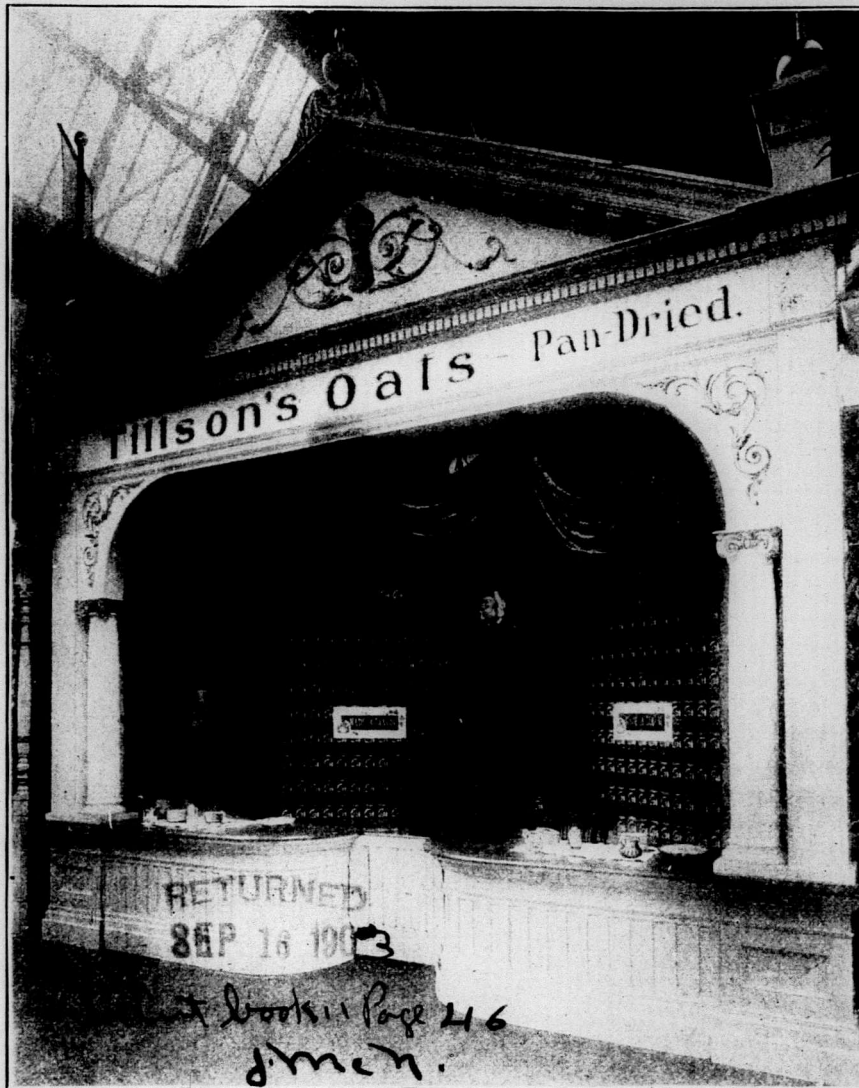


Exhibit of Tillson's Oats.

which constituted the background in front of which the public were being invited to sample Canada Cream Cheese. This is a brand put up by The MacLaren Imperial Cheese Company in tin foil. It is of convenient size and is meant to provide a good quality cheese at a price to meet public demand.

THE GREIG MFG. CO., LTD., OF MONTREAL.

Just a turn south from the centre aisle of the Manufacturers Building brings the visitor to a fine pyramid display destined to cheer the hearts of all industrious housewives, for here was shown, arranged with artistic effect, articles in concentrat-

concentrated products could be converted into easily digestible and attractive dishes. This firm are also agents for John Buchanan Ltd., of Glasgow, and M. A. Craven, of York, both of whom are important manufacturing confectioners.

LUMSDEN BROS.

Of course "Social" was the feature of this Toronto firm's display, and that feature was well brought out in a handsome display. The exhibit was made up, for a large part, of Social Tea and Social Coffee. Jersey Cream Yeast Cakes and Jersey Cream Baking Powder constituted the rest of the display of goods. The can-

THE CANADIAN GROCER.

opy crowning the display was very prettily draped. The corner position of the exhibit brought it into prominence and "Social" was well advertised. As can be seen from the accompanying

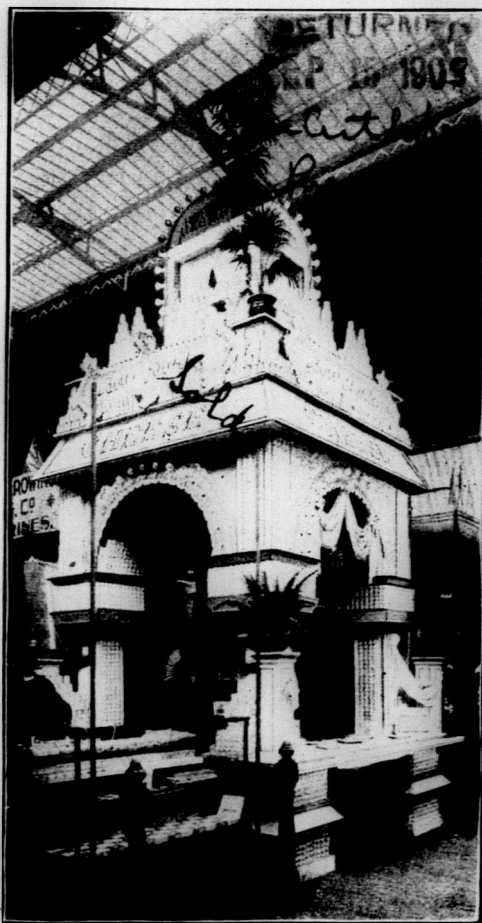


Exhibit of Bow Park Cream Cheese.

illustration the exhibit presents a very attractive appearance.

BOW PARK CREAM CHEESE.

Shuttleworth & Harris' exhibit of Bow Park Cream Cheese was prepared by a specialist, Dudley H. Bissell, from New York, and received much favorable criticism from all sides. The color scheme was in blue and white. The pillars and uprights, composed of Bow Park cheese cans studded with frosted incandescent electric light bulbs, gave a soft creamy appearance to the whole exhibit. "Bow Park" Cream Cheese is done up in tin foil and then incased in light tin, a form of package on which the makers lay much stress. Shuttleworth & Harris stand behind every package with a guarantee that the cheese contains no adulterations and is strictly pure.

THE SMILE THAT WON'T COME OFF.

Many were the smiles to meet with coming away from The American Cereal Co.'s exhibit, where thousands were served every day with generous samples of "the work food," Quaker Oats. The stand itself was most prettily decorated, the interior being gotten up after the idea of a New England kitchen. The exterior was of white enamelled wood work with dark green burlap panels. The name "Quaker Oats" was a decided novelty, being composed of oat heads, while on top of the whole display were three of the now

familiar Quaker figures surrounded by sheaves of oats. The story of Quaker Oats from the field to the breakfast table is well worth following. First, only the best grown and most nutritious oats are used; they are carefully steamed, cleaned and separated by special machinery, then the pan roasting begins, where the patient Quaker pan roasting brings out the nut oil of the oats and toasts it to that pure rich oat flavor, then hot and fragrant from the rolls it goes straight into the package, shut tight and hermetically sealed; then no time is lost—it is the packages into the cases, cases into the cars, and the cars away the same day for all parts of the country. This means freshly prepared oats for all.

WILSON'S COMPUTING SCALES.

C. Wilson & Son, Toronto, have their exhibit of scales in the Machinery Building. The Wilson scales have been before the Canadian merchants for nearly half a century, and they have been awarded medals at the World's Fair, Chicago, at the Victorian Exposition, and also many first prizes at colonial fairs and at Paris. One of the chief features of their exhibit is their improved dairy scale. It is a scale of five beams and its chief value is the ease with which different quantities of milk can be weighed on it by means of

these beams. First the can is put on and its weight found on the lowest beam. A quantity of milk is then brought and poured into the can and its weight ascertained on the next beam. In this way quantity after quantity may be weighed in the same can until the beams are exhausted. Another specialty is their "King Edward," a 2,000 pound platform scale. The beautiful finish of Wilson's scales is noticeable in the exhibit. The bearings are made of full jeweled agate and diamond steel.

THE HALLWOOD CASH REGISTER.

Around the exhibit of The Hallwood Cash Register Co., of Canada, there is ever to be seen a crowd of interested listeners to the interesting demonstration of the system of the cash registers. A very useful accompaniment of their cash register is what is called the Hallwood Short Credit System, which is a system of keeping a strict account of one's business and which works in direct connection with the cash register. It does away with elaborate bookkeeping systems, and with very little work after each day's business all accounts can be posted up to the day, and so the condition of all accounts is always before the merchant and he can find in a minute what any customer owes him. The Canadian company is a branch



Exhibit of Quaker Oats.

Windsor Salt.

You buy the best butter, why not the best Salt? Do you forget that it is the little things that count? A woman doesn't tell all she knows. Perhaps she has been trading at some other store just because she can't buy Windsor Salt of you. She doesn't say this to you, **but there are a good many chances that she tells her friends.**

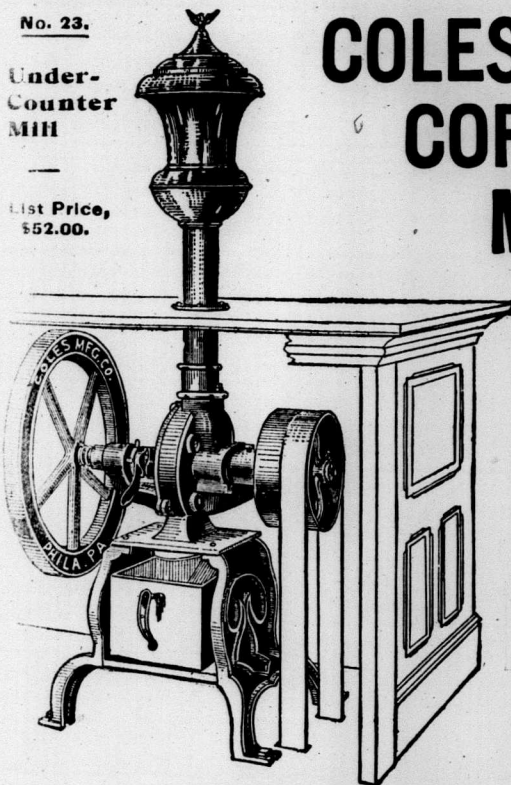
Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

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

No. 23.

Under-Counter
MILL

List Price,
\$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

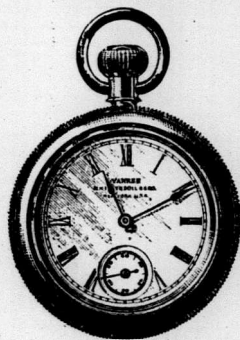
COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

GROGGER'S NOVELTY.

THE

Ingersoll

American Watches.



RETAIL PRICES, **\$1.25 to \$2.50**

ARGUMENT.

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

First—It is absolutely guaranteed to keep accurate time.

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

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

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

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

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

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.

of the head firm in Columbus, O., but the Canadian branch is promoted entirely by Canadian capital, and all registers sold in Canada by the firm are manufactured in the Toronto plant. As far as possible only Canadian labor is employed, but for the finer work instructors have been sent over from the Columbus plant to supervise the work.

PURE GOLD EXHIBIT.

Near the east end of the Manufacturers' Building will be found the exhibit of The Pure Gold Mfg. Co. of Toronto, which is certainly strikingly handsome, the counters, railings, showcases and overhead woodwork being of solid cherry, with a large showcase in the rear across the entire width of their space filled with flavoring extracts in over 25 different flavors. The Pure Gold Co. this year are showing another new product which is rapidly growing popular. It is a salad dressing powder, retailing at 10c. a box, which makes a quart of the most delicious dressing. Orange marmalade, jams, jellies, quick tapioca, quick chocolate pudding, and the old reliable Pure Gold jelly powders are also receiving the full share of attention both by the demonstrators and the thousands who sample them daily.

THE FRUIT EXHIBIT.

The Fruit Building from its opening had a steady stream of people pouring in and out. Everyone enjoyed the sight of the attractive displays of the different kinds of Canadian fruit. The apple, which might be called Canada's national fruit, was given all due prominence, and the display certainly did credit to Canadian growers. Pears, peaches, plums and grapes were there in profusion. The bunches of luscious grapes certainly made one's mouth water, to use a common but apt phrase. The large rosy peaches were not behind in having the same effect. The exhibit of the Niagara Fruit Growers' Association won the admiration of all.



Exhibit of Libby, McNeill & Libby.

INTERCOLONIAL EXHIBIT.

A feature in the Transportation Building which attracted more than ordinary interest was the remarkably fine exhibit made by the Intercolonial Railway. A large section in the northern wing was filled with splendidly finished large sized photographs, which were arranged in order to illustrate the route of the pride of the Intercolonial—the Maritime Express—from Montreal to Moncton and from there branching to St. John on one hand and Halifax and Sydney, C.B., on the other. Tadousac, Bic, Perce Rock, the Metapedia Valley, Antigonish, and the Bras d'Or Lakes were among the views most admired, although it is hard to particularize. The sporting blood of the visitor is fired by the skins of four great 40 lb. salmon mounted on polished wooden plaques to illustrate the four crucial moments in the sport. Mr. Lindsay and Mr. Barton, the representatives of the Intercolonial, were in charge.

GRAND TRUNK SECTION.

The Grand Trunk Art Gallery, as it might be called, ran along the western end of the Transportation Building and comprised a series of large photographs of the Muskoka Lakes, Georgian Bay, Kawartha Lakes, and the Portland district, also mounted specimens of the finny beauties to be taken in these regions. A 'longe of 59 pounds was one of the centres of interest.



Exhibit of The Pure Gold Mfg. Co.

at their ad
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THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co. Limited

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

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THE STRONG CHEESE MARKET.

THE strength which the cheese market has been developing of late, irrespective of any apparently sufficient warrant from the British side, is an eloquent commentary on the position of Canada with reference to this great dairy product. Whether bulling of the market is purely speculative, as has been suggested, or is in pursuance of inside advices obtained by the large operators who are most active, will transpire in due time, but in the meanwhile the farmers are reaping the benefit, and in the face of the largest make on record, the prices are being made here and the British market anticipated. The quality this year, with few exceptions, has been of a very high standard, and with the fall in sight perhaps those operating on the bull side of the market are not altogether too optimistic. To quote one provision man, "We are making the finest cheese in the world and they must have it." And indeed the magnificent exhibit of

EDITORIAL

cheese in the Dairy Building at the Dominion Exhibition goes far to justify this optimism and explain the gratifying growth in the demand for our cheese. Nothing in the economic sphere ever undertaken by our Government has been more productive of beneficial results, not only to the agricultural interests, but to the country at large, than the assistance and instruction given to the dairy industry and to that part of it in particular which has to do with the making of cheese. It may not be far distant when our butter shall occupy as commanding a place in the British market as is now conceded to our cheese.

FALSE FREIGHT ENTRIES.

THE new Railway Bill before the House at Ottawa strikes at a point in transportation affairs that will, it is to be hoped, prevent the lowering of classification adopted by a number of shippers to the detriment of houses adhering strictly to legitimate classification. It is a fact that many houses shipping particularly to the Northwest and British Columbia have for years forwarded goods at lower classification than the Railway Freight Association had adopted, this action placing a handicap upon such houses as honestly marked and shipped goods. It is but recently that an old established grocery house in the West, whose reputation is one of the best, received an order for a carload of fourth and fifth-class goods, the major portion being fifth-class. The buyer's instructions were to ship all at fifth-class rate, and as it was the first order the house had received and the account a desirable one, they were rather in a quandary what to do. They knew that classifications were being lowered systematically by regular shippers, and we presume their customer did not suffer, as the goods went forward all right. The house in question did not like to adopt this measure, but competition forced them to fall into line.

The new clause in the Railway Bill imposing a heavy penalty, and the authority given to railway companies to collect the regular tariff and 50 per cent. more, as well as imposing a fine of from \$100 to

The
Canadian Grocer

\$1,000, will no doubt have a tendency to confine shippers to proper classification. The imposition of the 50 per cent. additional tariff was made optional, still the heavy fine will be a deterrent to wrong rating.

One of the results of the change in the law will undoubtedly be the shipping of the different classes of goods in carload lots to central western distributing points in order to place eastern houses on an equal basis with Winnipeg and Vancouver and Victoria houses, and it is not at all unlikely that branch houses will eventuate in the near future. The tendency in grocery circles is to open up such branch houses, and the late movement of a certain amalgamated grocery association seems to be right in line with this feature of the trade.

PACKING FRUIT FOR EXPORT.

EVERY year is heard more or less complaint as to the condition in which Canadian fruit reaches the foreign market, and the reputation of Canada is impaired on account of the folly of some who either wilfully forward inferior stuff or are culpably negligent in packing it properly. The dearth of fruit in Britain this year affords a great opportunity for Canadian fruit men to make themselves solid with the British market. The Briton is slow to take anything up, but he is all the better customer once a connection is formed. He will be forced this year to take our fruit, and if it is properly packed and marketed its superior qualities will do the rest. The Dominion Government is demonstrating at the various fairs and exhibitions throughout the country the proper methods of packing and the style of package required by the British consumer for different kinds of fruit, and there is no excuse for any consignment of Canadian fruit arriving on the British market in any other than first-class condition.

In our article on another page on the Dominion Exhibition may be found a summary of the methods recommended by the Government, and further information may be obtained by application to the Department of Agriculture at Ottawa

Selling Terms of the Cannery's Consolidated Illegal

THE attention of THE GROCER has been called, by a series of complaints from the wholesale trade in all parts of Canada, to the selling terms adopted by The Canadian Cannery's Consolidated Companies, Limited.

The objectionable conditions are contained in a circular issued from the head office of the company, which after reciting that the company controls 30 of the largest factories in Canada, that the object of the consolidation is to protect the whole canning industry by eliminating the selling of futures, that selling prices are to be kept as low as possible, and that they propose to put the canned goods business on a footing whereby the manufacturer, wholesaler and retail merchant will make a fair profit, goes on to make the following proposition:

We propose selling goods to the wholesale trade only, under the rebate system, reserving 10 per cent. rebate, provided they handle exclusively goods manufactured by this company: such rebates to be made at regular periods to those buyers who make a statutory declaration that they have handled exclusively goods manufactured by us.

Realizing that already a few goods have been purchased from other packers, and not wishing to prevent any wholesale merchant in Canada from obtaining the benefit to be derived through co-operation, we make exception only to any goods now in the hands of the wholesale trade and any orders for futures, which they have actually booked prior to receipt of this registered letter. If any goods are subsequently purchased outside of this company, no rebate whatever will be made on any goods purchased from us throughout the season.

Then follow the names of the companies in the incorporation, viz.:

- Alymer Canning Co., Alymer and Hamilton.
- Burford Canning Co., Burford.
- Bowlby Bros. & Co., Waterford.
- Brighton Canning Co., Brighton.
- W. Boulter & Sons, Picton.
- Clark & Clark, Brighton.
- Delhi Canning Co., Delhi and Niagara-on-the-Lake.
- Dunmore Canning Co., St. Catharines.
- Grimby Canning Co., Grimby.
- Imperial Canning Co., Kingsville.
- Kent Canning Co., Chatham and Sandwich.

In this first effort The Canadian Cannery's Consolidated Companies, Limited, altogether over-reached themselves, for there are certain lines of canned goods exten-

sively handled by the Canadian trade which the consolidation are not able to supply. Realizing the impossibility of this position, a second circular was hastily despatched exempting from the above terms baked beans, jams and jellies, catsup, lunch tongue, soups, corned beef, blueberries and foreign canned goods.

The wholesaler is charged the same price for his stock as he is to get from the retailer. Should he be so bold as to buy any goods but the exceptions noted from a firm outside the consolidation he is punished by being deprived of any profit on The Canadian Cannery's Consolidated Companies', Limited, goods for the season. As The Canadian Cannery's Consolidated Companies, Limited, control 95 per cent. of the canned fruits and vegetables put up in Canada, the wholesaler is clearly at their mercy. This is the position of affairs as they now stand.

The consolidation is a bona fide joint stock company, and as such an arrangement wholly within the range of reputable business enterprise. The conditions of the canning industry were undoubtedly unsatisfactory, and such an amalgamation as The Canadian Cannery's Consolidated Companies, Limited, was well calculated to rectify some, at least, of these conditions. In the bare fact of amalgamation there was no menace to the trade of the general public; but there is only too good cause to suspect the designs of any corporation which seeks to arrogate to itself the preponderant control of any industry. It is to be regretted that The Canadian Cannery's Consolidated Companies, Limited, should have thought it necessary to meet competition by other means than the merit of their goods.

Possibly in framing these terms they were guided by a recent decision in the courts of the United States, where it was held that a company has a right to sell on whatsoever terms it pleases, as the purchaser is under no obligation to buy.

How such a decision might have been regarded by Canadian judges is now merely a matter of academic interest, for

the Dominion Government has taken strong ground in the matter. In the present session of the House an amendment of the Criminal Code was introduced by the Minister of Justice, and now awaits the sanction of His Excellency, which covers this very point.

The amendment, which is an addition and is cited as 520A, runs as follows:

Everyone is guilty of an indictable offence and liable, if convicted upon indictment, to a fine not exceeding and not less than and on summary conviction to a fine not exceeding and not less than who, being a manufacturer of or dealer in any class of goods:

(a) Makes a sale of any such goods to a person who sells or intends to sell goods of that class in connection with his own business, subject to a condition that the purchaser shall not sell or deal in goods of a like kind produced by, or obtained or to be obtained from, any other manufacturer or dealer, or

(b) makes such a sale upon terms that would in their application deprive the purchaser of any profit upon the sale of such goods, if he should so sell or deal, or

(c) consigns any such goods to another person for sale upon commission upon such terms that the consignee can profit by such sale only if he does not sell or deal in goods of a like kind manufactured by or obtained or to be obtained from any other manufacturer or dealer: Provided that it shall not be an offence under this section to appoint an agent or sole agent for the sale of goods or the making of contracts for the exclusive sale of goods.

This clearly covers the case, but to leave no room for doubt THE GROCER has obtained an opinion from a high authority in the Dominion Government, who writes:

It is quite true that there is in the Criminal Code Amendment Bill a clause which would apply to the selling terms of The Canadian Cannery's Consolidated Companies, Limited, as described. I enclose a copy of the bill calling attention to the proposed clause, 520A, therein.

It is evident, therefore, that The Canadian Cannery's Consolidated Companies, Limited, have made a mistake. Controlling as they do 95 per cent. of the canned fruit and vegetables output of Canada, it should be beneath their dignity to resort to such tactics in order to freeze out the 5 per cent. who constitute their opposition. In any event, the amendment to the Criminal Code quoted above will make obligatory the withdrawal of the objectionable conditions.

THE CANADIAN GROCER

TEA REPORT.

W. M. JAS. & HENRY THOMPSON, London, Eng., in their tea circular of August 27, say: Fine teas continue to command good prices, and a few high averages have been realized, while the rates for all good liquoring kinds have been fully maintained; ordinary medium grades, both leaf and broken, are, however, relatively cheap.

Green teas.—The rapid progress made in the United States and Canada by Ceylon and Indian greens seems from news at hand by this mail to be causing a good deal of concern among members of the Japanese tea trade, and a resolution has been adopted by the Tea Guild in Japan urging the cessation of late picking in order to maintain the present quality and price. Such a proposal should be satisfactory to our planters, as British growths are making way in America at present, solely on account of their cheapness, and consequently it is to their interest that the high rates ruling for other kinds should be maintained.

Indian.—There have been a fair number of orders for export, which have been mostly executed, while good broken pekoes seem to have met with more competition. Fine teas again sold well. Advices by cable report a firm market in Calcutta for good and common kinds, with medium unchanged.

Ceylon common teas were, if anything, slightly firmer than last week, and rather more competition in broken pekoes about 7d. was noticeable.

KNOWING ONE'S STOCK.

SOME manufacturing and wholesale grocers have said that it is their belief that the wholesale grocery trade would be better in many instances, if not in all, if retailers would educate themselves regarding their goods, meaning that a more thorough knowledge of their goods, their origin and preparation, would result in larger sales, because that would enable retailers to call the attention of customers to the advantages and good qualities of a particular line of goods.

Years ago retailers knew about their goods, and could talk intelligently concerning them, conveying to customers information which made the articles offered appear desirable. In other words, dealers made themselves experts, and then used their knowledge to assist them in selling.

Retailers when approached upon this subject reply that it was easy enough to learn about goods in years past when the varieties were few and manufacturers

were not so secret about their methods. Those were the days, they say, when the grocery trade was limited to staples like flour, sugar, butter, cheese, eggs, molasses, codfish, the old-fashioned split and dried kind, and similar goods with which everyone was more or less familiar.

Now retailers point to scores, possibly hundreds, of varieties of package goods, put up in numerous different ways, hermetically sealed, and bearing the trademarks of prominent manufacturers as guarantees of good faith. They say it is impossible to learn about all these goods,

A Window Display Competition.

THE CANADIAN GROCER, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize	- - -	\$10
Second Prize	- - -	\$7
Third Prize	- - -	\$5

and \$2 for every picture and description which is considered worthy of publication.

The competition, which closes on Oct. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the \$10, \$7 or \$5 prize, it may be awarded a \$2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of \$2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

and that if they wanted to the manufacturers would give them no information.

Perhaps both have missed the point a trifle. The object in advocating the education of grocers is to create a sentiment among them to know everything possible about their business, and to utilize this knowledge in selling goods.

It is not necessary, advocates of this principle assert, to know minutely the ingredients and methods of mixing the different preparations. In a general way the constituents of any product can be known, but what retailers want to learn is the best means of handling these goods and making them most useful in the family.

Without much doubt, it is retailers themselves who must acquire this information. No one else can do it for them, and until they manifest a decided interest nothing can be accomplished.

Manufacturers say to ask questions, to inquire about any goods with which they are unfamiliar, and that information sufficient for the purposes will be supplied.

Whether manufacturers could really do this it is impossible to say, but without much doubt a better understanding of the goods handled, enabling them to explain their use to customers, would be a great assistance in selling goods. Successful grocers say it should be a part of the business of every retailer to learn these things. They ought, by all means, to be able to tell a customer how to use any new goods which may come out. This information is absolutely essential to the housewife, and the lack of knowledge on the part of the retailers is a partial explanation of the necessity for demonstrators from the factories. It is frequently a good thing to have a demonstrator in the store, but it is better not to need one.

In discussing this matter a short time ago a prominent retailer, himself an expert, declared that he believed it would be a good thing for the retailer to have the new goods tested in his own home, then he would be absolutely certain of their qualities. This suggestion applies with special force to retailers in small towns and in the country where many customers are personal acquaintances, and whose recommendation would mean increased sales.

Perhaps this suggestion is radical, but sometimes radical remedies are the best in the end, and lead to important trade reforms. If something will lead to a better and clearer knowledge of the goods sold, it would be a good thing for retail grocers.

BRANTFORD PACKING HOUSE.

Advices from Brantford relate that the buildings and plant of The Brantford Packing Co. at the locks have been purchased by Fox Bros., of Toronto, who will commence operations at the earliest possible moment.

On Saturday last Mr. John Fox, one of the members of the company, visited Brantford and made final arrangements for the purchase of the property. During the past year or so the plant has not been operated, the company that started the industry having found, in view of the condition of the market, that it was not a paying proposition, and that there was more money in handling live hogs than in packing. A gang of men will be put at work at once cleaning out the premises, and it is expected that the factory will be in operation by the end of a month.

"Specialism is the order of the day."

The tendency to learn to do one thing "well" is growing more and more in favor. Our specialty is "**SALADA**" Ceylon Tea. We profess to "know" Tea, and all the ins and outs of its growth and manufacture. We are admitted on all sides to be authorities in this connection.

We have never tried to master any other business, as, if we knew more about other subjects, we might know less about this, and we can't afford not to know all that is possible to be learned about our life-study, TEA.

The success that we have made of "**SALADA**" speaks volumes for our scholarship. The sale of "**SALADA**" Natural Ceylon Green is making new records weekly in competition with Japans. Samples and terms on application

Address, "**SALADA**," Toronto or Montreal.



WHOLESALE WAREHOUSES AT

- 32 YONGE STREET, TORONTO.
- 218 HOUSE BUILDING, PITTSBURG.
- 11 TERRACE, BUFFALO.
- 83 SHELBY STREET, DETROIT.
- 368 ST. PAUL STREET, MONTREAL.
- HUDSON AND DUANE STS., NEW YORK.
- 444 ST. CLAIR STREET, CLEVELAND.

ALSO FOR SALE BY

- V. J. BROWN & SONS, BALTIMORE.
- B. B. EARNSHAW & BRO., WASH.
- COMLY, FLANIGEN & CO., PHILA.
- ELDRIDGE, ALDRICH & CO., PROV.
- CHAPIN & ADAMS, BOSTON.



WHOLESALEERS ARE NOW OFFERING
FOR FORWARD DELIVERY

**New Pack
"Horse Shoe" Salmon.**

For quarter century "Horse
Shoe" Brand Salmon has led
the Canadian market.

All leading grocers throughout the
Dominion sell it.



Starched clothes are required all the year round,
and dainty women insist that they be starched right.
This suggests a continuous sale for

Celluloid Starch
Never Sticks Requires no Cooking.

Women who have once used this starch will not be
satisfied with any other. This suggests to the wide-
awake grocer that it is wise to keep continually stocked
with CELLULOID STARCH—the best of all starches.

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

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

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

MADAM HUOT'S COFFEE

—THE GEM—

Great Values in New Teas.

Arriving by almost every steamer from Japan, China, Ceylon, and India.

EX STR. "KAGA MARU" From YOKOHAMA, JAPAN.

75	Half-chests "Condor XXX" Japan Tea, at	-	-	22½c.
25	Half-chests "Celerity No. 1" Japan Tea, at	-	-	21½c.
15	30-lb. boxes "Condor XXX" Japan Tea, at	-	-	23½c.
<u>115</u>				

EX STR. "TARTAR" from YOKOHAMA, JAPAN.

50	Half-chests "Condor XX" Japan Tea, at	-	-	-	20c.
25	30-lb. boxes "Condor XX" Japan Tea, at	-	-	-	21c.
6	Half-chests Fine Siftings, at	-	-	-	7½c.
<u>81</u>					

EX STR. "EMPERESS OF CHINA" From YOKOHAMA, JAPAN.

50	Matts, 8 5-lb. boxes each, Japan Tea, at	-	-	-	22½c.
5	Matts, 4 10-lb. boxes each, Japan Tea, at	-	-	-	22c.
1	Half-chest Fine Siftings, at	-	-	-	7½c.

70	Half-chests "Condor XXXX" Japan Tea, 3rd lot, at	-	-	-	25c.
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156

THE CANADIAN GROCER

50 Matts, 8 5-lb. boxes each, Japan Tea, at - - 22½c.
 5 Matts, 4 10-lb. boxes each, Japan Tea, at - - 22c.
 1 Half-chest Fine Siftings, at - - - - 7½c.

70 Half-chests "Condor XXXX" Japan Tea, 3rd lot, at - 25c.

156

Ex Str. "KAWACHI MARU" from COLOMBO, CEYLON, to London, and Str. "Orcadian" to Montreal.

Just coming into stock :

70 Half-chests fancy Japan finished leaf, choicest liquor-
 ing Ceylon Green Young Hyson, at 20c.
 25 Chests Broken or Pekoe Ceylon Black Tea, beautiful
 in leaf and liquor, at 35c.
 10 Half-chests Extra Choicest Broken or Pekoe Ceylon
 Black Tea, nothing finer to be had, at 45c.

105

Total, 457 Packages

All these teas have been selected with the greatest care, and they certainly show the finest possible liquor. They are simply the very best money can procure. Buy your teas for the liquor, not the leaf.

Ask for samples

Compare them

It pays

Specialty of high-class goods in teas, coffees, spices and vinegars.

E. D. MARCEAU

281-285 ST. PAUL STREET,

MONTREAL.

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

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

THE CANADIAN GROCER

SPANISH ONIONS.

Cases—150 lbs., fine clean sound goods \$2.75.
Crates—about 50 lbs., special \$1.00 per crate.
All fresh goods just to hand.

OYSTERS OYSTERS

If interested drop us a line. We have something of special interest to you.

WHITE & CO.

Wholesale Fruit and Oysters,
64 Front East, = = TORONTO.

Flies
Carry
Contagion

**Wilson's
Fly Pads**

Kill the flies and
disease germs too.

TEA.

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

"COMMISSIONER,"

CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

FRUIT.

Our prices are right.
Our goods are right.

Write, wire or 'phone your order.
Special attention given to mail orders.

HUSBAND Bros. & Co.

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

THE FRUIT WE SHIP

Is the fruit you want—THE BEST.
Everything in season—Domestic and Foreign

Ask and receive our weekly price list.

McWILLIAM & EVERIST

FRUIT and VEGETABLES.

Telephone Main 645, Office
" " 3394 Warehouse ...TORONTO

Molasses—			
New Orleans, medium	0 22	0 30	
open kettle	0 45	0 50	
Barbados	0 38	0 40	
Porto Rico	0 38	0 42	
Maple syrup—			
Imperial qts.	0 27	1 00	
1-gal. cans	0 95	1 00	
5-gal. cans, per gal.	1 00	0 75	
Barrels, per gal.	0 75	0 50	
5-gal. Imp. brand, per can	5 10	5 60	
1-gal. " per case	5 10	5 60	
1-gal. " " "	5 10	5 60	
Qts. " " "	6 00	6 00	

RICE AND TAPIOCA.

Trade continues fair in rice, at firm prices. The new season's crop is reported as coming to hand in good condition and fair quantity. New York reports prices as keeping steady with trade fair and arrivals causing a slight accumulation of stock. Tapioca keeps firm with little business. We quote:

Rice, stand. B.	Per lb.	0 03	Sago	Per lb.	0 03	0 04
Patna	0 05	0 05	Tapioca	0 03	0 03	0 03
Japan	0 05	0 06				

TEAS.

The home tea market is in fair activity and prices are ruling firm. Reports from London market speak of continued firmness, with tea showing quality well competed for. Arrivals from primal markets are only moderate as to quantity and the averages are well up to quotations. Primal markets also report great firmness in good qualities. Prices were well maintained, with common grades unchanged, the markets generally showing in seller's favor. We quote:

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

FOREIGN DRIED FRUITS.

The home trade in dried fruits is in fair activity and jobbers are well to the front in anticipation of approaching season. Advices to hand speak of new season's crop of Valencia raisins as being only of moderate bulk, the official estimate being 1,800,000 boxes; the quality, however, is very fine, and prices are opening firm. In currants, prices are firm and crops are opening up well. We quote:

CURRENTS.							
Fine Filiatras	Per lb.	0 05	up	Per lb.	0 07	0 08	
Patras	0 06	0 06					
RAISINS.							
Valencia, fine off-stalk	Per lb.	0 07	0 08				
selected	0 08	0 09					
selected layers	0 09	0 10					
Sultana	0 09	0 13					
Californian seeded, 12-oz.	0 08	0 09					
1-lb. boxes	0 10	0 11					
unseeded, 2-crown	0 08	0 07					
3-crown	0 08	0 08					
4-crown	0 09	0 10					
DATES.							
Hallowees	Per lb.	0 04	0 05	Fards	Per lb.	0 07	0 08
Sairs	0 03	0 04					
PRUNES.							
100-110s	Per lb.	0 04	0 04	60-70s	Per lb.	0 07	0 07
90-100s	0 04	0 05		50-60s	0 08	0 08	
80-90s	0 03	0 03		40-50s	0 08	0 10	
70-80s	0 03	0 07					

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

Importers of...
Skinner's Queensland Turtle Soup

Dealers in...
Fraser River Canned Salmon
British Columbia Herrings

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

FISH AND OYSTERS
WHOLESALE.

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

BUTTER

We are Buyers.
Get our Prices.

EGGS

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.

The **DAWSON** Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets, TORONTO

SPECIAL VALUES

In Lemons, Oranges,
Berries and Vegetables.

GET OUR QUOTATIONS.

CLEMES BROS.

37 to 41 Church St. TORONTO.

ASK FOR OUR WEEKLY PRICE LISTS.

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

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

DRIED, GREEN, EVAPORATED APPLES.

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

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

H. J. ASH

WHOLESALE FRUIT and PRODUCE
COMMISSION MERCHANT.

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

66 Colborne Street, - TORONTO.

We Make Brooms

The kind that sell.

WRITE US. Our prices are right

THE CANADIAN BROOM CO.,

LIMITED

Mfrs. of Brooms and Whisks

400 Wellington St., OTTAWA

Dried Fruit

cleaned and renovated by the
latest improved machinery
and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacramento Street,
MONTREAL.

Tel. Main 778.

THE MARKETS

The Canadian Grocer

CANDIED PEELS.

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

FIGS.

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

APRICOTS.

	Per lb.
Californian evaporated	0 08 0 12

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12
Old stock, on track, Toronto, per bag	1 25 1 35
New American, on track, Toronto, per bbl.	3 00
Old stock, on track, Toronto, per bag	1 25 1 35
New California, per bush	0 90 1 25

COUNTRY PRODUCE.

EGGS.—The demand for eggs has been firm this last week and the stock coming to hand of better quality. We quote:

Candied eggs, per doz.	0 15 0 16
Strictly new laid, per doz.	0 17 0 18

HONEY.—No change has been noted in honey this last week other than a movement on the part of sellers to get in touch with possible customers. We quote:

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

WHITE BEANS.—No change is reported in the bean market and none is anticipated before the new crop can be estimated. We quote:

	Per bush.		Per bush.
Mixed	1 50	Prime	1 50 1 60
Handpicked	1 80	1 90	

DRIED APPLES.—The market is without interest. We quote:

Apples, dried, per lb.	0 03 0 03 1/2
------------------------	---------------

POULTRY. The supplies have been rather heavier than demand this last week and prices have eased off. We quote:

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

GREEN FRUITS.

The market was badly congested Saturday last but recovered itself by Tuesday, on the evening of which day the stocks were almost entirely cleared away. Prices have shown only slight variations and Albertas are taking the most interesting place in peaches. We quote:

Mediterranean sweet oranges	3 75 4 25
Sorrento oranges	3 00 3 25
Late Valencias	4 50 5 00
Bananas, large bunches	1 50 2 25
small	1 25 1 50
Messina lemons, old, per box	2 50 3 00
Verdilla lemons, new, per box	3 25 4 00
Limes, per crate (8 doz.)	1 25
Tomatoes, per basket	0 20 0 25
Canadian apples, baskets	0 15 0 20
bbls.	1 50 2 00
Cocoanuts, per sack	3 50 4 00
Watermelons, each	0 15 0 25
Cantalopes (musk melons), per basket	0 25 0 30
Blueberries, per basket	1 00 1 25
Canadian peaches, white, per basket	0 20 0 30
Albertas, per basket	0 40 0 50
Crawfords, per basket	0 50 0 65
plums, small basket	0 15 0 20
large	0 20 0 30
pears, Bartlett's, per basket	0 20 0 30
Clapp's Favorite, per basket	0 20 0 25
Grapes, Champion, 10-lb. basket	0 15 0 20
Moore's Early	0 25 0 30
large basket	0 60 0 70
Pineapples, per crate	4 50
California peaches, per box	1 25 1 50
grapes	2 75 3 00
plums	1 00 1 25

VEGETABLES.

The vegetable market is reported steady. The supplies are ample, demand brisk and the quality good. Corn alone is found to be scarce. Pickling cucumbers are being offered at \$1.25 per thousand. Other vegetables are not affected by any important change. We quote:

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

TOBLER'S

SWISS CHOCOLATE AND COCOA

will be at the Exhibition, main aisle,
Manufacturers' Building.

BROWNE & WELLS, LIMITED
CANADIAN AGENTS.

Carload Lots.

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

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

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

CHEAPER AMMONIA

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

JOHN G. HARVEY,
Manufacturing Chemist, Toronto, Ont.

Winnipeg Brokers.

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

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

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

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All **EYES** are
turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U. S.

INCREASE YOUR TRADE. WRITE ME.
E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker.

Returned
Sept 16/03
see sub book 11
page 45

The Best Money Can Buy.



GUARANTEED—ABSOLUTELY THE FINEST BLEND OF COFFEE PUT UP.

Thousands tested this at the Exhibition and were delighted—There'll be the demand

BE PREPARED FOR IT.

SEALED TINS—1 AND 2 LBS.—WHOLE OR GROUND TRY A CASE WITH YOUR NEXT ORDER

THE EBY, BLAIN CO., LIMITED BLENDEES AND ROASTERS TORONTO

COFFEE.

The market is quiet at present and featureless. Some few sales of round lots are reported, but, on the whole, there is very little doing. We quote:

Good centas	0 09 1/2	0 09 3/4
Chico	0 11	0 12
Jamaica coffee	0 07 1/2	0 10 1/2

SPICES.

There are no changes to report this week. Ginger, cassia and pepper still continue firm. We quote:

Nutmegs, per lb., as to size	0 40	0 60
Peppercorn, per lb., as to quality	0 70	1 00
Peppercorn, ground	0 18	0 20
Peppercorn, whole	0 18	0 22
Peppercorn, ground, black (according to grade)	0 18	0 24
" " " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " " Japan	0 13	0 14
" " " Jamaica	0 15	0 18
" " " African	0 12	0 13
" " " ground Japan	0 19	0 15
" " " Cochin	0 19	0 20
" " " Jamaica	0 18	0 20
" " " African	0 13	0 14

RICE AND TAPIOCA.

In rice and tapioca there is little of interest to note this week. There is a fair demand especially for imported Patna rice. The market is firm and prices are steady at the following quotations:

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

"MOUNT ROYAL" FANCY RICES.

Mountain Patna	4 25	Japan Glace	4 50	4 60
Japan Glace Patna	4 50	Crystal Japan	4 75	
Patna			3 87 1/2	

Indian Bright	3 65	
Java Caroline	3 55	
Lustre	3 75	
Snow Japan	4 87 1/2	
Japan Ice Drips	5 25	
Tapioca, medium pearl	0 02 1/2	0 03
" " " seed pearl	0 03	0 03 1/2
" " " flake	0 04 1/2	0 05
Imported Italian	0 09	

CANNED GOODS.

There is little to add to last week's report. The Canadian Cannery Association will not yet give quotations on new goods. Some little trade is reported in canned tomatoes of old stock. The Association have fixed the price of British Columbia salmon in Great Britain at 26s. for Fraser and 24s. for Rivers Inlet Sockeye. These prices are equal to \$5.75 and \$5.25 f.o.b. Coast. The local market is only fairly active. We quote:

Tomatoes	1 60
Corn	0 90
Peas	0 87 1/2
String beans	0 80
Strawberries, preserved	1 40
Succotash	0 85
Blueberries	1 10
Raspberries	1 40
Gooseberries	1 50
Pears, 2s	1 20
" " " 3s	2 10
" " " 3s	2 10
" " " 3s	2 35
Plums, Lombard 2s	1 30
" " " Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3-lb. apples	0 82 1/2
Gallon apples	2 00
2-lb sliced pineapples	2 00
Grated pineapples	2 15
Singapore whole pineapples	2 20
Pumpkins, per doz.	0 90
Spinach	1 40
Sugar beets	0 95
Salmon, pink	0 90
" " " spring	1 25
" " " Rivers Inlet red sockeye	1 30
" " " Fraser River red sockeye	1 42 1/2
Lobsters, talls	3 25
" " " 1-lb. flats	3 75
" " " 1-lb. flats	2 00
Canadian Sardines, 1s	3 40

FOREIGN DRIED FRUITS.

The weather conditions for housing of valencia raisin crop have continued favorable, but it is feared that owing to midsummer drought the crop will not exceed 17,000 to 18,000 tons, whereas a crop of 25,000 tons was confidently expected. The demand for loose muscatels has been exceptionally good during the present week, and malagas have been in good demand, on the strength of high quotations for Californias. As was noted elsewhere, many jobbers find difficulty in filling orders for fine filiatras, and the currant market in general is very firm. Figs and dates are firm at prices given last week, and there are no changes to record in prunes. In these goods there is very little doing at present. We quote:

CURRENTS.

Fine Filiatras, per lb. in cases	0 05	0 05
" " " cleaned	0 05 1/2	0 05 1/2
" " " in 1-lb. cartons	0 06	0 06
Finest Vostizas	0 06 1/2	0 07 1/2
Amalias	0 05 1/2	0 06

SULTANA RAISINS.

Sultana raisins, per lb.	0 09	0 12
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VALENCIA RAISINS.

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

FIGS.

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

DATES.

Dates, Hallowees, per lb.	0 04 1/2	0 05
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.	0 10	0 10 1/2
Peaches	0 09	0 09 1/2
Pears	0 12 1/2	

JAPAN STYLE CEYLON GREEN TEAS.

Sweet, clean, rich liquoring teas to retail at 25c. Good margin, good value.

WARREN BROS. & CO., - TORONTO

MALAGA RAISINS.

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

CALIFORNIA RAISINS.

Loose muscatsels, per lb.		0 09
" " seeded, in 1-lb. packages		0 08
" " " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
20-40s.		0 09
40-50s.		0 08
50-60s.		0 07
60-70s.		0 07
70-80s.		0 07
80-90s.		0 06
90-100s.		0 06
Oregon Prunes (Italian style) 40-50s.		0 07
" " " 50-60s.		0 07
Oregon prunes (French style) 40-50s.		0 06
" " " 50-60s.	0 04	0 04
" " " 100-120s.		0 04

GREEN FRUITS.

The market is glutted with green fruits, and dealers report that they are scarcely paying charges. Canadian peaches are coming in freely, and, hence, California arrivals have fallen off. Canadian tomatoes are in good supply. We quote:

Sorrento " 300s, compartment cases	3 50
" " 300s, ordinary boxes	3 00
Maioni seedless lemons, 300s, extra fancy	4 00
Messina lemons 300s, fancy	3 75
" " 300s, fancy	3 00
" " 300s, choice	2 75
" " 300s, choice	2 25
Cocoanuts, per bag of 100	3 25
Canadian apples, in bbls.	1 50
Bartlett pears	3 00
Peaches	1 50
Plums	2 00
Pineapples, 24 to case	5 00
" " 30 to case	4 50
Bananas	1 75
Canadian peaches, per basket	0 35
" " plums	0 30
" " pears	0 30
Tomatoes	0 30
Watermelons	0 35
Grapes, Canadian	0 35

FISH

The trade in fish has been improving steadily, and dealers are looking for a better demand. Good supplies of all kinds are expected from this time on. Some changes will be noted in this week's quotations. Fresh haddocks have been advanced 1/2c, but dore, halibut, salmon trout and white fish have declined somewhat. The trade in smoked fish is opening up well, and dealers anticipate an active demand. We quote:

Haddies	0 07
Smoked herring, per box	0 15
Fresh haddock, per lb.	0 04
Dore, per lb.	0 08
Pike	0 07
Halibut, per lb.	0 10
Gaspé salmon, frozen, per lb.	0 15
Salmon trout, per lb.	0 07
" " B.C., per lb.	0 05
Steak cod	0 15
Brook trout, per lb.	0 07
White fish, per lb.	0 07
No. 1 Herring, Nova-Scotian, per bbl.	5 00
" " half bbl.	2 75
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, per half bbl.	6 50
" " per keg	0 35
Holland herring, per keg	0 65
No. 1 green codfish, new, per 200 lb.	5 50
No. 1 large green codfish, new, per 200 lb.	6 00
Boneless cod, 1 and 2 lb. blocks, per lb.	0 06
" " fish	0 05
" " loose, in 25 lb. boxes	0 04
Loose boneless cod, per lb. in 40-lb. boxes	0 05
Dried codfish, new, per 100-lb. bundles	4 75
B. C. salmon, per bbl.	13 50
Standard bulk oysters, per gal.	1 50
Marshall's kippered herring, per doz.	1 49
Canadian kippered herring, per doz.	9 91
Canadian sardines, per 100	3 75
Canned oysters, No. 1 size, per doz.	1 31
Canned oysters, No. 2 size, per doz.	2 25

NUTS

There is little to note on the local market, which is firm in tone. Pecans continue in very good demand. Producers are declining to deliver almonds at prices made by speculators, and an advance is not unlikely if stocks do not come to market more freely. We quote:

Grenoble, per lb.	0 12	0 13
Elberts, per lb.	0 08	0 09
Tarragon almonds, per lb.	0 11	0 12
Brazils, med. size, per lb.	0 12	0 13
Pecans, per lb.	0 13	0 14
" large, per lb.	0 14	0 15

THE MARKETS

Peanuts, per lb.	0 07	0 12
Valencia shelled almonds, per lb.	0 26	
Bordeaux shelled walnuts, per lb.	0 25	

COUNTRY PRODUCE.

BEANS.

A considerable advance is to be noted this week, and the general tone of the market is very firm. As mentioned in last week's "Grocer," a short crop is expected, and this accounts for the advance on the local market. We quote:

Choice prime, per bushel	1 89	1 95
" " carlots		1 67
Choice, small lots	1 40	1 55
Ordinary, carlots	1 05	1 15

HOPS.

Brewers are beginning to make inquiries and the general tone of the market is firm. We quote:

Old hops	0 09	0 10
Choice No. 1	0 19	0 20
Fair to good	0 16	0 18
Yearlings	0 20	0 23
Choice East-tern Townships	0 20	0 23
Fair to medium Eastern Townships	0 15	0 17

POTATOES.

An improved business is reported this week. New potatoes are coming in more freely and are of good quality. Complaints of rot are heard in some sections, but, on the whole, the crop will be good. We quote:

New, in jobbing lots, per bbl.	1 25	1 40
" " per bag		0 75
" " jobbing round lots, in bags	0 50	0 60
" " bushel baskets	0 50	0 65

HONEY.

The delivery of all kinds of honey is greatly in excess of what was anticipated. Large quantities are now being offered, but, from the experience of last year, buyers do not feel like paying the prices which are being asked by the holders. They are also influenced in holding back by the fact that West India honey has made a pretty good reputation for itself on this market. The Canadian can never depend upon the market remaining steady throughout the season. At the present time the value for buckwheat honey is 6c. and clover 6 1/2c. delivered Montreal. Comb honey is offering freely, \$1.25 to \$1.50 per case of one dozen sections being the prevailing prices.

MAPLE PRODUCTS.

The market remains quiet and there are no changes to report. We quote:

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

EVAPORATED APPLES.

New evaporated apples are opening high and 6 1/2c. is being paid. The market is firmer than last week, but dealers say that prices are sure to be easier.

FLOUR AND GRAIN.

FLOUR.

The market is very firm, but, as is usual between crops, there is not much doing. Dealers report a scarcity of Spring and Winter wheat flour. This is due to the fact that the millers sold freely for export for future delivery, depending upon getting all the wheat they required from the new crop, but farmers are holding back for higher prices, and hence the present shortage. We quote:

Manitoba patent	4 35	4 50
" first bakers	4 10	4 20
" second bakers	3 60	3 80
Winter wheat patents	3 85	4 00
Winter patents		4 05

Straight rollers	3 40	3 50
90 per cent. patents	3 45	3 55
Extra	1 60	1 70
90 per cent. bags		1 70
Straight rollers, bags		1 70

FEED.

The market is quiet, and there are no changes to note, except a decline in Ontario bran. We quote:

Ontario bran, in bulk	15 50	16 00
" " shorts	18 00	19 00
Manitoba bran, in bags	17 00	17 50
" " shorts	19 00	20 00
Mouillie	22 00	30 00

CORNMEAL.

No change since last week's report. The market remains steady at the following figures:

Gold dust, bags	1 80	1 90
" " bbls.	3 90	4 00
Ordinary, bags	1 40	1 50

ROLLED OATS.

Trade is quiet and there is nothing to note. We quote:

Rolled oats, in bbls.	3 89	3 99
" " in bags	1 85	1 95

GRAIN.

There is a firm demand for export oats, barley and peas. Farmers are very busy in the fields and are not delivering, hence very little new grain has yet been marketed. We quote:

No. 1 hard Manitoba	0 90
No. 1 Northern	0 82
Rye	0 58
Peas	0 72
Corn	0 59
Buckwheat	0 48
Barley	0 50
Oats	0 36
Malt	0 75

HAY.

Deliveries are still comparatively light, as farmers are busy with harvest work. New hay so far received has been of better quality than was anticipated. There have been several sales of Quebec Province hay at \$10 to \$10.50 for No. 2 old on spot. New hay, No. 2, in good condition, has sold at \$9 to \$9.50. American buyers are on the market for all the good No. 1 and No. 2 timothy that they can get. Shipments to Great Britain have fallen off considerably. Port shipments during the last week were, to Liverpool, 1,198 bales; Glasgow, 951 bales; Bristol, 711 bales; South Africa, 417 bales; total, 3,277 bales. We quote:

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

ASHES.

The market is steady and there is a good demand for export. Pearls are in demand but none are offering. We quote:

First pots	5 50
Seconds	5 40
Pearls, per 100 lb.	6 75

HIDES.

There is little to report this week, as trade is quiet. Lambskins continue in fair demand. We quote:

No. 1 beef hides	0 08
No. 2 " "	0 07
No. 3 " "	0 06
No. 1 buff sheepskins	0 77
Lambskins	0 50
No. 1 calfskins	0 11
No. 2 " "	0 09

To Bu'chers and Hide Buyers!

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

CHEAP TEA

Probably the worst thing a grocer ever attempted to do, is to push a cheap, low-grade tea.

One dose of it is usually enough. Would'nt it be if you had to drink it ?

Does the man or woman who drinks it have a pleasant recollection of the visit to your store ?

DON'T DO IT !!

If you push tea, push one that you can recommend. The percentage of profit may be smaller, but the gross profits in a year will be more ; and, you will be building up your business—not driving it away.

Try RED ROSE TEA

as a brand to push and I think you may be agreeably surprised with the results.

It's not a cheap tea ! It is one you can drink yourself.

T. H. ESTABROOKS

Tea Importer and Blender

ST. JOHN

TORONTO

WINNIPEG

RAW FURS.

Trade is still quiet and there are no changes to report. We quote:

later than usual, but she is expected to arrive at Halifax about the end of October. Owing to freight concessions, cur-

	Large	Medium	Small	Kitts	Fall Beaver	Spring Beaver
BEAVER—Labrador and choice Eastern.....	\$6.00	\$5.00	\$2.75	\$1-1.50		
Territory Rocky Mountains and Western.....						
Strictly Prime, or, No. 1.....	6.00	4.00	2.00	.50-.75		
Partly Prime, or, No. 2.....	4.00	3.00	2.00	.50		
Unprime, or, No. 3.....	3.00	2.00	.75	.40		
Flat, weak, or poor, or, No. 4.....	2.50	.50	.25	.25		
BEAR—Black—Choice only.....	15.00	10.00	7.50	6.00	3.00	4 Cubs. Year's
Brown.....	12.00	7.00	5.00			\$2.00 to \$8.00
BADGER—Of all sections.....	1	2	3	4		1.00 to 5.00
Dark.....	.50	.25	.10	.05		
FISHER—Eastern and far North-Eastern.....	6.50	5.00	5.00	3.00	1.75	.50
Territory and Western.....	6.50	5.00	3.50	2.00	1.00	.50
FOX—Red—North-Eastern and similar fine bright red kinds.....	4.00	2.75	1.25	.75	.20	
Territory and Western.....	4.00	2.75	1.40	.50	.20	
Dark.....	4.00	2.75	1.40	.50	.20	
Fair.....	4.00	2.75	1.40	.50	.20	
Pale.....	4.00	2.75	1.40	.50	.20	
Cross—Value principally as to beauty, also size & richness.....	10.00	7.00	4.00	2.50	1.50	.50
Silver—Eastern and far Northern.....	75.00	50.00	25.00	20.00	9.00	4.50
Pacific Coast, Territory and Western.....	50.00-60	35.00	20.00	15.00	5.00	2.50
LYNX—Far North-Eastern.....	4.00-8.00	6.00-4	5.00-2	4.00	1.00	.25
Territory and Western.....	4.00-8.00	6.00-4	5.00-2	4.00	1.00	.20
Dark.....	4.00	3.00	2.00	1.00	.60	.20
Brown.....	4.00	3.00	2.00	1.00	.60	.20
Pale.....	4.00	3.00	2.00	1.00	.60	.20
MARTEN—British Columbia, Northern Pacific and similar.....	7.00	5.00	3.50	1.75 to 2.50	1.00	.25
Territory and Western.....	7.00	2.25	1.50	1.00	.60	.20
Quebec and Ontario.....	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25
MINK—Halifax, far North-Eastern and choice.....	4.00	3.25	2.50	2.25	1.50	.40
Territory and Western.....	1.50-2.00	1.50	1.00	.75		.25
Spring.....	2.50-3.00	1.0 to 1.3	8 to 10	2 to 5		
Winter.....	2.50-3.00	1.0 to 1.3	8 to 10	2 to 5		
Fall.....	2.50-3.00	1.0 to 1.3	8 to 10	2 to 5		
Kitts.....	2.50-3.00	1.0 to 1.3	8 to 10	2 to 5		
MUSKRAT—Eastern, best large.....	25c.	5 to 10	.07	2 to 4		
Territory and Western.....	25c.	5 to 10	.07	2 to 4		
OTTER—Labrador and far North-Eastern.....	\$10	7.00-10	10.00-12	2.50-5	2 to 4.00	\$1.00 to \$2.00
Territory and Western.....	4.00	4.50	3.50 to 5	2.25	.50	.25 to .50
RACCOON.....	75-1.25	.60-75	.33-50	.25	.15	
Black—Value according to darkness, size and beauty.....	2.25	2.00	1.00	.50	.25	
SKUNK.....	75-1.25	.75	40-50	.05-15		
Dark.....	75-1.25	.75	40-50	.05-15		
Brown.....	75-1.25	.75	40-50	.05-15		
Pale.....	75-1.25	.75	40-50	.05-15		
White.....	75-1.25	.75	40-50	.05-15		
WOLVERINE—Value according to darkness, size and beauty.....	5.00	4.00	2.50	1.50	.75	.25
CASTOREUM.....	\$5.00 to \$6.00 per pound.					

NOVA SCOTIA MARKETS.

Halifax, September 7, 1903.

BUSINESS conditions in Nova Scotia are much better than might have been expected considering all the untoward elements that have been in evidence during the last year. The speculative losses arising from the slump in iron and steel do not appear to have seriously affected the mercantile community. In many cases, no doubt, earnings have been swept away, but wholesale houses report that collections have not been materially affected and in very few cases has the working capital of our business houses been impaired.

The failure of the apple crop made our banks very careful about advancing money in the Annapolis Valley, but with the present season's good crop this stringency is passing away.

The completion of a portion of the works at Sydney, necessitating the laying off of numbers of men, affected trade at that centre for a time, but matters are now settling down to a basis of greater stability. It is true there have been a number of small failures throughout the province, but this has not been due to any weakness in the business situation. It has been due to the fact that a new collection law came into effect in Nova Scotia on September 1 and some traders desired to avail themselves of the advantages which the former lax conditions afforded creditors.

Taking all these things into consideration the business situation does not afford any room for pessimism. August trade has been exceptionally good and the outlook for Fall is fully as bright as at this time last year.

Brokers report that the wholesale trade has been booking orders very liberally for dried fruits to arrive by direct steamer from Patras. This steamer is due to sail on September 25, which is a few days

rants to arrive by direct steamer are a little easier than expected but lots via London show no decline in price. A Montreal house claiming to represent a Patras currant exporter in the Dominion of Canada has recently been offering to sell Halifax jobbers notwithstanding the fact that a local broker is selling agent for the same principal in this province. Some sharp correspondence has passed between Halifax and Montreal regarding the matter. For the most part wholesalers here have booked their orders with the man who was on the spot and personally solicited the business.

Last week the corn mill of Levi Hart & Son, in this city, was considerably damaged by fire. This firm have been doing a fairly large business and have supplied the cornmeal for quite a large proportion of the trade. Recently cornmeal on the local market has advanced 10c. and the temporary shut down of this mill will not make it any easier for merchants to secure their supplies. Flour jobbers have been very conservative in the matter of advancing prices, although millers have been asking more for some weeks. Today western millers have advised that a further advance has been made on Winter wheat patents of 15c. per barrel and as stocks both in the hands of the jobbers and retailers are not excessive, quotations are being marked up on future transactions. There is quite a demand beginning to manifest itself, which shows that retailers have allowed their supplies to run low and are now under the necessity of buying on an advancing market.

In recent years quite a business has developed in canned blueberries, most of which are put up in the province of New Brunswick. This year a severe hailstorm visited that province and almost annihilated the blueberry crop. A Newcastle packer writes to a customer here that not one-tenth the usual pack was put up in that district this year. In fact the supply is so limited that not much atten-

tion is this year being paid the article by distributing houses.

The Halifax selling agents of The Consolidated Cannery Association last week notified their clients that owing to the cold nights and the backward season the association would refuse to book further orders for peas, beans and corn. No prices had been quoted for these articles but fair orders were taken subject to the price to be fixed by the association. The inference is that retailers will have to pay a fairly high price for these lines before the season ends.

Apples are beginning to move, quite a large shipment going forward to London on the "Evangeline," on Saturday. A London house is contracting for 10,000 barrels of Ribstons, Blenheims and Kings, for which \$2 at the orchard is offered. Some sales have been made at this figure, but many farmers are refusing the offer as it leaves the Gravensteins on their hands, preferring to sell the entire yield of their orchards en bloc.

Flour is very firm at present. Retail stocks unfortunately are light, but jobbers are fairly well protected. Late advances on this market aggregate about 30c. per barrel. Cornmeal also is firm in sympathy with the market for corn. Beans are higher. On the strength of unfavorable reports from the bean-growing districts of Ontario this article has been advanced 25c.

Considerable interest has been aroused in cheese as buyers have been bidding prices up. Last week there was an advance of 3c. This article is now jobbing at 11½c. The make this Autumn promises to be very heavy as the pastures are now in excellent condition. The market is in a very excited condition. Butter is also firmer and the price has stiffened somewhat.

The local tea market is beginning to respond to the advances at first hands. The trade here runs chiefly to Ceylons, black predominating. All kinds of preserved fruit such as raspberries, strawberries, plums, etc., will be much higher this year owing to the shortness of the crops and the high price of sugar, which bids fair to continue. The advance will be about 15c. per dozen on the 1-lb. glass jars. Rice is ¼c. higher.

Provisions are firming with a better demand for hog products. Live hogs are now sold at 5½c. per pound and small shipments are coming to the packers regularly. These average about 150 pounds in weight.

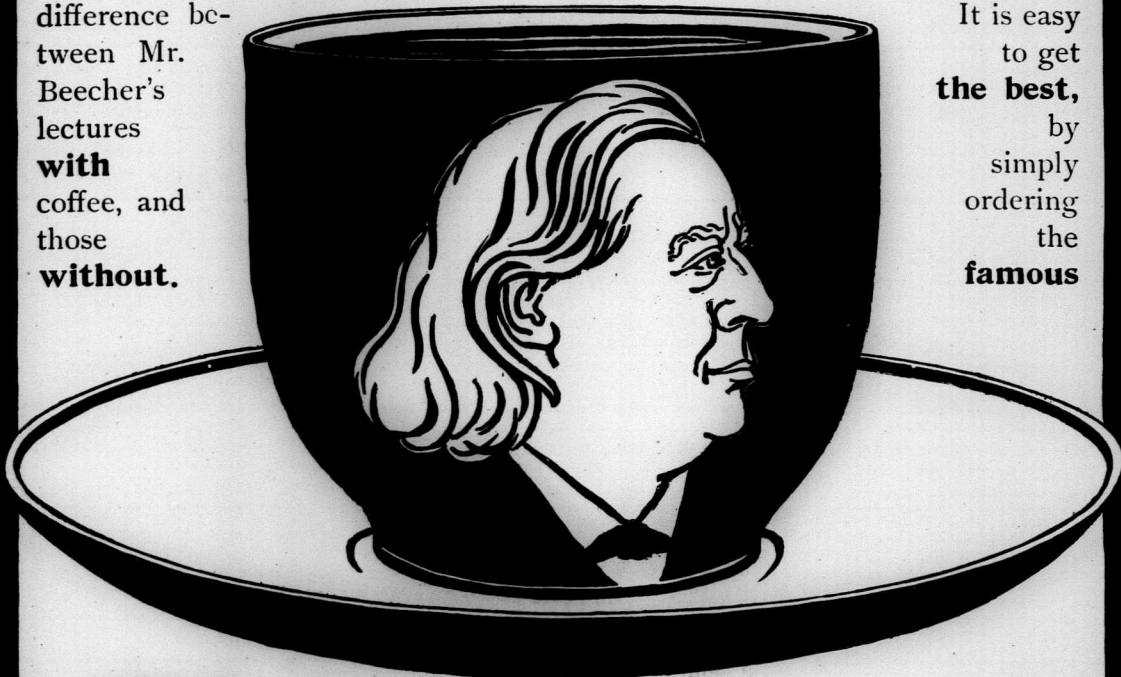
THE MANITOBA CROP.

Later crop reports from Manitoba continue of a much more reassuring nature. It is now thought that the increased acreage will fully offset the shortage of yield and that the total grain crop of Western Canada will equal in volume that of 1902. The expert opinion of the president of the Northern Elevator Company is to the effect that the present crop is quite the equal of any crop grown within the past ten years. The crop in the Territories, more especially north and west of Edmonton, is characterized as magnificent in reference to both quantity and quality.

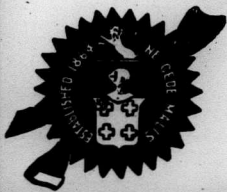
Experiments made in England have shown that a salmon can swim at a speed of forty miles an hour.

HENRY WARD BEECHER

never appeared at his best unless fortified with a cup of good coffee. His lecture manager gives an amusing account of their ingenious efforts to get good coffee for the great preacher just before each lecture, and states that there was a marked difference between Mr. Beecher's lectures **with** coffee, and those **without**.



It is easy to get **the best**, by simply ordering the **famous**



Chase & Sanborn's Coffees.

"SEAL BRAND"
In 1-lb. and 2-lb. Tin Cans (air tight).
Other high grades in richly colored parchment bags (moisture proof).

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., September 1, 1903.

It certainly would do the wholesalers of the eastern cities good to see the way freight was piled up on the C.P.R. wharf on Monday, August 31, all day and until up to midnight. Two of the large sheds were filled to the roof and large consignments were stacked in roofed enclosures on the wharf. The drays with loads of merchandise were sent down hour after hour all forenoon and afternoon, and were kept at it as busy as ever right up to midnight. The staff of clerks in the freight sheds did their best to receive it as it came, but it was piled up everywhere despite all efforts.

The withdrawal of the Summer schedule with its accompanying guarantee of through bills of lading and guarantee of delivery in Dawson was accentuated by an increase in the commodity rates which went into effect on September 1. The increase was \$5 per ton, and that item was worth saving. It was estimated that nearly, if not altogether, 1,500 tons of general merchandise were delivered at the C.P.R. wharf on the last day of August.

To handle this extra freight, sent in all at once, the C.P.R. has put on the steamer Danube, which was loading yesterday, and the steamer Venture, which will load as soon as she returns from the north. The Amur, one of the regular northern steamers, took out over 700 tons, which had been on the wharf previous to Monday. The Princess May, which is the alternate boat on the Skagway run, will also take out a full cargo this week, so that the congestion will be relieved before the beginning of next week.

The withdrawal of through Summer rates and the substitution of ordinary commodity rates, will not have a very appreciable effect in stopping the shipment of goods north. There has been an underlying current of feeling among the merchants and shippers that the condition in the northern market will render it necessary to send in large quantities of goods yet. The efforts being made to get the big shipments from St. Michaels up the river before the freeze-up, are not an entire success. The water is too low, and, despite the fact that the owning corporations are impressing every available steamer into the work of transporting the big stocks from the mouth of the river, it is openly admitted that many consignments will never reach Dawson this Fall.

When that is assured, it will make it positive that large quantities of staples in food products will be needed, and the only way to send them in is by the White Pass Railway from Skagway and down the Yukon. The stocks of staples in the Yukon now are by no means large, and the expectation is that large shipments will have yet to be sent.

Orders for hundreds of tons of food staples were received by local wholesalers until Monday noon, August 31, and while it was impossible to have them even entered up, let alone packed, in time for catching the through rates, the goods will be shipped in any way.

In the grocery market this week there

is noted the withdrawal of quotations on corn and tomatoes by eastern packers. The expected shortage in the pack is the cause. As tomatoes have not been supplied the trade here to more than half the demand for a year back, the move is not a surprise. Local wholesalers have to depend largely on California for their supplies of canned tomatoes.

The eastern houses shipped a fair supply of new peas when the crop was ready and packed. So far no shortage in that has occurred.

In dried fruits the stiffening of all lines has followed on the opening of new season's apricots at high prices. Other lines of dried fruit are still last season's pack. Demand is fairly active in these lines owing to heavy northern shipments.

* * *

In produce markets the butter situation is steady. There is fairly good demand and receipts are well up to demand. Store butter is also being received just now, though the heavy consignments for Winter stocks will hardly begin to move yet.

Cheese, which is not heavily stocked here at present, has shown an advance in sympathy with eastern higher quotations. The supply is as yet in part from Manitoba.

Eggs are very scarce and very firm on receipt of news that the next arrivals from Ontario will be worth 2c. more than present stocks. It is now almost impossible to get eggs in any quantity from Manitoba and the Northwest. Price is quoted at 21c. at present; it is going up. Local fresh still retail at 40c. per dozen, and few on the market.

* * *

The receipts of fruit from California are somewhat restricted. The rigid inspection has practically stopped importations of apples, and there are no pears from California at all now. All the California apples on the market are a few Gravensteins. They are quoted at \$1.50 to \$1.75 per box. Bartlett pears from Washington and Oregon are in liberal supply at \$2 to \$2.25 per box (same size as apple box). Peaches are plentiful; Crawfords from Washington and Salways from California being the only varieties on the market. Crawfords quote at \$1 to \$1.10 per box, and the Salways at \$1.15 to \$1.25. Grapes are very plentiful; there are muscats, tokays, and black grapes, the price being \$1.75, with lower tendency. The Italian prune is the only variety of plum being received from California just now. The British Columbia crop of Italian prunes is not in the market yet. Other varieties are, however, so plentiful that they have no quotable value. The keeping qualities of many of these plums prevent shipment to the Northwest.

Watermelons have never come in such quantities to this market. Up to date 11 cars have been absorbed. A very few years ago it was difficult to sell that number in the whole season. Most of them have been from California this year, but Washington is now shipping. The local quotation to the trade is \$30 per hundred. Canteloupes are \$1.75 to \$2 per crate of three dozen.

Local Spence's Bridge tomatoes are quoted at \$2 for the 40-lb. box. Fancy Spence's Bridge apples, \$1.25 per box; other varieties from 50c to \$1 per box.

PERSONAL MENTION.

Mr. F. F. Adams, grocer, of Cardinal, Ont., was one of the Exhibition visitors to our Toronto office this week.

Mr. J. M. Findlay, general merchant, Dromore, Ont., was in Toronto this week and paid a visit to our office.

Mr. F. J. Castle, of The F. J. Castle Co., Limited, paid THE GROCER a call this week when in Toronto. He reports business at Ottawa exceedingly good.

Mr. R. J. Wales has started business in groceries and hardware at Napanee, Ont. Two stores, both bright and attractive, have been fitted with choice stocks.

Mr. W. McPherson, general merchant, Williamstown, Ont., has made extensive alterations, including a new front in his store, which greatly improves its appearance.

Mr. C. E. Choat, of Choat & Co., retail grocers and provision dealers, Halifax, has been spending a few days in Toronto. Mr. Choat left Toronto about five years ago, and since living in Halifax has built up a nice business.

Mr. P. C. Larkin left on Tuesday on a visit to the branches of The Salada Tea Co. in Buffalo, New York City and Pittsburg. He intends continuing on south through Virginia and Florida, visiting many wholesale handlers of "Salada" in the Southern States.

Ritchie Bros., who four years ago began a general business in Orangeville, are branching out, and have started a similar store in Dundalk. Mr. E. W. Ritchie assumed the management on September 1. F. W. Ritchie, with the third brother H. W. to assist him, will continue in the Orangeville branch.

Mr. T. B. Price, of Parrsboro, N.S., was in Toronto this week. Mr. Price is in the grocery and crockery business, and is one of the many progressive merchants of Maritime Provinces who believe in securing all the knowledge available of interest to their business, so subscribed to THE GROCER before leaving.

Mr. E. R. Crane, grocer, of Orwell, Ont., was in Toronto this week and called on THE GROCER. Mr. Crane is the oldest grocer in Elgin County, having been in business there for over forty years. He has been burned out twice, but still continues at the old stand. He is combining business with pleasure while in Toronto.

On the invitation of Mr. E. B. Goodacre four prominent business men of Montreal spent a very pleasant ten days on a fishing excursion at Lake Gaumont, some thirty miles north of Labelle,

recently. These were Messrs. A. Chaput, G. C. Rose, G. Haldimand and E. Desaulniers, and all report a very enjoyable holiday enlivened by excellent fishing.

Mr. Fred M. Wilkinson, president of Trade a journal published in Detroit in the interests of retail merchants, called on THE CANADIAN GROCER a few days ago. Mr. Wilkinson is an old St. Thomas, Ont., boy, being the son of the late Mr. Wilkinson, founder and for a long time proprietor of The St. Thomas Times. Mr. Wilkinson is doing well in Detroit and his paper is steadily growing.

Mr. F. W. Morley, of F. & J. Morley, grocers, Sydney, C.B. was a visitor in Toronto during the Exhibition. He said that when he left home, business was rather on the quiet side, partly on account of the uncertainty which surrounds the iron and steel industry in the town. Mr. Morley, however, felt that the quietness was only temporary and that the iron and steel industry would eventually be in a flourishing condition, on account of the natural advantages of Sydney for the location of such an industry. He said that three furnaces and a steel plant were in operation at The Dominion Iron and Steel Co.'s works.

Mr. E. H. Dierham, Milverton, Ont., has been in Toronto for a few days, more on business bent than on pleasure. In conversation with THE CANADIAN GROCER he remarked: "Although the population of Milverton is only about 850, it is quite a little town, there is no better in west Ontario. The merchants do not cut each other's throats, but pull along pretty well together." From further conversation it was learned that Mr. Dierham is a strong believer in the efficacy of printer's ink. He advertises freely in the local paper, and besides this, issues circulars from time to time to persons whose names he obtains from the voter's list. When questioned in regard to the cash system, he held that it was not possible to employ such a system in a town: "It is quite different in Milverton from what it is in larger towns in regard to the possibility of cash trade."

TO FIGHT CANADIAN PORTS.

A press despatch announces that the Philadelphia grain exporters have joined with the Baltimore merchants in the movement to prevent the further diversion of the western grain trade to Montreal and other Canadian ports, and a conference will be held in Philadelphia next Tuesday and Wednesday to devise a plan

Fads in Many Lines Come and Go,

but Clark's Meats

are steady sellers.

That's why you should stock them.



Delicious, Healthful
The Ideal Fruit

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SPRING and SUMMER USE

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



Capstan Brand Mustard

is pure and is equal to any in the market.

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GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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COCOA

FINEST ORANGES GROWN

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

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

of action. New York and Boston merchants interested are also to be represented.

LOOKING FOR CANADIAN AGENT.

A visitor to the Montreal market this week is Mr. John Grant, director of Messrs. Wm. Grant & Sons, Limited, Dufftown, Glenlivet District, Scotland.

Mr. Grant was a caller at the offices of THE CANADIAN GROCER. He stated that his trip to Canada was for the purpose of opening up trade with this country, and he is looking about for suitable agents. Inquiries re agency may be directed to THE CANADIAN GROCER.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Visible Stocks of Lard.

THE N. K. Fairbank Co., of Chicago, Ill., under date of September 2nd, write THE CANADIAN GROCER as follows:

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

	1903. Sep. 1.	1903. Aug. 1.	1902. Sept. 1.	1901. Sept. 1.	1900. Sept. 1.	1899. Sept. 1.
Liverpool and Manchester	13,500	26,000	18,500	17,000	18,000	59,000
Other British ports	2,500	8,500	2,400	6,000	6,000	9,000
Hamburg	8,000	14,000	9,000	15,000	8,500	15,000
Bremen	1,000	1,500	1,500	1,500	2,000	3,000
Berlin	1,500	1,500	500	2,000	2,000	2,000
Baltic ports	11,000	12,000	5,000	11,000	7,000	9,000
Amsterdam	700	1,000	2,500	1,000	3,000	3,500
Rotterdam						
Mannheim						
Antwerp	1,000	1,000	1,000	4,000	5,500	7,000
French ports	2,300	900	1,100	2,000	5,000	4,500
Italian and Spanish ports	500	500	1,000	1,000	1,000	1,000
Total in Europe	42,500	66,900	42,500	61,000	58,000	113,000
Afloat for Europe	30,000	40,000	26,000	51,000	54,000	48,000
Total in Europe and afloat	72,500	106,900	68,500	115,000	112,000	161,000
Chicago prime steam	96,024	75,554	45,700	47,495	97,432	215,045
Chicago other kinds	10,472	9,593	7,952	8,145	16,478	7,910
East St. Louis	3,000	1,760	550	6,434	7,438	15,000
Kansas City	8,538	7,891	2,628	10,571	8,464	22,026
Omaha	5,747	5,569	3,615	5,096	4,486	3,486
New York	6,973	7,182	6,905	10,186	6,468	13,110
Milwaukee	3,933	4,512	1,027	4,674	8,153	7,127
Cedar Rapids	3,715	1,258	2,016	1,153
South St. Joseph	4,785	4,497	1,668	1,023	3,513
Total tierces	211,072	223,488	142,320	208,259	263,958	449,370

Dairy Auction at Dominion Exhibition.

AT the Dominion Exhibition, Tuesday, Sept. 8, was the appointed day for disposal of the cheese and butter exhibits. In the centre of the arena, upon a temporarily arranged stand, at 2.30 p.m., the auctioneer, in the person of Mr. MacLaren, head of the dairy division, took his stand, and quickly became the centre of attraction of a large concourse of visitors and buyers. The great amount of attention and time which Mr. MacLaren has given in connection with this department is well known to all who are interested in them, and it is doubtful whether a better person could have been found to fill the duties of auctioneer; and, indeed, the remarkably masterly manner in which he explained in detail the merits of each particular section, proved unquestionably the great interest he has taken in this section. Bidding began with a fine sample of cheese, which was quickly run up to 11c., the bidding continuing all through with a good degree of interest and prices secured ranged from 10½

to 11¾. The butter attracted a good deal of attention, and many of the visitors seemed disposed to have bid had the offers been in small quantities. Below we give details of the sales:

CHEESE EXHIBITS.

Section 1.—June and July. 74. Sold to H. Wright at 11c.

Section 2.—June and July. 69. White, sold to H. Wright at 10½c.

Section 3.—August. 95. Colored, sold to H. Wright at 11c.

Section 4.—August. 108. White, sold to H. Wright at 10¾c.

Section 5.—Unrestricted. 18. Stilton, sold to Park, Blackwell & Co. at 11c.

Section 6.—June and July. 18. Flats, sold to Park, Blackwell & Co. at 11¾c.

Section 8.—Syndicate.

No. 1. 11. White, sold to H. Wright at 10½c.

No. 3. 4. White and colored, sold to S. Lionna at 11 1-16c.

No. 4. 16. White and colored, sold to H. Wright at 10¾c.

No. 6. 22. Colored, sold to H. Wright at 11 1-16c.

No. 7. 18. Colored, sold to H. Wright at 11 1-16c.

No. 8. 18. White, sold to H. Wright at 11 1-16c.

No. 9. 10. Colored, sold to H. Wright at 11c.

Section 9.—6. White, sold to H. Wright at 10½c.

BUTTER EXHIBITS.

Section 10.—Best tub or box. 30 packets 56 lbs. each, sold to Mr. Dillon at 19c.

Section 11.—19 lots, 50 lbs. (1-lb. prints), sold to Park, Blackwell & Co. at 18c.

Section 12.—8 lots, 40 lbs. each (in 10-lb. boxes), sold to Park, Blackwell & Co. at 18c.

Section 13.—19 lots, 30 lbs. each, dairy, sold to Mr. Dillon at 14½c.

Section 14.—17 lots, 20 lbs. each, sold to Mr. Dillon at 15c.

Section 15.—13 lots, 10 lbs. each (1-lb. prints), sold to T. Newell at 17c.

Poultry Raising in Hungary.

U. S. Consul Chester, of Budapest, in a recent report says that in the near future Hungary will export more poultry than grain.

Already she exports turkeys, geese, ducks and hens to England, where they now compete more successfully than formerly with American poultry. The poultry culture of Hungary, says Mr. Patak, secretary of the Hungarian National Society for Poultry Rearing, who is organizing the Hungarian export poultry trade, pays ten times as much to farmers as any other branch of agriculture. Beef is dear and pork has gone up in price, while thousands are making money in the export of eggs alone, and raisers of poultry are sure to find a good domestic, if not also a foreign, market.

Cheese Markets.

Lindsay, Sept. 5.—The Victoria Cheese Board met to-day. Thirteen factories boarded 1,969 boxes, and the highest price paid was 11c. Ten factories sold at that price.

Cowansville, Que., Sept. 5.—At the weekly meeting of the Eastern Townships Dairy-men's Exchange here to-day 42 factories offered 1,930 boxes cheese, 18 creameries offered 1,015 boxes butter. Cheese sold at 10¾c. to 11 1-16c. Butter, 19¾c. to 20¾c.

Belleville, Sept. 5.—At the Cheese Board to-day 31 factories boarded 2,825 boxes white and 300 colored cheese. Sales were 2,460 at 11c.

Cornwall, Sept. 6.—Two thousand one hundred and twenty three cheese were boarded here on Saturday, 943 white and 1,035 colored, and 95 American. All sold but one lot. The price was 11 3-16c. for both white and colored. The salesmen were:—Hodgson Bros., 1,198; J. Alexander, 773; T. S. Williamson, 28; A. Grant, 52.

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Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
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CHARLOTTETOWN PRESERVING CO.

Their **Canned Blueberries**

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WRITE OR WIRE FOR PRICE LISTS.

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

FEARMAN'S ENGLISH BREAKFAST BACON . . .

has the highest reputation for quality. This is what one of our customers says about it :

"After trying many brands of Smoked Bacon, experience overwhelmingly demonstrates the fact that Fearman's English Cure is superior to any brand cured in Canada."

That is a good testimonial from a good customer. If you have not had our Bacon in your provision store let us have your order, and you will agree that the above endorsement is not undeserved.

F. W. FEARMAN CO., Limited
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Mess Pork, Short Cut Pork, Plate Beef.

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

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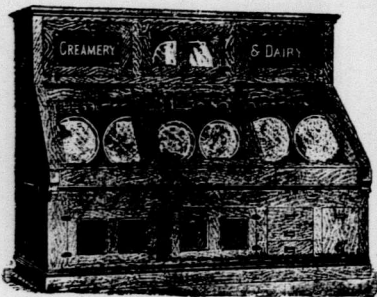
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Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

DAIRY PRODUCE AND PROVISIONS

London, Sept. 7.—At the London Cheese Market Saturday afternoon thirteen factories boarded as follows:—Chatham Gore, 70 boxes; Camden, 70 boxes; Dunboyne, 165 boxes; Mapleton, 200 boxes; Lakeview, 150 boxes; Wroxeter and Gallabank, 235 boxes; Belmont and Westminster, 515 boxes; Malahide, 220 boxes; Gladstone, 250 boxes; Ballymote, 80 boxes; Blanshard and Nissouri, 170; Mt. Carmel, 130; Watford Union, 200—total, 2,455 boxes. Bids ranged from 10½c. to 11 1-16c. Three factories sold.

THE PROVISION MARKETS.

TORONTO.

PORK stuffs have been firm this last week with a tendency to up prices on the part of hams and backs, stocks of which are light. Lard continues weak with no movement on the part of buyers to stock up. We quote:

Long clear bacon, per lb.	8 0 10	8 1 10
Smoked breakfast bacon, per lb.	0 14	0 15
Roll bacon, per lb.	0 11	0 12
Medium hams, per lb.	0 14	0 14
Large hams, per lb.	0 13	0 13
Shoulder hams, per lb.	0 10	0 10
Backs, per lb.	0 15	0 15
Heavy mess pork, per bbl.	19 00	20 00
Short cut, per bbl.	21 00	22 00
Shoulder mess pork, per bbl.	16 00	17 00
Lard, tierces, per lb.	0 95	0 09
" tubs	0 05	0 10
" pails	0 10	0 10
" compounds, per lb.	0 08	0 09
Dressed hogs, light weights, per 100 lb.	8 00	8 25
" heavy	7 25	7 50
Plate beef, per 200-lb. bbl.	12 50	
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcasses	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 55
Mutton	5 00	7 00
Lamb	8 00	8 20
Veal	7 00	8 00

MONTREAL.

A very satisfactory business has been done this week in hog products, and quotations as given last week still rule firm. Lard is still in very good demand, and there has been a fair inquiry for Canadian short-cut mess pork at \$19 to \$20 in round lots. The local demand for smoked meats, such as ham and bacon, is good, and on the English market there is still a good demand for Canadian bacon. We quote:

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

Lard market is steady and quotations are unchanged, as follows:

"Boar's Head" brand	0 08
Carloads, less	0 00
60-lb. tubs, over tierce	0 00
20-lb. tin pails	0 00
20-lb. wood	0 00
10-lb. tins	0 00
5-lb. tins	0 00
3-lb. tins	0 01
Pure lard, in pails, 20 lb.	1 95
" in tubs, 50 lb., per lb.	0 09
" in tins, per lb.	0 10

DAIRY PRODUCE.

TORONTO.

BUTTER. No export demand has as yet materialized, but a little better prices are being realized for tip top dairy. Considerable quantities are being offered and with about stationary demand prices are about as a week ago. We quote:

Creamery prints	Per lb.
" solids, fresh	0 19 0 23
" prints, large	0 18 0 18
" prints, small	0 15 0 17
" in tubs, best	0 14 0 15
Under qualities	0 11 0 13

CHEESE.—The market for cheese has

again developed further strength and added from ¾ to 1c. per pound to prices current last week. A remarkable feature is that outside board prices are on a level with those on the local market. Trade is picking up. Nothing further has transpired to account for the boosting which has been taking place but it is possible that the quality of the Fall make will keep up the price. It may be of interest to note that cheese at present prices is equal to butter at 25 to 27c., a fact which should militate against large productions of Creamery this Fall. We quote:

Cheese, large, new	Per lb.	0 11 ½	0 11 ½
" twins, new		0 11 ½	0 12

MONTREAL.

EGGS.—The very favorable weather has greatly improved the quality of eggs which are coming forward. The last week shows a decided improvement in the consumption. Prices are a little firmer, 15½ to 16c. being the price obtained for straight, and 18 to 18½c. and an occasional 19c. are the prices obtained for selected new-laid stock. As a result of the better feeling for local consumption the price in the country is a little firmer, but buyers say that if the market is to continue healthy throughout the season prices in the country must not go any higher. Country prices are now so high that no margin can be made for export, and unless the British market improves the market locally will be a dragging one and may wind up as it did last season unless care is used.

BUTTER.—The firmer feeling which was shown in the market last week still continues, 19½ to 20c. being the ruling price at Quebec's largest boards on Saturday last. The British market has responded to a certain extent, and finest brands have been sold to show a margin over the above price. The feeling locally is decidedly better and, as exporters have had a bad time of it so far this season, a change to better prices will be gladly welcomed. Dairy butters have shown a little more life this week, but not sufficient to warrant the payment of any higher prices in the country. Locally the market is good, the cool weather helping consumption. Prices obtained for finest creamery are 19½ to 20c.; dairies, 15 to 16c.; large lots, 14½ to 15c.

CHEESE.—Throughout the week there has been free buying at all the country boards on a basis of 11 to 11½c. Exporters state that they have been able to secure some business on the above basis, but the majority of the trade are not following the market and operations are at present confined to two or three operators, who seem to have some reason for the prices they are paying. The general feeling among the trade is that lower prices will prevail immediately after the close of navigation. However, the cool weather now prevailing will doubtless have some effect on the production. The local trade is well supplied with small 20-lb. cheese and therefore the price for local consumption is a hard one to quote. We quote at 10½ to 11½c.

Provision Notes.

The price paid by Mr. McIntyre for live hogs on the London market, Monday, was 5¼c. per lb.

Blue Ribbon Ceylon Tea

is obtained exclusively from certain tea estates in Ceylon. It is pure tea selected from the best "hill grown" variety in that verdant Isle.

Other packet teas are job lots that have been dumped into Canada because there is no duty.

We don't blame you for competing against these cheap packet teas with bulk teas when you can buy the same quality as these packet teas at less price than the packet tea man jobs his mixtures.

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One trial will bring you back for more.

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OPEN LETTER.

To the Retail Grocery Trade of Western Ontario:

DEAR SIRS,—We thank you for your past patronage, and wish to say that we are still doing business at the old stand, No. 156 Dundas street and 155 Carling street, and never were in better position to cater to your wants. In the last few years there have sprung up so many forms of Companies, Corporations, Associations and Combinations that it is difficult to foresee where these combinations are going to end. In fact the average Retail Grocer to-day does not know where he is at, or who he is dealing with. Now, to avoid any doubt on this matter, so far as we are concerned, we would respectfully ask you to send your orders to us, either through our travellers, by letter, telegraph or telephone, and by so doing we will be responsible to you, and you to us, and to no other person or persons. We will meet all legitimate competition, no matter from what source. We make a specialty of Black and Green Ceylon Teas, Japan and Indian Teas, Raw and Refined Sugars, New Orleans Syrups and Molasses, Canned Salmon, Japan and Fancy Rices, Currants and Raisins, Cereals, Cheese, Lard, etc., etc. We control for London certain leading brands of goods, such as the celebrated "Quaker Brand" of canned goods, Clover Leaf Salmon, and other lines for which we solicit your wants, and we will give your orders our best attention.

Yours very truly,

John Garvey,

Wholesale Grocer, 156 Dundas
Street and 155 Carling Street,

~~~~~ **LONDON, ONT.**



# Eastlake

## STEEL SHINGLES

are made so carefully and accurately that they are fitted together with perfect ease.

Their patent side lock is the best shingle "wrinkle" you ever came across. It's a great help to be able to apply them so quickly and easily.

They are the popular lightning, rust and fire proof roofing for all farm buildings.

Don't be behind the times—  
USE EASTLAKES.

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

# DRIED APPLES

WE ARE BUYERS  
LARGEST DEALERS IN CANADA

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

## WE KEEP ALL CODES.

|                                   |        |
|-----------------------------------|--------|
| A.B.C. Code, 4th Edition.....     | \$5.00 |
| A.B.C. Code, 5th Edition.....     | 7.50   |
| A1 Code.....                      | 7.50   |
| Robinson's Code.....              | 1.50   |
| Armsby's Code, 1901 Edition.....  | 2.50   |
| Economy Code.....                 | 3.00   |
| Scattergood's Fruit Code.....     | 5.00   |
| United States Code.....           | 3.00   |
| Arnold's Tobacco Code.....        | 2.50   |
| Baker's Potato Code.....          | 2.50   |
| Broker's Code.....                | 1.00   |
| Citrus Code.....                  | 2.00   |
| Index Code.....                   | 2.00   |
| Universal Sugar Code.....         | 1.00   |
| National Coffee Code.....         | 1.00   |
| Riverside Code 1890 and 1901..... | 3.00   |

All or any of these Codes mailed on receipt of price.  
Private Codes made on reasonable terms.

## THE NATIONAL COFFEE CODE

Axtell's is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, \$1.00 Postpaid.

Messrs. E. H. & W. J. Peck, New York City, say of it: We have been using your code for some time and find it superior to any code previously used by us.

## THE UNIVERSAL SUGAR CODE

Axtell's is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, \$1.00 per copy Postpaid.

Messrs. Volney, Green & Son, New York City, say of it: We have used your Universal Sugar Code from the time it was first published and consider it much superior to any other code that has been issued during the 30 years that we have been in the sugar business.

**AMERICAN CODE COMPANY**  
83 Nassau Street, - NEW YORK CITY  
Discount to dealers only.

## HINTS TO BUYERS.

Contributors are requested to send news only, not puff 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.

E. D. Marceau, Montreal, reports the receipt of large shipments of new China, Japan, India and Ceylon teas. Full particulars will be found in the advertising columns.

Lucas, Steele & Bristol offer "Shinola" in 1-do. counter cartoons.

B. O. Beland, 26 Lemoine street, Montreal, has put in stock a line of fresh products, among which are pates de foies gras, asparagus, peas, beans, green beans, artichokes, chicory, choucroute, truffles, etc.

Lucas, Steele & Bristol offer Eyssen's Dutch cheese in fancy tins.

We are requested by the management of the firm of S. J. Major to contradict the rumor that the business is for sale. The business will be pushed forward with more activity than in the past under the direction of Mr. Cote.

New Labrador herrings were delivered by Lucas, Steele & Bristol this week.

S. J. Major, of Ottawa, has yet a few hundred cases of tomatoes which he offers at low figures.

Williams' shaving soaps are for sale by Lucas, Steele & Bristol.

A carload of Williams' mixed pickles is in stock at S. J. Major's and as an inducement to introduce the goods a special discount of 3 per cent. will be given during this month.

B. O. Beland, 26 Lemoine street, Montreal, offers to the trade an attractive line of cheese, including Roquefort, Brie, Camembert and Gruyere.

One thousand boxes of 4-crown layer raisins are offered by S. J. Major at low figures.

## MONTREAL GROCERS' ASSOCIATION.

On Friday, September 4, the Montreal Grocers' Association elected the following officers:

President—Mr. Chartrand.  
First Vice-President—E. Limoges.  
Second Vice-President—J. Menard.  
Treasurer—Arthur Bastien.  
Hon. Secretary.—Ald. Turner.

P. O'Brien was nominated first vice-president, but resigned from membership as well as office. John P. Dixon also resigned, and was replaced by S. A. Beaudry.

The directors were as follows: Messrs. Gilmette, J. H. Paquette, T. Pergeron, E. Boudoin, E. Limoges, A. Laurendeau.

## 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.

## SITUATIONS WANTED.

GROCERY CLERK desires position—age 21; experience 5 years; knowledge of bookkeeping; come September 1. Box 138, CANADIAN GROCER, Toronto.

## SITUATIONS VACANT.

BAKER—Good on bread and cakes; temperate; state wages with board; steady job to right man. Box 150, CANADIAN GROCER, Toronto. f

MILLER—With two or three years' experience; must be sober, steady and not afraid of work; state wages expected. Box 148, CANADIAN GROCER, Toronto. f

WANTED—One or two first-class salesmen, who are at present travelling for Toronto, Hamilton or London grocers, and who are in a position to handle a side line, to sell Royal Flavoring Extracts on commission basis. The goods in question have a large sale throughout Canada, and an experienced salesman in this line can do very well with them. Liberal commission allowed. Address, Davis & Lawrence Co., Limited, Montreal. (37)

## AGENCIES WANTED.

WANTED—Agencies for Newfoundland and Prince Edward Island; lines suitable for general and grocery trade; three to four trips per year. Address Box 28, CANADIAN GROCER. (38)

## FOR SALE.

GROCERY business for sale in Toronto; an excellent opportunity for the right person; old established trade; rent of store very reasonable. Box 153, CANADIAN GROCER, Toronto. f

## MISCELLANEOUS.

WANTED—Grocery adwriting—I am prepared to furnish a few grocers with good, strong, trade-winning advertisements, at moderate cost. Correspondence solicited. Adwriter, Box 94, St. Catharines, Ont. (37)

## 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.



# FLOUR AND CEREAL FOODS

## Reforms of the Bakery Trade.

**A**S in all other trades, so also among the bakers, the exigencies of the times have demanded improvements and suitable efficacious changes, although those relating to the bakery trade have only in the last few years been particularly noticeable. Most of these improvements have taken place in the interior management of bakeshops, especially as far as hygienic measures are concerned. Many of our readers will remember, how formerly the sleeping places of the workmen were situated either in the bakehouse or close to it; the same held good with all toilet arrangements. When we compare this with the up-to-date arrangements now prevalent, we must confess that as far as cleanliness is concerned, nothing is to be desired. But exterior reforms have also not been neglected, and only lately two Berlin (Germany) Bakers' Guilds have laid down several important rules relating to the outward appearance of bakery workmen. These two guilds, the Concordia and Germania, have decided that the journeymen will be allowed to work with clean, blue aprons and kerchiefs only, while those apprentices that are engaged in carrying wares to customers must wear white aprons, blue and white striped jackets and white caps. It was also ordered that no baker boy should be allowed to appear in the street barefooted, a thing which hardly ever has happened in America, but which has become a habit in Europe of which the public did not approve at all. The regulations as to dress will be noticed with a great deal of interest on this side of the ocean, and it is to be hoped that they may be imitated extensively.

## Milling in Sweden.

Small water mills are found in all parts of Sweden and serve to grind the grain of the neighboring peasantry. On the plains in the south windmills are met with, says The Miller.

Of late years steam mills have been erected in the larger towns, and, thanks to the protective duty, are in a fair way to produce all the flour the country requires.

In the year 1898 Sweden boasted of 1,117 large mills, with 1,148 pairs of rolls

and 4,908 pairs of stones, giving employment to 4,243 workmen and producing 307,110,700 pounds of flour. The more important mills are located in Stockholm, Upsala, Malmo and Gothenburg.

Heretofore rye has been the principal bread grain, but in recent years the consumption of white flour has been on the increase. In some provinces rye and barley are mixed to form the bread, while in other regions oatmeal is added to the rye. A hard, dry biscuit called "Knackerbrod" is made from rye flour and keeps a long time without losing its flavor.

## Twice Baked Bread.

**T**HE custom of twice baking bread, according to an article in The Bakers' Review, is growing in many households; true, this is most frequently done at first at the advice of the physician, but, when the taste for zwieback is once acquired, ordinary bread is soon regarded as insipid. Bread twice baked is a standard remedy for indigestion and is beneficial in some kinds of kidney troubles, but the greatest good to be derived from its use is to the teeth. It is said that the habit of eating so much soft food is the reason so few have perfectly sound teeth. The teeth, like every other portion of the human frame, have their allotted work to perform to keep them in a healthy condition. If work is not given them the result is very much the same as in the case of the unworked muscles or faculties. They need food that requires plenty of mastication to keep them up to their proper standard. Zwieback, as this twice-baked bread is called, supplies this necessary exercise. Children should be given as much of it as they will eat, and adults, too, will find it of great benefit to the health and preservation of their teeth. Having said so much about the beneficial results to be obtained from using zwieback, it is advisable here to tell the uninitiated how it is prepared for private use. Vienna bread is really the best to use for zwieback, although any other kind of baker's bread will do if this is not obtainable, but home-made bread will not give satisfactory results. Cut up several loaves into slices of medium thickness. Place these in the oven and subject them to a moderate heat for twelve hours, or they may be left in the oven all night.

The longer and more slowly it is baked the better it will be. Twice-baked bread is delicious when used instead of toast in the preparation of various dishes of meat or vegetables. It is excellent served with soups. It is convenient to pack for a light lunch, and, when eaten in conjunction with fruit, is appetizing and nourishing, and far more wholesome than cakes or sweatmeats. For supper it may be taken freely with hot milk or with cocoa. The result is a good night's sleep and healthy digestion. As seen from the above, this zwieback is easily made and many an unused loaf of wheaten bread may be made useful in this way at a minimum of cost.

## A Modern Fable.

And behold in a certain city two millers came before King Solomon. And the first cried unto him for judgment, saying: "Lo, while I was asleep (for a wonder) did this supplanter come to take away my customer out of my bosom; a live customer, O King, and goodly to look at and draw upon. And I found I had gotten another customer truly, but ill-favored and thin, and now already dead." And the other said: "Not so, O King, for this customer came to me without my seeking, whereupon I did say: 'Welcome, little stranger!'"

Then said the King to the miller who complained "Why not cut? Peradventure thou mayest get at least a share. Thou mayest haply get it all." But he that had complained answered and said: "Rather, O King, would I have all than part. And this beloved customer, late of my bosom, looks better uncut. And yet further, O King, if I cut, this fellow also will cut, whereupon I shall cut again; and when the customer seeth that we both be bent on cutting, his heart will be glad within him and he will say, 'Cut on, cut on, ye fools and blind.' And it shall befall that in the end thereof my beloved customer shall be useless to me, even should I again nurse him in my bosom. I will not cut, O King, but I will wait till this fellow hath served his customer as badly as he has served me."

Then King Solomon gave judgment that the customer should return to him that complained as soon as the customer wanted to; and, said the King: "That day will surely come and will not tarry."

—Milling.





## The public want foods, not fads.

The public are learning—Tillson's Oats advertising is telling them—the Government reports on foods are drilling it into them—that Rolled Oats is the best food they can eat. They want

### Tillson's Pan-Dried Oats

for their breakfast. They know they are the best, the cleanest, the most nourishing food on the market.

There is a revulsion of feeling against fads—it is getting stronger every day.

Get your stock ready for the demand that is daily increasing for the best food—Tillson's Pan-dried Oats.

THE TILLSON COMPANY, Limited,  
Tillsonburg, Ont.

TELEPHONE { MAIN 1257  
" " 4675

### Wm. McCann Milling Co.

MILLERS  
AND GRAIN DEALERS

192 King St. East, - Toronto.

#### Mill Loses Insurance Suit.

A New York despatch says: In the suit of The British & Foreign Marine Insurance Co., libellant, against The Portland, (Oregon) Flouring Mills Co., to recover \$16,376 insurance of unpaid freight on a cargo of flour shipped to Kobe and Hongkong, Judge Bellinger has rendered a decision in favor of the libellant for the full amount. The flour was shipped and the freight was to be paid by the defendant at the destination. The steamer was wrecked, but some of the flour and freight were saved. The salvage was said to figure up about \$30,000. The insurance was paid to the steamship company, and the insurance company sued the milling company to recover the money thus disbursed. The insurance company endeavored to establish that the freight charges were due and payable anywhere along the voyage, and the fact that the ship did not arrive at its destination made no difference.

### John MacKay

Limited

Successors to John MacKay, deceased  
ESTABLISHED 1854.

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

### Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

### THE BEST FLOUR.

Calla Lily Choice Manitoba Patent  
G.O.B. Extra " " "

MANITOBA and WINTER WHEAT, blended grades, cheaper, but of excellent quality.

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

We believe we have the choicest grades of flour to offer for the least possible money. Special attention to mixed cars. Write or wire at our expense for quotations.

MODEL ROLLER MILLS,  
PERTH, - ONT.

## FLOUR FEED CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,  
Manitoba Blends,  
Pure Manitoba.

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

"Matchless" Feed.

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



**Feeling Canadian Competition.**

THE Chicago Record Herald says: Lake shipments of corn for the port of Montreal have aggregated 1,000,000 bushels during the last few days. This fact, together with the decline of 60 per cent. in the grain export shipments through Boston and of 29 per cent. through New York, has caused great alarm among the export shippers of the seaboard ports. The Western Elevating Association and kindred associations in Baltimore, Boston and New York have appointed committees to try to induce eastbound roads from Chicago to reduce their rates on grain for export by way of the seaboard ports, so that these roads can compete with Montreal.

The gain of the port of Montreal is due entirely to the action of the Dominion Government in making the Canadian canals free. Grain can now be shipped from Chicago to Montreal for export to Liverpool three cents a bushel cheaper than it can be routed by part rail part lake through Boston.

During the first seven months of the present year over 9,000,000 bushels of wheat and almost 4,000,000 bushels of corn have passed through the port of Montreal, as against a trifle of 1,000,000 bushels of wheat and 4,000,000 bushels of corn through the port of Boston.

The condition of the Atlantic ports is made still worse by the growing competition of the Gulf ports, which are attracting a large proportion of the grain that formerly found an outlet through the eastern seaboard. One of the large exporters from New York called on several of the Chicago traffic men yesterday and told them the situation on the seaboard was alarming. He said that unless the railroads could be induced to discontinue their lighterage charges in New York or reduce the grain rates the exporters would soon have to go out of business.

**Banana Flour.**

With the cheapening of bananas by the large increase of importation, says an English exchange, some enterprising baker might find it a good business to convert the fruit into bread. It could not be sold, of course, at the same price as wheaten bread, but from a dietetic standpoint it is accredited with very superior qualities. African travellers who have experimented with this food claim for it greater nutritive value, easier and quicker digestibility, finer flavor, and greater lightness of texture. Sir Henry Stanley, during his memorable journey up the Aruwimi, chiefly lived on this fruit bread and although his baking arrangements must have been primitive, he pronounced judgment in its favor compared with the

wheaten article on almost all points. Whether it is free, as alleged by some enthusiasts, from gouty constituents, must be left for the present an open question, there being little evidence on that point. But if half the other claims advanced for it are true, it would seem to be just the sort of diet for convalescents and invalids, who have need to recuperate physically before their digestive organs can get into thorough working order. They would be willing enough to pay liberally for any form of food satisfying these requirements, and if banana bread would do that, its experimental introduction as an article of dietary at a remunerative price should not break down for lack of patronage.

**Don't Be a Miller.**

The American Miller publishes the following skit which first appeared some few years ago when the miller was said, in the mind of the farmer, not only to purloin the grist and the sack, but to have designs on the farmer's team as well.

Since time began it's been in vogue  
To call the miller a heartless rogue,  
He may be honest, true and brave,  
But still he's called the city knave.

He grinds your grist and takes his toll,  
Just what was right,—but then he stole;  
But nothing good was ever said  
About a miller until dead.

Some of his patrons will insist  
He stole their sacks as well as grist,  
And then they tried to make it seem  
He followed around to steal the team.

The people call him city thief,  
And of all the sinners he is chief,  
He had better be dead and in sheol  
Than to try to live by taking toll.

So if by labor you exist,  
Just swear you'll never grind a grist.  
Work at something, beg or bust,  
Save yourself from getting cussed.

Beg, steal, lie or kill,  
But never run a custom mill.  
Of all the trades that ere had birth,  
This one is more than life is worth.

So let me die with the sad refrain,  
I was a miller. Can't live again;  
The mills of the gods run sure and slow,  
And sometimes a miller is allowed to go.

While the above was written fourteen years ago, the same old tradition holds in the rural districts. The miller, whether he runs a grist mill or operates a merchant establishment is a bete noir in the eyes of some people who from their readiness to suspect others might well stand watching themselves.

**The Passing of Oatmeal.**

Such is the title of an article recently published by an American journal. Don't you believe it! After many—a good

many—of the advertised cereals of the day have vanished the good old staple will still be to the front. The passing of oatmeal will continue, as of yore, to have a close connection with a second helping. At least that is the opinion of the Scotch editor.

**Scarcity of Wheat.**

A consensus of opinion prevails as to the scarcity of wheat in Ontario. This is not in any way owing to the crop, which has been a bountiful one both as regards quantity and quality. As a matter of fact the honest tiller of the soil is out after the almighty dollar and this dollar he wants to see represented as the value of a bushel of wheat. 30,000 United States farmers have banded together not to sell their wheat under \$1, and the Russian farmers have petitioned their Minister of the Interior to have a law passed fixing the standard price of wheat at \$1. Last year's Manitoba wheat has practically been all exported and very little wheat will commence to move in Ontario before the latter part of September. Prices look as if they were tending higher, but in any case wheat will be a scarce commodity for the next few weeks.

**A Big Yield.**

Well authenticated information credits a farm in Norfolk County, Ontario, with a production of 1,410 bushels of red winter wheat obtained from 27 acres, or an average of 52 bushels. In some parts of this area the yield was 64 bushels. The grain is described as of excellent quality, weighing 63 to 65 pounds to the bushel.

**Cereal Notes.**

One of the large breakfast food concerns of Battle Creek, Mich., talks of building a factory in Winnipeg.

The Chamber of Commerce, Milwaukee, has passed a rule prohibiting members from trading in bucket shops.

Shipments of wheat from Argentina for the week were 976,000 bushels, against 128,000 last year. Shipments since January 1 have been 55,602,000 bushels, against 18,140,000 in 1902.

The British Consul at Canton, China, reports that Chinamen returning from America are creating a larger demand for flour, and that the importation in 1902 exceeded that of 1901 by 851,744 cwts. The flour nearly all comes from America.

The Great Lakes & St. Lawrence Transportation Co., with headquarters at Duluth, has entered the field for export flour from all points in the Northwest. It operates a line of boats of 2,200 tons capacity via the Welland canal to Quebec.



# COME AND SEE US

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The representatives of The F. J. Castle Company, Limited, take this opportunity of inviting their numerous friends to call at our new premises during their visit to the Capital City, Exhibition week. Will not talk shop unless you feel so disposed---fully realize it is holiday time---our object being to make your visit a pleasant one.

Messrs. Hawkins, Fitzgerald, Dufour,  
Fraser, Fitzsimmons, Low.

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THE F. J. CASTLE COMPANY,

LIMITED,

Wholesale Grocers,

OTTAWA.



FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER,  
365 Richmond street,  
London, Ont., Sept. 7, 1903.

**B**USINESS continues good since last writing. Wholesale houses are receiving satisfactory orders for general lines, sugars still preponderating. Monday being Labor Day a general suspension of business took place, the correspondence men in the wholesale houses only being on hand for an hour or so in the forenoon, and the retail stores, after early morning trade, closed for the balance of the day. Grocery travellers, however, went out on their usual trips, although nearly all travellers representing the other branches of commerce will remain at home until after the Western Fair.

The market season is now at its height, and all kinds of fruits and vegetables are displayed in tempting variety. The deliveries of grain are not so large as many buyers had expected, but this is accounted for by the fact that many farmers are busy at other work which demands immediate attention, and cannot spare the time to attend market. Prices are up to the average generally obtained at this season, and it is fully anticipated that much larger deliveries will be made before many weeks pass. In Western Ontario, the threshing returns are exhibiting a remarkably plump sample, the cool weather having allowed the heads to fill and the kernels to mature in prime condition. The prices paid here this week are, for wheat both old and new, 72 to 75c. per bushel; oats, 27 1/4 to 29 1/4 c.; corn, 60 to 65c.; peas, 84 to 90c.; buckwheat, 51 to 55c.; barley, 38 1/2 to 43c.; rye, 53 to 56c.

Both butter and eggs are exceedingly steady. The deliveries are large and the demand active for both products. Rolled butter ranged from 18 to 20c.; crocks, 16 to 18c., and creamery 21 to 23c. Eggs are obtained by storekeepers at 13 to 14c. and they are retailed over the city at 15 to 16c.

Consumers are presented with an endless variety of fruits from which to make choice. Plums are almost a drug on the market, and 12-quart baskets sell at 20 to 30c. Large consignments of peaches of every grade are procurable at reasonable figures; 12-quart baskets of early Crawfords are 25 to 50c.; 8-quart baskets of inferior grades 15 to 25c.

The Fire Underwriters' Association placed in effect this month a new tariff of rates that is causing the greatest indignation among the merchants of the city,

who appear especially hard hit. Merchants who but recently have completed and entered into new premises, that have been fitted up to suit the most rigid requirements of the underwriters and were expecting a reduction from the old rate, find they are asked to pay now 50 to 80 per cent. higher rates than before, and it is more than possible that a public meeting will be called at once to discuss this very important matter.

W. A. McDougall, of the firm of Robt. Scates & Co., Carling street, was arrested yesterday afternoon by Assistant High Commissioner Lombard, of Montreal, and taken there on the charge of false pretenses. The trouble grows out of the business dealings of the firm. Friends of Mr. McDougall here are confident that the charge made against him will speedily be disproved.

Edward Parnell has been elected to the presidency of the Dominion Bakers' Association for a second term. This signal honor to Mr. Parnell is well deserved. He is at the head of two of the largest bread-making concerns in Canada, one in London and the other in Toronto.

On receipt of this number of THE CANADIAN GROCER, the Western Fair in this city will be in full swing. The preparations made and efforts put forth to uphold its high reputation are worthy of much praise. The business-like arrangements are certain of appreciation by the thousands who will be in attendance, should the weather be favorable. W.H.L.

THE AMERICAN INVASION.

Writing of the American invasion of Canada, a staff correspondent of the Chicago Tribune, who has been on the spot, uses these pregnant words: Thrown back by the arid belt marking the west of our great plains, this movement of population is now just beginning to turn toward the Northwest north of the international line, and the United States becomes for the first time a country of emigrants as well as immigrants.

The tides are yet far from equal so far as numbers go, the United States getting from Europe last year some 800,000 immigrants and giving to Canada, according to railway count from the St. Paul gateway, some 45,000. In matter of value as citizens or as an economic proposition, the balance is against the United States. While United Statesers protest, and justly, against the aggregation of misery, ignorance and wretchedness dumped upon the

Atlantic coast, they are giving their northern neighbors experienced farmers, intelligent, trained in western agriculture, good citizens, the thrifty progressive sons of the men who turned the raw prairies into an agricultural empire, and who now seek new homes with a patrimony of money and experience which their fathers lacked.

NOVA SCOTIA APPLES.

James Hall, manager at Halifax for Furness, Withy & Co., who has returned from a trip through the fruit-growing districts of Nova Scotia, in speaking of the prospects, says: "The apples shipped to England from Halifax last year amounted to only about 80,300 barrels. The coming season the shipment from this port will be close to 350,000 barrels." The Furness, Withy Co. will run weekly steamers from Halifax. Mr. Hall spoke of the likelihood of 350,000 barrels offering for shipment via Halifax. The total crop of apples, an enormous one, is estimated at 400,000, or even 500,000 barrels.

LETTERS PATENT.

WALLACEBURG SUGAR CO., LIMITED.

**S**UPPLEMENTARY letters patent have been issued under the Ontario Companies Act providing for the increase of the capital stock of The Wallaceburg Sugar Co., Limited, from \$350,000 to \$500,000 by the issue of 3,000 shares of new stock of \$50 each.

A. J. STEWART, LIMITED.

His honor the administrator of the Governor-in-Council has, by letters patent under the great seal of the Province of Ontario, bearing date of August 21, 1903, been pleased to grant a charter creating and constituting Andrew J. Stewart manufacturer, John F. Roelofson, manager; Wilbur C. Eddis, chartered accountant; William B. Close, public accountant, and Winnifrid Woods, stenographer, all of the City of Toronto, a corporation for the purposes and objects of manufacturing and selling confectionery, bread, biscuits, jams, jellies, and for the said purpose of acquiring the business and assets of the business now being carried on by the said Andrew J. Stewart, the corporate name of the company to be A. J. Stewart, Limited; the share capital of the company to be \$50,000 divided into 500 shares of \$100 each, the head office of the company to be in the City of Toronto, and the provincial directors to be Andrew J. Stewart, John F. Roelofson and William B. Close.



# PICKLES ! PICKLES !

We have just received a carload of WILLIAMS BROS'. FAMOUS PICKLES, and to better introduce them in this city and vicinity, will give an extra discount of 3 per cent. on all purchases in September. Have sweet and sour, all size bottles. Ask for price—they bring trade—once sold, always demanded.

## PRUNES !

Just received, a car of Armsby's "Sunkissed" brand—have sold a good many already and offer the balance as follows :

|        |        |                   |        |                 |
|--------|--------|-------------------|--------|-----------------|
| 70/ 80 | 25-lb. | 6,                | 50-lb. | 5 $\frac{3}{4}$ |
| 80/ 90 | 25-lb. | 5 $\frac{1}{4}$ , | 50-lb. | 5               |
| 90/100 | 25-lb. | 4 $\frac{7}{8}$ , | 50-lb. | 4 $\frac{5}{8}$ |

## PEELS to arrive shortly.

Batger's London quality 7-lb. Lemon, 8 $\frac{1}{4}$ , Batger's London quality 7-lb. Orange, 8 $\frac{1}{2}$ ,  
C. and B. Citron 7-lb., 12 $\frac{3}{4}$ . Mixed L, O. and C, 7-lb., 10 $\frac{1}{2}$ .  
 $\frac{1}{2}$ -lb. Drums, mixed, at \$1.20 doz.

## RAISINS !

1,000 boxes 4-crown layers, kept in cold storage—as good as new ones, at 6 $\frac{3}{4}$ c. in 10-box lots.

## TOMATOES !

Have yet few hundred cases at comparatively low prices.

## MOLASSES !

Just arrived, 300 puns. "Dacosta" Bd. Barbados, and 300 puns. M & Co., at attractive prices.

## CURRANTS !

A few cases of the old crop, first quality, at low figures.

## VINEGAR !

Special low prices for this month. Have 20,000 gallons to sell. 500 Demijohns at \$1.25.

**BARGAINS IN ALL LINES. WRITE, WIRE OR PHONE AT OUR EXPENSE.**

**S. J. MAJOR, Wines and Liquors, OTTAWA**  
**Strictly Wholesale,**



## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### Good Results.

**L**AST week a prominent cigar manufacturer informed THE GROCER that he had recently received two orders from British Columbia, and another dealer showed a letter covering a large order from a leading and wealthy grocery house in Newfoundland. Needless to say, both dealers are not only convinced of the interest now being taken by the retail grocery trade in the cigar and tobacco business, but also of the merits of THE CANADIAN GROCER as an advertising medium.

### London Items.

There is nothing very new to note in the London column this week. Business keeps up to the expected. Below are given the Inland Revenue returns for the month ending August 31 :

|                            |             |
|----------------------------|-------------|
| Spirits, ex-warehouse..... | \$5,710 76  |
| Malt, .....                | 6,682 15    |
| Tobacco, .....             | 1,180 27    |
| Raw leaf, .....            | 5,782 88    |
| Cigars, ex-factory.....    | 11,059 86   |
| "    ex-warehouse.....     | 4,151 55    |
| Other revenue .....        | 70 00       |
|                            | <hr/>       |
|                            | \$34,637 47 |

Compared with same month last year they show a trifling decrease, as the following will indicate :

|                            |             |
|----------------------------|-------------|
| Spirits, ex-warehouse..... | \$6,132 97  |
| Malt, .....                | 5,623 23    |
| Tobacco, .....             | 1,440 61    |
| Raw leaf, .....            | 5,097 56    |
| Cigars, ex-factory.....    | 11,007 24   |
| "    ex-warehouse.....     | 5,150 55    |
| Other revenue .....        | 25 00       |
|                            | <hr/>       |
| Total.....                 | \$34,477 16 |

The London Western Fair opens the 11th inst. and closes the 19th. A very hearty interest is always taken in this event by the manufacturers, because of the fact of their customers throughout the country being present in large numbers, and a special effort is always made to entertain them. The retail cigar stores are already making elaborate preparations for displays during the coming fair, vying with each other in the novelty and handsome general appearance of their windows.

The factory of Geo. Kelly & Co. is closed for the present, pending some expected change in the personnel of the firm.

Line, McDonald & Co., whom we have mentioned at an earlier date, are purposing moving into additional quarters, and expect to have same ready within the next week or two.

The cigarmakers in the city held what they termed a Fall fair in one of the skating rinks this last week, the proceeds of which were to be devoted to an object, the name of which was not divulged.

### Making of Tobacco.

The Inland Revenue Act has been amended as follows :

Subsection 2 of section 260 of the said Act is repealed and the following is substituted therefor :

" 2. Every wooden, metal or other package containing cavendish, plug or twist tobacco weighing one pound or over, and all packages containing fine-cut chewing tobacco or snuff weighing five pounds or over, shall have printed or marked thereon the registered number of the manufactory, the number of the Inland Revenue Division in which the manufactory is situated, and the gross weight, the tare and net weight of the tobacco in each package : Provided, that cut tobacco, fine-cut shorts (the refuse of fine-cut chewing

tobacco), refuse scraps, cuttings, stems and sweepings of tobacco, may be sold in bulk as material, and without the payment of duty, by one manufacturer directly to another manufacturer, or for exportation, under such restrictions and regulations as the Department of Inland Revenue prescribes ; and provided further, that wood, metal, paper or other material may be used separately or in combination for packing tobacco or cigars, under such regulations as the Department of Inland Revenue prescribes."

All leading Wholesale Grocers  
handle

# SWEET CAPORAL CIGARETTES.

## The AMERICAN TOBACCO CO.

OF CANADA, Limited.

### POPULARITY

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

# "BOBS"

## CHEWING TOBACCO

In 5 and 10c. Plugs.

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

**BOBS is well advertised.**

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

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

Made by

### THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.



# Get in Line.

Hundreds of your brother grocers are handling with the best results possible

Harold H. Kim and La Fama } **Cigars**

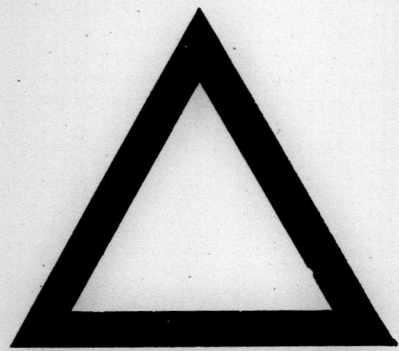
**BRENER BROS.**

Cigar Mfrs., LONDON, ONT.

**PAYNE'S  
CIGARS  
HOLD  
TRADE.**

*Trial order—free.*

J. Bruce Payne, Limited  
Granby, Que.



## 10c. Size of T. & B.

met with instant favor. T. & B. quality never varies. The T. & B. user never changes to another make. T. & B. 10c. size has a sure place in every complete tobacco stock. A first place too.

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



The  
Canadian Grocer

TOBACCOS AND CIGARS



OUR "CORONATION."

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

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

**Dominion Show Case Co.**

53 Richmond St. East, TORONTO.

UNION JACK



TOBACCO.

This space belongs to

**T. J. Horrocks,**  
TORONTO

Known in connection with the

**RONTO**  
CIGAR

and as the only wholesale tobac-  
conist in Canada outside the  
trust. Back him up.

## The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings **you** a fair profit. It brings your customers delicious satisfaction.

SAVE THE BANDS AND RETURN THEM TO

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

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

**"I tell you, old man,**

"that the most satisfactory Tobaccos I use are  
**McAlpin's.** Can't say just how they differ from others,  
"but I know they are different."



### CHEWING

British Navy,  
King's Navy,  
Beaver,  
Apricot.

UNION MADE.

Your customers talk in this fashion  
after using our tobacco.

Then, too, there is the question of  
profit.

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

LIMITED.

### SMOKING

Tonka,  
Solid Comfort,  
Pinchin's  
Hand-made.

UNION MADE.



## TOBACCOS AND CIGARS

The Canadian Grocer

### Presentation to Alan Iler.

Alan C. Iler, the accountant of The McAlpin Consumers Tobacco Co., an active player in the ranks of the Toronto Lacrosse Club, was made the recipient of a very handsome presentation from his fellow-employees on the occasion of his marriage last week. The presentation was made by Mr. Pinchin, the manager of the company, on behalf of 125 employees, and consisted of a combination secretary and bookcase. An address was also read, referring to the high esteem in which Mr. Iler is held by the firm and his fellow-employees.

### Marguerite Sales.

The increase in the demand for the "Marguerite" cigar, manufactured by The Tuckett Cigar Company, is best illustrated by giving their sales in August, 1897, the year in which the brand was placed on the market, and each successive August up to the same month this year. The output as given by the factory books is as follows, the returns being typical of every other month as well:

|                   |           |
|-------------------|-----------|
| August, 1897..... | 73,000    |
| " 1898.....       | 91,000    |
| " 1899.....       | 202,000   |
| " 1900.....       | 303,000   |
| " 1901.....       | 363,000   |
| " 1902.....       | 474,000   |
| " 1903.....       | 1,087,000 |

Both the Hamilton and London factories, although working to their fullest capacity, are unable to supply the demand and the firm have recently secured large and centrally located premises in Montreal where manufacturing will shortly be commenced on an extensive scale.

### Tobacco in Belgium.

The Belgians are notoriously great smokers. To arrive at a better understanding of this fact, it is sufficient to say that the farmers devote 4,942 acres each year to the cultivation of tobacco; and notwithstanding the yield of 18,700,000 pounds, 21,000,000 pounds are imported. In 1901 there were cultivated in Belgium and imported a total of 38,966,200 pounds of tobacco, making 6.6 pounds per capita of the whole population. Besides this, there were imported 59,400 pounds of cigarettes.

### An Old "Ad" Revived.

A cigar dealer in Halifax about a year ago placed a large quantity of burnt matches in his show window with a large card, making the statement that 138,563 matches had been used in lighting cigars purchased at his store during two months. This may not be new, but it was new to

many people, judging by the way they gazed at that pile of matches and wondered.

### What It Once Meant to Smoke.

THE practice of smoking for pleasure met with much opposition when introduced into the old world. The Sultans of Turkey regarded smoking as a flagrant crime, and offenders were chastised by having the pipes pushed through their noses. This must be regarded as severe, but it was mild compared with the punishment of Russia, where those caught smoking had their noses cut off. True, those two countries could not be included among highly civilized lands, but even the Popes of Rome issued decrees of ex-communication against those smoking tobacco.

Such drastic measures as the foregoing could not be tolerated among liberty-loving Englishmen, but even they felt the hand of the oppressor, and under certain regulations in some parts of England the pipe could not be smoked in public. In the records of Methold Manor, Norfolk, is an entry in the court books, dated October 4, 1659, as follows: "Wee agree that any person that is taken smookeing tobacco in the street forfeit one shilling for every time so taken, and that it be put to the use of the toone. We present Nicholas Bamber for smookeing in the street, and do amerce him one shilling."

At a parish meeting at Winteringham, Lincolnshire, on January 6, 1685, it was resolved: "None shall smoke tobacco in the streets, upon paine of two shillings for every default." Schoolmasters were forbidden to smoke. In the rules of Chigwell School, founded in 1629, it is stated: The master must be a man of sound religion, neither Papist nor Puritan, of a grave behavior, and sober and honest conversation, no tippler, no haunter of ale-houses, and no puffer of tobacco." I am afraid such model school-masters are rarely to be found at the present time.

### Smoke Rings.

In Rhodesia, South Africa, it is said the best crop of tobacco ever grown there was that of last year.

Germany, last year, imported and consumed of raw leaf, 50,956 tons; smoking, 542 tons; cigars and cigarettes, 665 tons; chewing and snuff, 53 tons. A ton is about 2,200 pounds.

A Canadian tobacconist who makes a more than ordinary hot chase after the nimble dollar, has evolved a scheme for the loaning of umbrellas on rainy days. He bought a dozen fairly good umbrellas, and these he loans out to business men in the neighborhood, who get caught down

# Pipes



The Largest Pipe House in Canada

Write for Prices.



THE W. H. STEELE CO., Limited

40 SCOTT ST., TORONTO.

## Pitts, Wigle & Co.

...Dealers in...

## CANADIAN LEAF TOBACCO KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

town in a storm, and don't care to go home in the rain. He requires a deposit of \$1.50, and when the umbrella is returned \$1.25 is refunded.

### Tobacco Notes.

The increased demand for Turkish tobacco has proved a blessing to the farmers in Greece. Output last year 8,000,000 pounds.

"The Canadian Grocer" had a visit from Frank Inksater, of the firm of John Brand & Co., Elmira, N.Y., during Exhibition week.

A cigar made of leaf grown in Ireland is reported by an Irish member of Parliament to be strong enough to support a drowning man.

The new 10c. plug of Myrtle recently placed on the market by The Tuckett Co. is a pronounced success and is already meeting with a good demand.

In Paris the cab driver is prohibited by the authorities from smoking when driving through the streets.

As a reward for the giving up of tobacco, a Yorkshire manufacturer recently offered a sovereign to each of his employees who neither smokes, chews nor snuffs tobacco during the ensuing twelve months.



A DISQUISITION ON STARCH.

ONE of the most staple articles to be found in the grocery, starch, is also most widely distributed in nature. Dr. T. Lamb Phipson, writing in an exchange, gives some very interesting information as to starch and the raw material from which it is manufactured.

The potato, in its natural state, contains from 15 to 20 per cent. of starch, and when artificially dried it will yield over 80 per cent. It is our cheapest and most abundant source of this product, though a large quantity of starch is also produced from wheat and rice, the sago-palm, Indian corn, etc. All plants contain this peculiar principle in the seeds, the root, or bulbs, and in various other tissues. When pure, it is a soft, white powder, devoid of taste or odor, not dissolving in water, but, when boiled with the latter, making a paste which is so often used as an adhesive; moreover, starch forms the greater portion of the flour with which bread and pastry are made.

Wheat starch was known to the ancients long before the potato was discovered; for Pliny describes it perfectly in his "Natural History" written in the first century of our era. He states that the method of obtaining it was invented by "the inhabitants of the island Chio," the name of the actual inventor being unknown. Like every great and useful discovery, it was the result of the observation of a large section of the human race—the product of numerous minds.

Although starch is found in all plants, there are very few which contain a sufficient quantity to allow of its economical extraction. Wheat, maize, rice, the sago-palm and the potato, are some of these, and the last named is the most important from a purely commercial point of view. To such an extent is the potato grown for foreign starch manufactories, that some years ago the Belgian Government offered a large price to any person who would indicate another equally lucrative and economical source of starch, so that the large quantities of potatoes now used for starch-making might not be withdrawn from the markets as an article of food. Many eminent men competed for this prize, but it was awarded to none; in fact, the problem is impossible to solve.

The horse-chestnut contains a good deal of starch in its fruit, but it is slightly bitter, and somewhat yellow. The dahlia and Jerusalem artichoke contain large amounts of a kind of starch called "inuline," but it is not equal to potato-starch

for the general purposes to which the latter is applied. Rice yields a very excellent kind of starch, and might, perhaps, in certain circumstances compete with the potato.

The manufacture of starch appears a simple enough process, but as at present carried out it is susceptible of much improvement. Wheat is soaked in water till soft, and then pressed, the starch depositing itself from the milky fluid which flows away. It is then washed and dried. Potatoes are rasped, and treated with water in the same way, the deposit of starch being likewise washed and dried. Simple as this appears, it is a somewhat long and tedious process in actual practice, and the substances which the washing waters contain easily undergo fermentation, in hot water, producing a most offensive odor. Several starch works have been closed for want of a practical method of dealing with their waste water.

The uses of starch are numerous. Besides its use in the laundry for stiffening linen, it is largely employed in the theatrical world (and elsewhere as a powder for the face and hair), especially the starch obtained from rice. When dried upon iron plates in a certain manner, potato-starch is so well made to imitate sago and tapioca, that these different products can only be distinguished by the most careful microscopic examination; the grains of potato starch being much larger than those of wheat, rice, or sago, are often readily detected in this manner. When grains of starch are examined with a polarizing microscope, each grain shows a black cross or a white cross, according as the two nical prisms in such microscopes are crossed or parallel to each other.

Starch is manufactured in enormous quantities to supply various industries: The textile arts, paper-making, glucose-making, the manufacture of oxalic acid, formic acid, etc., book-binding, calico-printing, laundry work, all require it. In Germany and Belgium it is made chiefly from the potato; in Russia, from wheat; in the United States, from maize (Indian corn); and in England, from imported rice, from wheat and from the potato. We also import from tropical countries sago, arrowroot and tapioca, which are starches derived from certain exotic plants.

The uses of starch as gum or paste, and in surgery for stiffening bandages, are too well known to need more than a passing mention here.

A characteristic property of starch is to introduce an intense blue color when in

contact with iodine, but this color is evanescent. Many years ago a violet-colored ink was produced in Paris and was known for a period as "the ink of the forty thieves." The writing made with this ink faded and disappeared when the document was kept for some time shut up in a box, or when it was heated before a fire. In 1858 the writer of this article made an analysis of that ink in the laboratory of Professor Pisani at Paris, and found it was composed of starch and iodine. When its composition was made known to the authorities it was forbidden to be manufactured; and the Paris detectives were for some time actively engaged in tracking individuals who manufactured or used this ink for fraudulent purposes.

Wheat starch is generally preferred to potato starch by bookbinders and in the laundry, because, they say, it is not so apt to clog the ironing tools, and because wheat starch can be kept longer without spoiling, so that it does not lose its adhesive qualities so soon. Some blue color, such as cobalt blue, or Prussian blue, is often added to starch for laundry use; the blue shade thus produced destroying the yellow tinge of imperfectly bleached linen or cotton, and sometimes a little borax is added to produce more gloss.

Over 300,000 tons of potato starch are annually manufactured in Germany; the best quality is very white and glossy, but the second quality is more or less colored. The former consists of the first deposit in the settling vats, the latter of the second deposit, and is sometimes quite brown.

Calico printers can only use the purest starch, which is quite devoid of acid, alkali, lime, and other impurities. They test for acid by printing on colored cotton a pattern of starch paste, and observing whether any change of color occurs.

Efforts are being made to improve the manufacture of starch; in the first place, to obtain a greater yield; in the next, to prevent the vile odour of the waste waters after washing the starch deposits.

**BROILED OYSTERS.**

Season your oysters with pepper and salt, cover your frying pan with melted butter. Put in your oysters one at a time. Cook until the edges curl. Garnish with parsley.

**CANADIAN APPLES IN DEMAND.**

A despatch from London announces that contracts have already been made for the shipment of over 2,000,000 bushels of Canadian apples. Experts say that Canadian pippins, ribstones and Baldwins are equal to English fruit of the same names,



# Flett's

## PICKLE WISDOM

When the fox said the grapes were sour he fooled no one.

You have the satisfaction of knowing that when you say "Flett's Pickles are the best," you are fooling no one.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

## PATERSON'S WORCESTER SAUCE

is a seller because of its high reputation for good honest value.

Rose & Laflamme, Agents, MONTREAL

**DON'T  
WASTE  
MONEY**

in paying for advertising space and the printing of circulars that you do not use properly.

With the average grocer the kind of "copy" he uses determines the results that come from his advertising.

Use good copy — make your ads. "stands out" —

make every sentence a telling argument for business.

Get a copy of "100 Good Ads. for a Grocery Store" and benefit by the many suggestions for bright, forceful, trade-bringing ads. therein contained.

Enough ads. for a year's advertising —two ads. a week—for one dollar, including a talk on methods and nearly 100 bright sayings for headlines, show-cards, etc.

We'll send a copy postpaid on receipt of a dollar bill.

**MacLEAN PUBLISHING COMPANY, TORONTO**

## I. S. WOTHERSPOON

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

# Grimble's



# Vinegar

has gone astray.

—Drop another card and  
—your sample will come.

**Brewery: LONDON, England.**

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



**孔** THIS is the Chinese name of Confucius, the celebrated apostle and philosopher, who established the Chinese religion as well as the moral and political code of China.

*same people  
in 1901*

On this page is a cut of his portrait, by Larousse, and said to be a faithful picture of the Oriental Pontiff who existed five centuries before Christ. At his feet are two of the grand priests.

A curious fact is that a Canadian product is connected with that epoch and this celebrated man. It is

# Chinese Starch.

The Chinese, or "sons of heaven," were usually clothed in white linen. Now, to give white linen its proper beauty, the use of starch is necessary. Laundering, starching and glazing of linen has become in China, not only an art, but an industry.

The secret of the manufacture of this special starch has been unveiled to the present proprietor of **Chinese Starch**, and by him this famous article has been distributed with enormous success to all parts of Canada.

Canadian laundresses do not now complain; they even find pleasure in their work, the iron glides so smoothly over the board; thanks to that famous auxiliary, **Chinese Starch**.

**This ad. discloses not only an historical fact, but good advice—USE**

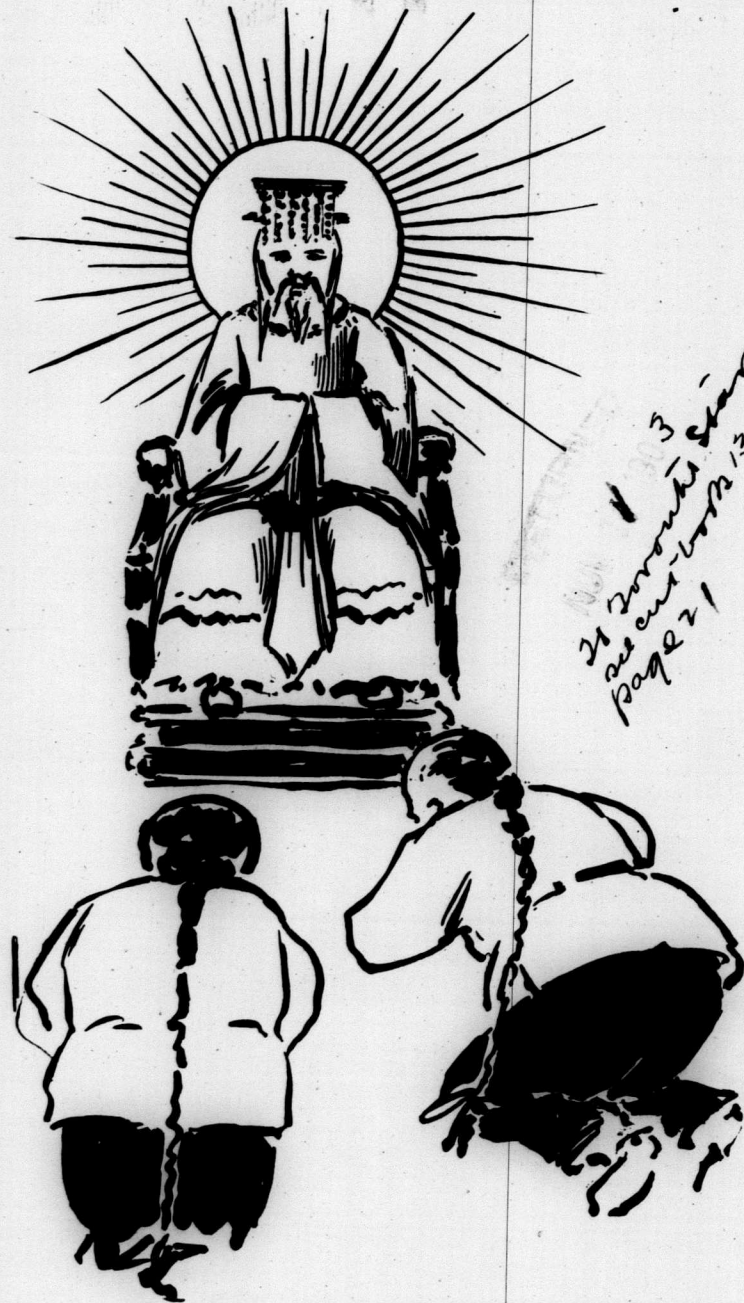
## CHINESE STARCH.

**RETAILS AT 10c. PACKAGE.**

SHOWS YOU A GOOD PROFIT.

ASK YOUR JOBBER FOR IT OR WRITE THE MANUFACTURERS

# OCEAN MILLS, MONTREAL, P. Q.



*31 Toronto Star  
see cut - book 13  
page 21*





Established 1845

# S. H. & A. S. EWING'S

## High-Grade COFFEES

COFFEES with a reputation founded on, maintained by, and constantly increasing by reason of their **MERIT**. Any grocer who studies his business knows the value of having a reputation for "**GOOD COFFEE**." That is the kind we have to offer. We have helped hundreds of grocers to make that reputation; we can do the same for you. If our travellers do not reach you, write us stating your requirements, and we will be pleased to send samples and quotations. Handle **S. H. & A. S. EWING'S** High-grade **COFFEES**, and watch the results.

**S. H. & A. S. EWING** The Montreal Coffee and Spice Steam Mills  
55 Cote St., MONTREAL, P.Q.



Drink Hires Root Beer in the morning,  
Drink Hires Root Beer at night,  
Drink

### Hires'

#### Root Beer

the whole day long,  
And you will feel "all right."

Stock with **HIRES' Root Beer**. See that your travellers have it on their price list. It pays a **GOOD PROFIT**.

Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.

**W. P. DOWNEY,** SOLE AGENT FOR CANADA.  
26 St. Peter St., —Prices on Application— MONTREAL.

Setna & Co., "Chutneys"

INDIAN GUAVA JELLY, CURRY POWDER.

Martin & Freres' well-known brands of Shelled Almonds, as follows:  
**SQUIRREL, FOX AND TIGER.**

ASK TRAVELLERS FOR

"DOVE" BRAND COCOANUT.

**FEATHER STRIP** } —Finest on the market made with latest improved machinery by skilled workmen.  
**SHREDDED**

## TIP-TOP SOAP CHIPS

are outdistancing all rivals.

The Industrial Soap and Oil Co., Limited, TORONTO TELEPHONE, 1618 MAIN.  
BRANTFORD " 483

"Best in the World."

**HILL, EVANS & CO'S (WORCESTER, ENG.)**

PURE ENGLISH

**MALT VINEGAR**

Delicate in Flavor and Aroma.  
Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

Export Agents:  
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.



## DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur  
Lydiatt,

TORONTO.

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

### Does the Money you Save (?) by not Advertising Compensate you for the Loss of Trade you Might Get?

ON several different occasions I've mentioned that I would like to hear from GROCER readers giving some opinions regarding the value of advertising, some of their experiences, both of the profitable and unprofitable kind, and asking me for explicit suggestions on overcoming some of the difficulties with which they meet in endeavoring to extend their trade.

Up to the time of writing I have not been "bothered" any by a large number of interested letters—on the contrary I've been a little disappointed that my readers should have hesitated to write me, as requested. Yet, in an indirect way, I've learned of a few instances where different readers might have secured some very interesting and valuable advice, if they had only taken the trouble to write and ask for it.

Now I am particularly interested in having GROCER readers write me on the subject of their advertising, because, as previously intimated, the bringing into open discussion of the opinions, experiences and difficulties of individual readers is going to make this department most interesting and of the most practical value to all readers.

It has occurred to me that perhaps if I started some form of competition it would awaken sufficient interest to cause a few letters to come in. So I have arranged the "Good Advertising Competition," particulars of which are given this week.

I will continue this competition for several months—just as long, in fact, as GROCER readers show any interest in it.

All ads. which are received will have attention just the same as if sent in the ordinary way.

It is to be hoped that every reader of THE GROCER who takes any interest whatever in advertising will participate in this competition. The smaller storekeepers in hamlets of 50 to 100 population will have just as much chance to win recognition as the grocer in the larger towns and cities, as many of them will, possibly have the most interesting experience to tell.

The prizes to be awarded are insignificant when compared with the real value and importance of the points brought out in open discussion through relating the experiences of different GROCER readers.

### Good Advertising Monthly Competition.

For the purpose of encouraging readers of THE CANADIAN GROCER to do better advertising and send the results of their efforts to this department for review, two dollars will be given to the reader who shall send in the most meritorious ad. during one month.

Any subscriber of THE GROCER may participate, and any number of ads. may be sent in, an award being made at the end of each month.

Some particulars regarding local conditions and the extent of your advertising should accompany each lot of ads., including a statement as to the results accruing from the ads. submitted.

Ads. outlining special sales or new ideas in merchandising are desirable, as are also regular ads. of a superior order of merit.

Don't think your ads. are not sufficiently good to win a prize. Try anyway. If at first you don't succeed, try hard to write a specially good ad., run it in your local paper and then enter the competition again. It will be but a friendly contest, and I hope all will participate.

In case only one ad. shall be received in any one month and it does not, in the opinion of the editor, possess sufficient interest to merit it, an award need not be made. However, it is not expected that this contingency will arise.

All correspondence should be addressed to W. Arthur Lydiatt, care of CANADIAN GROCER, Toronto, Ont.

When desired, the identity of correspondents need not be divulged.

In the competition for the best ad. sent in during any one month, in order to judge the individual merits of ads. sent me, it will be necessary to know a few particulars regarding the results the ad. produced, the population from which it is possible for you to draw trade—some idea of the extent of your business, and whether

you regularly run similar ads. or not. I do not mean that these questions should be answered specifically, but that such general information relating to the conditions under which business is done and the extent of your advertising as is here outlined, shall be given.

Send in as many ads. as you like during the month, and if you don't succeed one month, be sure and try the next month, endeavoring all the time to be steadily improving your advertising.

I leave it to readers of THE GROCER to make this competition the interesting and valuable one it can be made, and earnestly invite the co-operation of all in my endeavor to be of real practical assistance to those who take an interest in this department.

It is some time since I received a letter from G. R. Ashwell & Sons, of Chilliwack, B.C., enclosing a circular which they send out every month to all parties on their mailing list, whether customers or not.

There is nothing particularly distinctive about the circular, it is practically a list of prices on the different lines of goods they carry, and if there's anything at all in the circular that ought to be interesting to those who receive it, it will be these prices.

The circular, as a whole, lacks any strong characteristic which would impress a reader. It contains no particularly convincing arguments, and though "sale price" is mentioned in several instances, I see no other reference to any special sale.

I would suggest that my correspondent get these circulars up in the form of a "store paper" telling of the arrival of new goods as "news" and, of course, enumerating such special offerings as may be at the time most interesting.

This would be sent each month to every person whose trade it seemed possible to procure.

The remarks re store papers in this department last week will prove interesting in this connection.

I'll be glad to receive some more of these circulars at some future time and hope they may show some improvement, as no doubt they will.



## Economy Counts

even in wrapping papers. The quality of our brown and manilla papers makes them cheaper than the so-called cheap papers. Strength and durability make them reliable and satisfactory.

MADE IN CANADA.

**Canada Paper Co., Limited**

TORONTO MONTREAL.

## BERLIN BRUSH CO.

WATERLOO.

Manufacturers of

**Fine Whisks,  
Brooms, and  
Brushes**



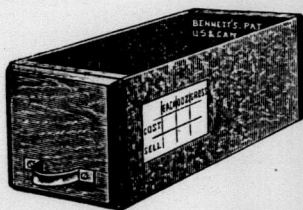
We want your trade, and if your name is not on our travellers' list, let us know and we will send our quotations or have a man call at earliest opportunity.

...THE...

**Bennett Manufacturing Co.**  
(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,  
Grocery,  
Seed and  
Drug Trades.



**556 Dundas Street, Toronto.**

SEND FOR PRICE LISTS.

## 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

# COWAN'S

Perfection Cocoa (Maple Leaf Label).  
Royal Navy Chocolate, Queen's  
Dessert Chocolate, Chocolate  
Cream Bars, Cowan's Cake  
Icings, Chocolate, Pink, Lemon Color and White.

**Cowan's Swiss Milk Chocolate,  
Famous Blend Coffee, etc., etc.**

Are the standard goods for purity and excellence.

Manufacturers  
**THE COWAN CO., Limited** - - - **TORONTO.**

## Maple Syrup



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

**The Canadian Maple Syrup Co., TORONTO, Canada.**

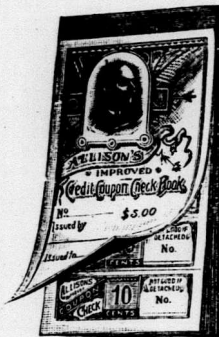
## "ACME" TABLE SALT

Ask your wholesale grocer for it.  
Put up in 24 3-lb. cartons in a  
case, and in 50-lb. box.

**TORONTO SALT WORKS, Toronto, Ont.**  
Agents for the Canadian Salt Co., Windsor, Ont.

## 20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—



## IF A MAN WANTS CREDIT

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

For Sale in Canada by

**THE EBY, BLAIN CO., Limited, TORONTO.**  
**C. O. BEAUCHEMIN & FILS, MONTREAL.**  
**ALLISON COUPON CO., Manufacturers,**  
Indianapolis, Indiana.

## DO YOU SELL IT?



"BROCK'S  
BIRD SEED."

**NICHOLSON & BROCK, TORONTO.**



## TANGLEFOOT

SEALED STICKY FLY-PAPER.

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



# LAUNDRY BLUE

The best season for Laundry Blue is now commencing . . .

See that you have a good stock of . . .

## KEEN'S

## OXFORD

# BLUE

The delight of the laundry

KEEN'S Oxford BLUE

KEEN'S Oxford BLUE

KEEN'S Oxford BLUE



### Current Market Quotations for Proprietary Articles

September 10, 1903.  
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

#### Baking Powder.

| Brand                         | Per doz. |
|-------------------------------|----------|
| Cook's Friend                 | \$4 40   |
| Size 1, in 2 and 4 doz. boxes | 2 10     |
| " 2, in 6 "                   | 0 80     |
| " 12, in 6 "                  | 0 70     |
| " 3, in 4 "                   | 0 45     |
| Pound tins, 3 doz. in case    | 3 00     |
| 12-oz. tins, " "              | 2 40     |
| 5-lb. " "                     | 14 00    |

#### W. H. GILLARD & CO.

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

#### IMPERIAL BAKING POWDER.

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

#### MAGIC BAKING POWDER.

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

#### JERSEY CREAM BAKING POWDER.

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

#### OCEAN MILLS.

|                                      |       |
|--------------------------------------|-------|
| Ocean Baking Powder, 1/2 lb., 4 doz. | \$ 45 |
| Ocean Baking Powder, 1/2 lb., 5 doz. | 90    |

|                                       |      |
|---------------------------------------|------|
| Ocean Baking Powder, 1 lb., 3 doz.    | 1 25 |
| Ocean Borax, 1/2-lb. packages, 4 doz. | 40   |
| Ocean Cornstarch, 40 pks. in a case   | 78   |
| Freight paid, 5 p.c. 30 days.         |      |

#### ROYAL BAKING POWDER CO.

| Sizes            | Per Doz. |
|------------------|----------|
| Royal-Dime       | \$1 00   |
| 1 lb.            | 1 60     |
| 6 oz.            | 2 25     |
| 1/2 lb.          | 2 90     |
| 12 oz.           | 4 50     |
| 1 lb.            | 5 75     |
| 3 lb.            | 15 50    |
| 5 lb.            | 25 50    |
| Sizes            | Per Doz. |
| Cleveland's Dime | \$1 00   |
| 1 lb.            | 1 50     |
| 6 oz.            | 2 20     |
| 1/2 lb.          | 2 80     |
| 12 oz.           | 4 25     |
| 1 lb.            | 5 50     |
| 3 lb.            | 15 00    |
| 5 lb.            | 25 00    |

#### Blacking.

#### HENRI JONAS & CO.

|                   |                  |
|-------------------|------------------|
| Jonas             | Per gross \$9 00 |
| Fronments         | 7 50             |
| Military dressing | 24 00            |

#### Blue.

|                                        |           |
|----------------------------------------|-----------|
| Keen's Oxford, per lb.                 | \$0 17    |
| In 10-box lots or case                 | 0 16      |
| Reckitt's Square Blue, 12-lb. box      | 0 17      |
| Reckitt's Square Blue, 5 box lots      | 0 16      |
| Gillett's Mammoth, 1/2 gross box       | 2 00      |
| Nixey's "Cervus," in squares, per lb.  | 0 16      |
| " " in bags, per gross                 | 1 25      |
| " " in pepper boxes, according to size | 0 02 0 10 |

#### Black Lead.

|                                                                                                       |        |
|-------------------------------------------------------------------------------------------------------|--------|
| Reckitt's, per box                                                                                    | \$1 15 |
| Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz.; or 1/4 gross, 4 oz.                        |        |
| Nixey's Refined, per 9-lb. box of 12                                                                  | 1 50   |
| 1 doz. chip boxes                                                                                     | 1 50   |
| Nixey's, as supplied the King, per 9-lb. box of 12 doz. block                                         | 1 50   |
| Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application. |        |

#### Brooms.

|                                       |           |
|---------------------------------------|-----------|
| UNITED FACTORIES, LIMITED.            | doz. net. |
| Boeckh's Bamboo Handles, A, 4 strings | \$4 35    |
| " " " " B, 4 " "                      | 3 95      |

|                                      |      |
|--------------------------------------|------|
| Boeckh's Bamboo Handles C, 3 strings | 3 70 |
| " " " " D, 3 " "                     | 3 50 |
| " " " " F, 3 " "                     | 3 20 |
| " " " " G, 3 " "                     | 2 95 |
| " " " " I, 3 " "                     | 2 60 |

#### CANADIAN BROOM CO.

| Warehouse, 4 strands | Doz. Net. |
|----------------------|-----------|
| Special, 4 "         | \$3 15    |
| Crown, 4 "           | 3 15      |
| Maple Leaf, 4 "      | 2 75      |
| Electric, 4 "        | 2 40      |
| Queen, 3 "           | 2 25      |
| Crecent, 2 "         | 1 60      |

#### Biscuits.

|                            |          |
|----------------------------|----------|
| CARR & CO., LIMITED        |          |
| Frank Magor & Co., Agents. |          |
| Cafe Noir                  | \$0 15   |
| Ensign                     | 0 12 1/2 |
| Metropolitan, mixed        | 0 09     |

#### Canned Goods.

|                     |         |
|---------------------|---------|
| HENRI JONAS & CO.   |         |
| Mushrooms, Rionel   | \$15 50 |
| " 1st choice Duthel | 18 50   |
| " " Lenoir          | 19 50   |
| extra Lenoir        | 22 00   |

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

#### Cereals.

|                                       |          |
|---------------------------------------|----------|
| Wheat OS, 2-lb. pkgs., per pkg.       | 0 08     |
| " " 7-lb. cotton bags, per bag        | 0 18 1/2 |
| Quaker Oats, 2-lb. pkgs., per case    | 3 00     |
| Tillson's Oats, 2-lb. pkgs., per case | 3 00     |

#### Chocolates and Cocoas.

|                                                                    |                 |
|--------------------------------------------------------------------|-----------------|
| THE COWAN CO., LIMITED.                                            |                 |
| Cocoa—                                                             |                 |
| Hygienic, 1-lb. tins                                               | per doz. \$6 75 |
| " 1/2-lb. tins                                                     | 3 50            |
| " 1-lb. tins                                                       | 2 00            |
| " fancy tins                                                       | 0 85            |
| " 5-lb. tins, for soda water fountains, restaurants, etc., per lb. | 0 50            |
| Perfection, 1/2-lb. tins, per doz.                                 | 2 40            |

|                                              |        |
|----------------------------------------------|--------|
| Cocoa Essence, sweet, 1/2-lb. tins, per doz. | 1 80   |
| Chocolate—                                   |        |
| Queen's Dessert, 1/2's and 1/4's             | \$0 40 |
| " 6's                                        | 0 42   |
| Mexican Vanilla, 1/2's and 1/4's             | 0 35   |
| Royal Navy Rock, " "                         | 0 30   |
| Diamond, " "                                 | 0 25   |
| " 8's                                        | 0 28   |

#### FRY'S.

|                                         |                |
|-----------------------------------------|----------------|
| Chocolate—                              |                |
| Caracas, 1/2's, 6-lb. boxes             | per lb. \$0 42 |
| Vanilla, 1/2's                          | 0 42           |
| "Gold Medal," sweet, 1/2's, 6-lb. boxes | 0 29           |
| Pure, unsweetened, 1/2's, 6-lb. boxes   | 0 42           |
| Fry's "Diamond," 1/2's, 14-lb. boxes    | 0 24           |
| Fry's "Monogram," 1/2's, 14-lb. boxes   | 0 24           |

|                                      |               |
|--------------------------------------|---------------|
| Cocoa—                               |               |
| Concentrated, 1/2's, 1 doz. in box   | Per doz. 2 40 |
| " 1/2's, " "                         | 4 50          |
| " 1-lb. " "                          | 8 25          |
| Homoeopathic, 1/2's, 14-lb. boxes    | 0 27          |
| Epp's Cocoa, case of 14 lb., per lb. | 0 35          |
| Smaller quantities.                  | 0 37 1/2      |

#### JOHN P. MOTT & CO'S.

|                                          |                |
|------------------------------------------|----------------|
| R. S. McIndoe, Agent, Toronto.           |                |
| Mott's Broma                             | Per lb. \$0 30 |
| Mott's Prepared Cocoa, 1/2 and 1/4 boxes | 0 28           |
| Mott's Breakfast Cocoa, 1/2 in boxes     | 0 40           |
| Mott's No. 1 Chocolate                   | 0 30           |
| Mott's Breakfast Chocolate               | 0 28           |
| Mott's Caracas Chocolate                 | 0 40           |
| Mott's Diamond Chocolate                 | 0 23           |
| Mott's Navy Chocolate, 1/2 in boxes      | 0 27           |
| Mott's Cocoa Nibs                        | 0 35           |
| Mott's Cocoa Shells                      | 0 65           |
| Vanilla Sticks, per gross                | 1 00           |
| Mott's Confectionery Chocolate           | 0 21           |
| Mott's Sweet Chocolate Liquors           | 0 20 0 35      |

#### CADBURY'S.

|                                          |          |
|------------------------------------------|----------|
| Frank Magor & Co., Agents.               | Per      |
| Cocoa essence, 3-oz. packages            | \$1 65   |
| Mexican Chocolate, 1/2 and 1/4-lb. pkgs. | 0 40     |
| Rock Chocolate, loose                    | 0 40     |
| " 1-lb. tins                             | 0 42     |
| Nibs, 11-lb tins                         | 0 35 1/2 |

#### WALTER BAKER & CO., LIMITED.

|                                            |                |
|--------------------------------------------|----------------|
| Premium No. 1 chocolate, 12-lb. boxes      | Per lb. \$0 38 |
| Vanilla chocolate, 6-lb. boxes             | 0 47           |
| German sweet, 6-lb. boxes                  | 0 47           |
| Breakfast cocoa, 1/2, 1 and 5-lb. tins     | 0 43           |
| Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes | 0 35           |
| Caracas sweet chocolate, 6-lb. boxes       | 0 37           |



# SYRUP—that's all, but it's all SYRUP—

It is PURE,  
It is FLAVORY,  
It has BODY.

The Brand is **'CROWN'**



Ask your jobber for it.  
Look for the CROWN.

PUT UP ONLY BY

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, QUE.

Caracas tablets, 100 bundles, tied 5's,  
per box 3 00  
Soluble chocolate (hot or cold soda)  
1-lb. cans 0 42  
Vanilla chocolate wafers, 48 to box,  
per box 1 65

**Cocoanut.**

L. SCHEPP & CO. Per lb.  
1-lb. packages, 15 and 30-lb. cases 0 26  
1-lb. " " " " " " 0 27  
1-lb. " " " " " " 0 28  
1 and 1-lb. packages, assorted, 15 and  
30-lb. cases 0 26 1/2  
1 and 1-lb. packages assorted, 15 and  
30-lb. cases 0 27 1/2  
5c. packages, 4 doz. in case, per doz. 0 45

**Condensed Milk.**

Anchor brand, cases 4 doz., per case \$5 00  
evap. cream, cp. 4d. 4 65



Borden's Condensed Milk Co.  
Eagle brand 1 65  
Gold Seal brand 1 30  
Peerless brand evaporated cream 1 02

**Canadian Condensed Milk Co.**



"Dominion"  
brand,  
cases 4  
doz. (48  
lb. net)  
5 50

**Coffee.**

THE EBY, BLAIN CO., LIMITED.

In bulk— Per lb.  
Club House 0 32  
Royal Java 0 31  
Royal Java and Mocha 0 31  
Nectar 0 30  
Empress 0 28  
Duchess 0 26  
Ambrosia 0 25  
Fancy Bourbon 0 20  
High Grade package goods—  
Gold Medal, 2-lb. tins 0 30  
Gold Medal, 1-lb. tins 0 31  
Kin Hee, 1-lb. tins 0 30  
Cafe Des Gourmets, ground only, 1-  
lb. glass jars 0 30  
English Breakfast, ground only 1-  
lb. tins 0 18

JAMES TURNER & CO. Per lb.

Mecca 0 32  
Damascus 0 28  
Cairo 0 20  
Sirdar 0 17  
Old Dutch Rio 0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java 0 22 1/2  
Mocha 0 22 1/2  
"Condor" Java 0 27 1/2  
Mocha 0 27 1/2  
15-year-old Mandehing Java and  
hand-picked Mocha 0 50  
1-lb. fancy tins choice pure coffee, 48  
tins per case 0 20  
Madam Huot's coffee, 1-lb. tins 0 31  
2-lb. tins 0 30  
100 lb. delivered in Ontario and Quebec.

**Cheese.**

Imperial—Large size jars... per doz. \$8 25  
Medium size jars 4 50  
Small size jars 2 40  
Individual size jars 1 00  
Imperial holder—Large size 18 00  
Medium size 15 00  
Small size 12 00  
Roquefort—Large size 2 40  
Small size 1 40

**Coupon Books—Allison's.**

For sale in Canada by The Eby Blain Co.,  
Limited, Toronto. C. O. Beauchemin &  
Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100  
books, 1 kind assorted. 4c. 4 1/2c.  
100 to 500 books 3 1/2c. 4c.  
100 to 1,000 books 3c. 3 1/2c.

**Allison's Coupon Pass Book.**

\$1 00 to 3 00 books 3 cents each  
5 00 books 4 " "  
10 00 " 5 1/2 " "  
15 00 " 6 1/2 " "  
20 00 " 7 1/2 " "  
25 00 " 8 " "  
50 00 " 12 " "

**Cane's Clothes Pins.**

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in  
case, per case \$0 62  
4 doz. packages (12 to a case) 0 75  
6 doz. packages (12 to a case) 0 95

**Cleaner.**

BRUNSWICK'S  
EASYBRIGHT  
INSTANT  
CLEANER  
CLEANS EVERYTHING.  
Per doz.  
4-oz. cans \$ 0 90  
6-oz. " 1 35  
10-oz. " 1 85  
Quart " 3 75  
Gallon " 10 00  
Wholesale Agents:  
The Davidson & Hay, Limited, Toronto

**Extracts.**

HENRI JONAS & CO. Per gross.

2-oz. London extracts \$ 6 00  
2-oz. " (no corkscrews) 5 50  
2-oz. Spruce essence 9 00  
2-oz. " 6 00  
2-oz. Anchor extracts 9 00  
4-oz. " 21 00  
1-lb. " 36 00  
1-lb. " 70 00  
1-oz. flat 9 00  
2-oz. flat bottle extracts 18 00  
2-oz. square bottle 21 00  
4-oz. " (corked) 35 00  
8-oz. " 72 00  
Per doz.  
8-oz. " glass stop extracts \$3 50  
8-oz. " 7 00  
2 1/2-oz. round quint essence extracts 2 00  
4-oz. jockey decanters 3 50

**Food.**

Robinson's patent barley 1-lb. tins \$1 25  
" " " 1-lb. tins 2 25  
" " " 1-lb. tins 1 25  
" " " 1-lb. tins 2 25

**Jams and Jellies.**

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.  
Orange marmalade \$1 50  
Clear jelly marmalade 1 80  
Strawberry W. F. jam 2 00  
Raspberry " 2 00  
Apricot " 1 75  
Black currant " 1 85  
Other jams \$1 55  
Red currant jelly 2 75

T. UPTON & CO.

Pure Fruit Jams—  
1-lb. glass jars, 2 doz. in case, per doz. \$0 95  
2 1/2-lb. tin pail, 2 doz. in crate, per lb. 0 06 1/2  
5 and 7-lb. tin pails, 8 and 9 pails to  
crate 0 06  
7, 14 and 30-lb. wood pails, per lb. 0 06  
Pure Fruit Jellies—  
1-lb. glass jars, 2 doz. in case, per doz. 0 95  
7, 14 and 30-lb. wood pails, per lb. 0 06  
Home Made Jams—  
1-lb. glass jars (16-oz. gem.) 1 doz. in  
case 1 50  
5 and 7-lb. tin pails per lb. 0 09  
7, 14 and 30-lb. wood pails 0 09

**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...

RECKITT'S BLUE and BLACK LEAD

Always give your  
Customers Satisfaction



**THE CANADIAN GROCER**

**Lye (Concentrated).**

GILLET'S PERFUMED.

|                |         |
|----------------|---------|
| Per case.      |         |
| case of 4 doz. | \$ 3 50 |
| 3 cases        | 3 50    |
| 5 cases        | 3 40    |

**Mince Meat.**

|                                    |         |
|------------------------------------|---------|
| Wetley's condensed, per gross net. | \$12 00 |
| per case of doz. net.              | 3 00    |

**Mustard.**

**COLMAN'S OR KEEN'S.**

|                              |         |
|------------------------------|---------|
| D.S.F., 1 lb. tins, per doz. | \$ 1 40 |
| " " 1 lb. tins               | 2 50    |
| " " 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 85    |
| " " 1 lb. tins               | 1 45    |

**HENRI JONAS & CO.**

|                  |         |
|------------------|---------|
| Per gross.       |         |
| Pony size        | \$ 7 50 |
| Imperial, medium | 9 00    |
| Imperial, large  | 12 00   |
| Tumblers         | 13 20   |
| Mugs             | 15 20   |
| Pint jars        | 18 00   |
| Quart jars       | 4       |

**E. D. MARCEAU, Montreal.**

|                          |              |
|--------------------------|--------------|
| "Condor," 12 lb. boxes   | per lb. \$ 0 |
| 1 lb. tins               | 0 35         |
| 1 lb. tins               | 0 32 1/2     |
| 4 lb. jars               | per jar 1 20 |
| 1 lb. jars               | 0 35         |
| "Old Crow," 12 lb. boxes | per lb. 0 25 |
| 1 lb. tins               | 0 23         |
| 1 lb. tins               | 0 22 1/2     |
| 4 lb. jars               | per jar 0 70 |
| 1 lb. jars               | 0 25         |

**Olive Oil.**

|                            |         |
|----------------------------|---------|
| Per case                   |         |
| Barton & Guestier's quarts | \$ 8 00 |
| pints                      | 6 00    |

**Orange Marmalade.**

**THE EBV. BLAIN CO., LIMITED.**

|                             |         |
|-----------------------------|---------|
| "Anchor" brand, 1-lb. glass | \$ 1 50 |
| quart gem jars              | 3 40    |

**T. LIPTON & CO.**

|                                              |                  |
|----------------------------------------------|------------------|
| 1-lb. glass jars, 2 doz. case                | per doz. \$ 0 95 |
| Home-made, in 1-lb. glass jars               | 1 50             |
| In 5 and 7-lb. tins and 7-lb. pails, per lb. | 0 06             |

**CLEMES BROS.**

|                                |                  |
|--------------------------------|------------------|
| Pure fruit stock               |                  |
| 10-oz. glass jars, 2 doz. case | per doz. \$ 1 00 |
| 16-oz. glass jars, 2 doz. case | 1 50             |
| Quart gems, 1 doz. case        | 3 35             |
| In 5 lb. tins                  | per lb. 00       |

**Pickles.**

**STEPHENS.**

|                             |                  |
|-----------------------------|------------------|
| 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 1/2-lb. (containing 120 pkgs.), per box, \$3 00.  
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.), per box, \$3 00.  
Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.

**EMPIRE**

**"EMPIRE" BRAND.**

**Brunner, Mond & Co.**

|                                            |         |
|--------------------------------------------|---------|
| Case 120 1/2 lb. pkts. (60 lb.), per case, | \$2 70. |
|--------------------------------------------|---------|

|                                          |         |
|------------------------------------------|---------|
| Case 96 10-oz. pkts. (60 lb.), per case, | \$2 80. |
|------------------------------------------|---------|

**"MAGIC" BRAND.**

|                                         |         |
|-----------------------------------------|---------|
| Per case.                               |         |
| No. 1, cases, 60 1-lb. packages         | \$ 2 75 |
| No. 2, " 120 1/2-lb. "                  | 2 75    |
| No. 3, " 30 1-lb. "                     | 2 75    |
| No. 3, " 60 1/2-lb. "                   | 2 75    |
| No. 5 Magic soda—cases 100—10 oz. pkgs. |         |
| 1 case                                  | 2 85    |
| 5 cases                                 | 2 75    |

**Soap.**

**A. P. TIPPET & CO., Agents.**

|                               |        |
|-------------------------------|--------|
| Maple soap, colors, per gross | \$0 20 |
| " " black                     | 15 30  |
| Oriole soap                   | 10 20  |
| Gloria soap                   | 12 00  |
| Straw hat polish              | 10 20  |

**Starch.**

**EDWARDSBURG STARCH CO., LIMITED.**

|                                               |                      |
|-----------------------------------------------|----------------------|
| Laundry Starches—                             | per lb.              |
| No. 1 White or blue, 4-lb. cartons            | \$ 0 06              |
| Canada laundry                                | 0 05                 |
| Silver gloss, 6-lb. draw-lid boxes            | 0 07 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, blbls. and kegs.                 | 0 05 1/2             |
| Benson's enamel                               | per box 1 25 to 2 50 |
| Culinary Starch—                              |                      |
| Benson & Co.'s Prepared Corn                  | 0 06 1/2             |
| 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.**

|                               |      |
|-------------------------------|------|
| Cases, 64 packages, 48's.     | 5 00 |
| 1/2 Cases, 32 packages, 24's. | 2 50 |
| 1/2 Packages 10c. each.       |      |

**BRANTFORD STARCH WORKS, LIMITED**  
Ontario and Quebec.

|                                          |            |
|------------------------------------------|------------|
| Laundry Star hes—                        |            |
| Canada Laundry, boxes of 40 lb.          | \$0 05     |
| Acme Gloss Starch—                       |            |
| 1-lb. cartons, boxes of 40 lb.           | 0 05 1/2   |
| Finest Quality White Laundry             |            |
| 3 lb. Canisters, cases of 48 lb.         | 0 05 1/2   |
| Bartels, 200 lb.                         | 0 05 1/2   |
| Kegs, 100 lb.                            | 0 05 1/2   |
| Lily White Gloss—                        |            |
| 1-lb. fancy cartons, cases 30 lb.        | 0 07 1/2   |
| 6-lb. toy trunks, 8 in case.             | 0 07 1/2   |
| 6-lb. enameled tin canisters, 8 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 45 cartons, per case            | 3 40       |
| Culinary Starches—                       |            |
| Challenge Prepared Corn—                 |            |
| 1-lb. packages, boxes 40 lb.             | 0 05 1/2   |
| No. 1 Brantford Prepared Corn—           |            |
| 1-lb. packages, boxes 40 lb.             | 0 06 1/2   |
| Crystal Maise Corn Starch                |            |
| 1-lb. packages, boxes 40 lb.             | 0 06 1/2   |

**ST. LAWRENCE STARCH CO., LIMITED.**  
Ontario and Quebec.

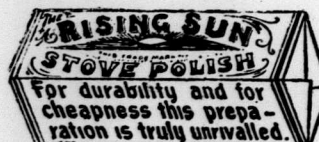
|                                       |          |
|---------------------------------------|----------|
| Culinary Starches—                    |          |
| St. Lawrence corn starch, 40 lb.      | 0 06 1/2 |
| Durham corn starch, 40 lb.            | 0 05 1/2 |
| Laundry Starches—                     |          |
| No. 1 White, 4-lb. cartons, 48 lb.    | 0 06     |
| " " 3-lb. cartons, 36 lb.             | 0 06     |
| " " 200 lb. bbl.                      | 0 05 1/2 |
| " " 100 lb. kegs.                     | 0 05 1/2 |
| Canada Laundry, 40 to 46 lb.          | 0 05     |
| Ivory Gloss, 8-6 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, 40-lb.   | 0 05 1/2 |



**OCEAN MILLS.**

Chinese starch, per case of 4 doz., \$4. less 5 per cent.

**Stove Polish.**



|                                          |         |
|------------------------------------------|---------|
| Per gross.                               |         |
| Rising Sun, 6 oz. cakes, 1/2 gross boxes | \$8 50. |
| Rising Sun, 3-oz. cakes, gross boxes     | 4 50    |
| Sun Paste, 10c. size, 1/2 gross boxes    | 10 00   |
| Sun Paste, 5c. size, 1/2 gross boxes     | 5 00    |



**Syrup.**

**"CROWN" BRAND PERFECTION SYRUP.**

|                                         |        |
|-----------------------------------------|--------|
| Per case                                |        |
| Enamelled tins, 2 doz. in case          | \$2 40 |
| Plain tins, with label                  |        |
| 2 lb. tins, 2 doz. in case              | 1 90   |
| 5 " 1 " " "                             | 2 35   |
| 10 " 1 " " "                            | 2 25   |
| 20 " 1 " " "                            | 2 10   |
| (10 and 20 lb. tins have wire handles.) |        |



**Teas.**

**SALADA CEYLON.**

|                                         |               |
|-----------------------------------------|---------------|
| Wholesale.                              | Retail.       |
| Brown Label, 1's.                       | \$0 20 \$0 25 |
| " " 1/2's.                              | 0 21 0 26     |
| Green Label, 1's and 1/2's              | 0 22 0 30     |
| Blue Label, 1's, 1/2's, 1/4's and 1/8's | 0 30 0 40     |
| Red Label, 1's and 1/2's.               | 0 36 0 50     |
| Gold Label, 1/2's.                      | 0 44 0 60     |



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                        | 0 28   |
| Red Label                          | 0 35   |
| Orange Label                       | 0 42   |
| Gold Label                         | 0 55   |



|                      |        |
|----------------------|--------|
| Cases, each 60 1-lb. | \$0 35 |
| " " 60 1/2-lb.       | 0 35   |
| " " 30 1-lb.         | 0 35   |
| " " 120 1/2-lb.      | 0 36   |



LUDELLA CEYLON, 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 25         |
| Orange Label, 1's and 1/2's | 0 21 0 30         |
| Brown Label, 1's and 1/2's  | 0 28 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, 1/2's.           | 0 40 0 60         |

**TETLEY'S INDIAN AND CEYLON TEAS.**

**"Elephant" Brand.**

|                        |               |         |
|------------------------|---------------|---------|
| Blacks—                | Wholesale.    | Retail. |
| Tetley's Extra quality | \$0 65 \$1 00 |         |
| " No. 1                | 0 50 0 70     |         |
| " Special              | 0 42 0 60     |         |
| " No. 2                | 0 35 0 50     |         |
| " No. 3                | 0 30 0 40     |         |
| " No. 4                | 0 22 0 30     |         |
| " No. 4                | 0 20 0 25     |         |

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2 lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/2 lb. packets.

|                        |               |         |
|------------------------|---------------|---------|
| Ceylon Greens—         | Wholesale.    | Retail. |
| No. 1                  | \$0 35 \$0 50 |         |
| No. 2                  | 0 30 0 40     |         |
| No. 3                  | 0 20 0 25     |         |
| Packed same as blacks. |               |         |

**"CROWN" BRAND.**

**Wholesale. Retail.**

|                              |                |
|------------------------------|----------------|
| Red Label, 1-lb. and 1/2's.  | \$ 0 35 \$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. MARCEAU, Montreal.**

**Japan Teas—**

|                                                               |          |
|---------------------------------------------------------------|----------|
| "Condor" 1 40-lb. boxes                                       | \$0 42   |
| " " II 40-lb. boxes                                           | 0 40     |
| " " III 80-lb. "                                              | 0 37     |
| " " IV 80-lb. "                                               | 0 34     |
| " " V 80-lb. "                                                | 0 30     |
| " " XXXX 80-lb. boxes                                         | 0 25     |
| " " XXXX 30-lb. "                                             | 0 26     |
| " " XXX 80-lb. "                                              | 0 22 1/2 |
| " " XXX 30-lb. "                                              | 0 23 1/2 |
| " " XX 80-lb. "                                               | 0 20     |
| " " XX 30-lb. "                                               | 0 21     |
| " " LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 30 |          |

**Black Teas "Nectar" in lead packets—**

|                             |                      |
|-----------------------------|----------------------|
| Green Label                 | retails 0 26 at 0 20 |
| Chocolate Label             | " 0 35 at 0 25       |
| Blue Label                  | " 0 50 at 0 36       |
| Maroon Label                | " 0 60 at 0 45       |
| Fancy tins—Chocolate, 1-lb. | 0 32 1/2             |
| " " Blue, 1-lb.             | 0 42 1/2             |
| " " Maroon, 1-lb.           | 0 50                 |
| " " Maroon, 1-lb.           | 1 5c.                |

**"Condor" Ceylon black tea in lead packets—**

|                                     |                     |
|-------------------------------------|---------------------|
| Green Label, 1/2's, 1/4's and 1/8's | retail 0 25 at 0 20 |
| Blue Label, 1/2's, 1/4's and 1/8's  | 0 30 at 0 23        |
| Grey Label, 1/2's and 1/4's         | 0 35 at 0 36        |
| 60-lb. cases                        | 0 40 at 0 30        |
| Blue Label, 1/2's, 1/4's and 1/8's  | 0 40 at 0 30        |
| Red Label, 1/2's, 1/4's and 1/8's   | 0 50 at 0 34        |
| White Label, 1/2's, 1/4's and 1/8'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). Per lb.**

|                                            |        |
|--------------------------------------------|--------|
| No. 1, cases 50 lb., (50 1-lb. packages)   | \$0 35 |
| No. 1, cases 50 lb., (25 1-lb. "           | 0 34   |
| No. 1, cases 50 lb., in 5-lb. tins         | 0 35   |
| (50 1/2-lb. packages)                      | 0 29   |
| No. 2, cases 50 lb., (25 1-lb. "           | 0 28   |
| No. 1, cases 50 lb., in 5-lb. tins         | 0 29   |
| No. 3, cases 50 lb., (50 1-lb. packages)   | 0 23   |
| No. 3, cases 50 lb., (25 1-lb. "           | 0 22   |
| No. 3, cases 50 lb., in 5-lb. tins         | 0 23   |
| Green Ceylon, No. 1, (50 1/2-lb. packages) | 0 35   |
| (25 1-lb. "                                | 0 34   |
| Green Ceylon, No. 2, (50 1/2-lb. packages) | 0 29   |
| (25 1-lb. "                                | 0 28   |

**Tobacco.**

**THE EMPIRE TOBACCO CO., LIMITED.**

|                                        |      |
|----------------------------------------|------|
| Smoking—Empire, 3/8's, 5/8's and 10's. | \$0  |
| Amber, 8's. and 3's.                   | 0    |
| Chewing—Stag, bars, 1/2 oz.            | 0 38 |
| Bobs, 5's. and 10's.                   | 0 39 |
| " 1 1/2 oz. bars, 5's.                 | 0 39 |
| Currency, 1 1/2 oz. bars, 11's.        | 0 42 |
| " 6's. and 11's.                       | 0 42 |
| Old Fox, narrow, 11's.                 | 0 42 |
| Snowshoe, 1 lb. bars, sp'd 6's         | 0 46 |
| Pay Roll, 6's.                         | 0 47 |
| Fair Play, 7's. and 12's.              | 0 48 |

**Vinegars.**

**E. D. MARCEAU, Montreal. Per gal.**

|                                       |        |
|---------------------------------------|--------|
| EMD, pure distilled, highest quality. | \$0 30 |
| Condor, pure distilled                | 0 25   |
| Old Crow                              | 0 20</ |