

REPORT OF THE CANADIAN MANUFACTURERS' ASSOCIATION CONVENTION IN MONTREAL
CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XVIII.

MONTREAL AND TORONTO, SEPTEMBER 23, 1904.

NO. 89.



Keen's Oxford Blue



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

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

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.

SOLEIL—The Sun.

This new biscuit is so aptly named because it is designed to

BRIGHTEN and ATTRACT TRADE.

Soleil is handsome in design and toothsome in taste.

Christie, Brown & Co. Limited
TORONTO AND MONTREAL

C. & B.

on the wrappers guarantees quality
of the goods.

CROSSE & BLACKWELL, Limited

LONDON, ENO.

C. E. COLSON & SON, MONTREAL, Agents.

FINEST QUALITY

EXTRA CIDER VINEGAR

FOR PICKLING.

THE W. H. WILSON CO., LIMITED

Tilsonburg, Ontario

DAKEY'S

'WELLINGTON'

KNIFE POLISH

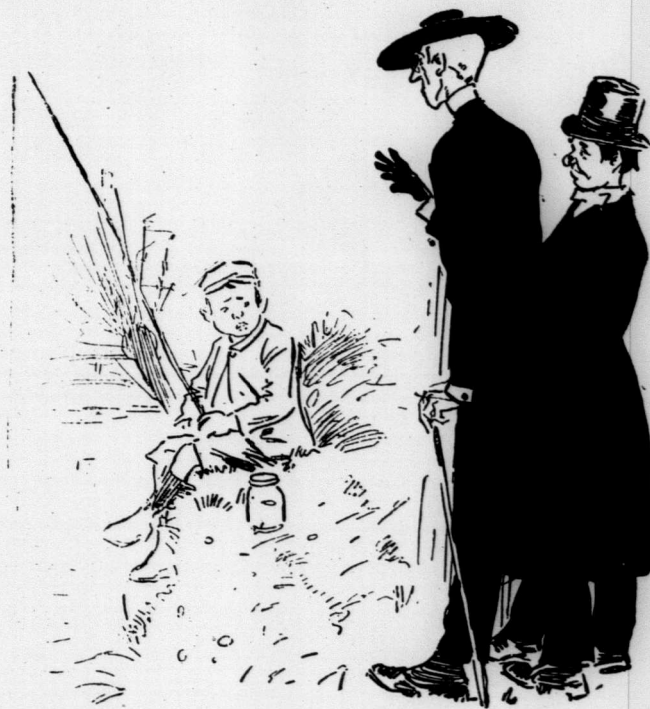
JOHN DAKEY & SONS, LIMITED

WELLINGTON, N. B.

WELLINGTON, N. B.

WELLINGTON, N. B.

...the world's...
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Cured and Packed Where Caught!

"Thistle" Brand Canned Fish.

One reason why the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly-caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully-selected fish—**only the best will do for the "Thistle" Brand!**

The cost per tin, or can, to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained from year to year even in the face of strong competition. The "Thistle" Brand competes **on quality and not on price. It is the Standard Brand of Canned Fish!**

**Highest Quality
Always.**

ARTHUR P. TIPPET & CO.,

8 Place Royale,
Montreal.

Sole Agents,

20 1/2 Front Street,
Toronto.

MANUFACTURERS' AGENTS AND BROKERS.



Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week—looking for bait to build up their businesses with—in THE CANADIAN GROCER. But

Suppose results don't come at first
What be yew goin' tur dew?
Take out yewr ad, and kick yewrself,
An' go ter feelin' blew?
Uv course yew hain't; yew're goin' tew fish,
An' bait an' bait agin';
Bimeby some nibbles 'n bites 'll come,
Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer

10 Front St. E. Toronto. 232 McGill St. Montreal



Department of Advertising Service

TORONTO.

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

Established 1865

APPLES

Finest quality for some years.

Write or wire us for prices.

W. H. Millman & Sons
Grocery Brokers

27 Front St. E., - Toronto, Canada

CALGARY.

Are you

Represented in the West ?

If not, write us and get in

ON THE GROUND FLOOR.

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

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

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

Head Office: NICHOLSON & BAIN, WINNIPEG.



ROW'S GUM

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

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

Sell Flower Pots.

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

STRONG DURABLE LIGHT



POROUS AND CHEAP

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

WINNIPEG.

Dingle & Stewart

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

EASTERN MANUFACTURERS -AND- SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

WE

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

INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.

Commission Brokers, Storage.

Correspondence Solicited.

If you have any snaps let us hear from you.

TAYLOR & PRINGLE CO.,

Limited,

OWEN SOUND,

Manufacturers of

German Sauerkraut

Whole Pickles in Brine

For Lumber and Mining Camps.

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.

At Its Height Now is the PICKLING SEASON

Be ready for particular customers. We do not claim to have the cheapest pickling spice, but we have 19 or 20 varieties of the best spices nature produces.

Samples and Prices at Your Immediate Service.

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

96-104 KING ST., MONTREAL

Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171

Telephone orders receive prompt attention.



CAPSTAN BRAND HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.

RETURNED
OCT 8 1904
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THE CANADIAN RELISH.

This is one of the additions to our splendid list of "Sterling" Brand Pickles and Relishes.

It's a Royal relish and worthy of being made in Canada. Grocers should have this relish in stock.

Among others, we have :

**Canadian Relish,
South Africa Relish,
Chili Sauce,
Royal Club Sauce,
AND OUR POPULAR
Sweet Pickles.**

Write your jobber or direct to the manufacturers.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles.

124-128 Richmond St. West, TORONTO, Can.

THE AUER LAMP
GASOLENE

200 CANDLE POWER OF CLEAR, STEADY LIGHT.

The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. Send for Catalog.

AUER LIGHT CO. — MONTREAL

French Castile Soap

Made with Pure Olive Oil. The best quality manufactured by the famous maker, Felix LyDoux, of Marseilles, France.

Packed in boxes of about 40 lbs., in the following styles :

9 LB. BARS, WHITE, \$.07½ C. PER LB.

5 " " " .07½ C. "

9 " " GREEN, .07½ C. "

LA VIERGE, 3 OZ. CAKES, 200'S, \$3.00 PER BOX.

These soaps captured the "Grand Prix" at Paris, 1900.

PROVOST & ALLARD, Wholesale Grocers, OTTAWA.

Wholesale Agents for "SALADA" Tea. Like the Soap "It's the Best."

No matter what others say, (and you know some people will say most anything on paper), it is an indisputable fact that **JAPAN** grows **BETTER GREEN TEA** than India, Ceylon, or China.

“Brain Work, or Science,” does not count when Japan knows how to make Tea right and clean. For cleanliness **JAPAN TEA** stands above all others. **JAPAN TEA** is not picked by dirty Chinamen or darkies of India and Ceylon.

JAPAN TEA

is picked by the cleanest people on earth, who recognize that “cleanliness is next to godliness,” consequently

JAPAN TEAS

are always

PURE,
CLEAN
and
HEALTHY.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE**, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: **THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.**

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

NABOB SAUCE



The Sauce for Epicures

Batty & Co., Limited

Sauce and Pickle Experts. - London, S.E.

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S  BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg.
MONTREAL

110 Dalhousie St.
QUEBEC

Ceylon Teas are Green

—if you want them green.

Green Ceylons are yet something of a novelty, but not on that account to be regarded as unsafe.

Ceylon Green Teas

have established themselves solidly in the esteem of those whose business it is to know teas. The public, naturally, are slower in their appreciation, but time will work out the fact.

We emphasize Ceylon Green Teas for the benefit of those who think they must have green teas. Tea color is largely a matter of fancy.

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

A 1c. postal card will bring you full particulars as to our **Profit Sharing System**

ON

Chaser Soap

—It is money to you to drop us a post card.

The Duncan Company
Montreal



IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WILL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

If You Have Money to Burn

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



IF A MAN WANTS CREDIT

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE CANADIAN GROCER

TEA.

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

COX'S

INSTANT POWDERED GELATINE

A Delightful Novelty.

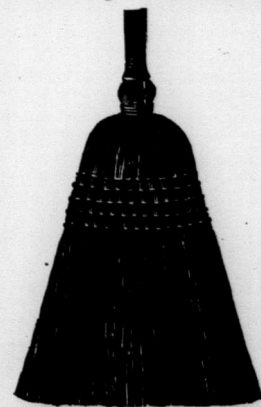
The most rapidly dissolving Gelatine ever produced. Clear in solution, of great strength, and always uniform. For quick handling it is unequalled. Requires no soaking. It dissolves instantly on hot water being applied. Saves time and labour.

Always Trustworthy.

It is the same Gelatine as Cox's Sparkling Gelatine but in a finely powdered form.

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

Every Housewife...



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

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

REFRIGERATORS.



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

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

Eureka Refrigerator Co.
Wilbert Hooy, Manager.
54 Noble St., TORONTO.
Phone Park 513.

This cut represents No. 13.

BURLINGTON CANNING CO., Limited,
Burlington, Ont.

We are sellers of **QUALITY FIRST**

Gallon Apples.

Spies, Baldwins, Pumpkin, CATSUP, PORK and BEANS in all forms. Greenings.

The best are the cheapest. Why not have the best?

WRITE FOR QUOTATIONS.

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.

Salt!

How is your Supply?

Why not stock up before transportation companies get busy and weather broken?

Verrat, Stewart & Co.
Montreal.

Then, too, there is the Label

A label can't make the contents good or bad, but a label stands for something. It may mean and should mean that what it describes is just what one has a right to expect.

The Label on The Old Homestead Brand

of fruits and vegetables is at once a pledge and a guarantee of superiority. Moreover, the label in itself is so attractive—rich in embossing, in colors, red, and gold and blue—that the ordinary tin of canned goods looks cheap alongside of a can of OLD HOMESTEAD BRAND.

A rich label helps the grocer make sales.

This is why we have put on our goods such a rich and attractive label. We send a sample label free on request to any one interested. Drop us a post card asking for one.

The Old Homestead Canning Co. Picton, Ont.

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

Brunner Mond & Co.'s
**WASHING
SODA**

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland
Montreal

SOLE AGENTS FOR CANADA.

Indian Chutney—Genuine—Quarts and Pints.
Guava Jellies and Curry Powders
—Choicest East Indian Brands.
Sauces (Mango)—in Pints—superior to all others.
Olive Oil—Finest Italian in 1-gallon Tins.
Shelled Almonds—Martin Freres—very choice.

Cocoanut "White Dove"
Brand



—This brand is superior to any offered,
and is sold by the leading jobbers in
Quebec and the East. They are con-
vinced of its superior quality.

Drop a post card to me for prices

W. P. DOWNEY
AGENT

26 St. Peter Street MONTREAL

Best Values in TEAS

Write us for Samples

Teas
and
Coffees

Ceylon and Indian Greens, at 10c. to 18 1/2c.—Special value.
Try a sample lot.

Special values now in **Japans**, all grades, from 11c. to 35c.

Ping Suey Gunpowder, in boxes, from 9c. up—all grades.

Also **Japan Siftings and Fannings**, from 5c. up to 10c.

We carry a full range of all other kinds and our prices will prove attractive.

Pleased to send you samples. Say what grade and price you want.

New Japan Fannings and Siftings now in stock

JAMES RUTHERFORD & CO.

DIRECT IMPORTERS

27 St. Sacramento Street

MONTREAL

Better Currants are not Grown than



and



Produced in a specially selected and favored district in Greece, renowned for the handsome appearance and unequalled flavor of its fruit.

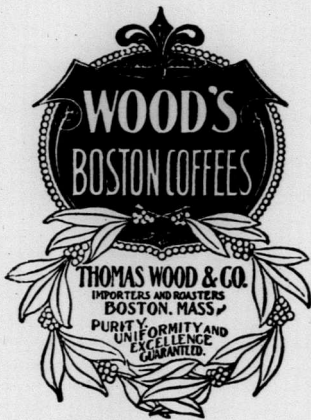
Approved by the Greek Government as being of superior quality.

Packed Solely for

W. H. Gillard & Co., - Hamilton

Wholesale Grocers and Importers of Fine Fruits, Etc., Etc.

VICTORY—



The fruits of victory are sweet, but they do not grow on trees of chance or idleness.

The most real gain from them is in the active toil which brings fruit to your hand.

The Grocer's victory is in a list of well pleased patrons fairly won.

No one thing leads up to this so surely as a finely adapted line of

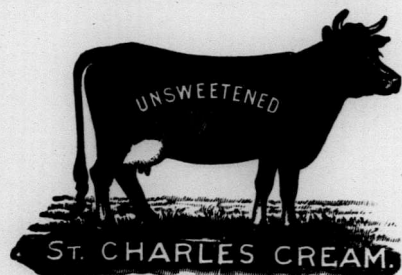
WOOD'S COFFEES.

CANADIAN FACTORY AND SALESROOM

No. 428 St. Paul St.

MONTREAL

Has stood the test of every climate.



HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions

Industrial Exhibition	-	Toronto, Canada	-	1903
Provincial Exhibition	-	Halifax, N. S.	-	1903
Provincial Exhibition	-	Victoria, B. C.	-	1902
Pan-American Exposition	-	Buffalo, N. Y.	-	1901
Paris Exposition	-	Paris, France	-	1900
Trans. Miss. Exhibition	-	Omaha, Neb.	-	1898
World's Fair	-	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

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

Correspondence and Trade orders solicited.

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

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Window and Interior Displays

Timely Hints
and Suggestions

THERE is scarcely a merchant who will at the present day put himself on record as doubting the value of a well-dressed window. It is safe to say that, save in the most backward locality of the country, where no one bothers to attend to display of any kind, the successful merchant is in every case found to strive after attractive window displays. This fact alone would silence any argument brought against window dressing as a principle. But the merchant who allows an untidy, careless window never argues against the principle, he is in doubt as to the profit that would accrue to him from a display involving both time and expense.

That he will admit the value as a principle should convince him that even in his case there might be profit. Where he so easily deceives himself, is in his idea of the time and expense involved. Neat windows more or less attractive take very little time and can be arranged at no expense worth mentioning. An empty window would be preferable to the dirty, careless windows so often seen, but an hour or two a week would bring results which would change the tone and quantity of business done, and convince the most hard-headed, old-fashioned merchant that window dressing pays. The excuse so often heard that "I have no time," is usually the merchant's interpretation of "I have no inclination," or "I'm too lazy," and the expense cry is, on the face of it, given without any practical idea as to the expense to be incurred. When such a small amount of time and practically no expense is required to produce passable windows, what excuse has the believer in methods of fifty years ago for persevering in his unprogressive ideas?

Man's dislike of untidiness should be sufficient incentive to neat displays. It will always be found that the store exhibiting neatness in the interior, makes some effort to decorate its windows. This the public knows, and concludes that a well-dressed window be-

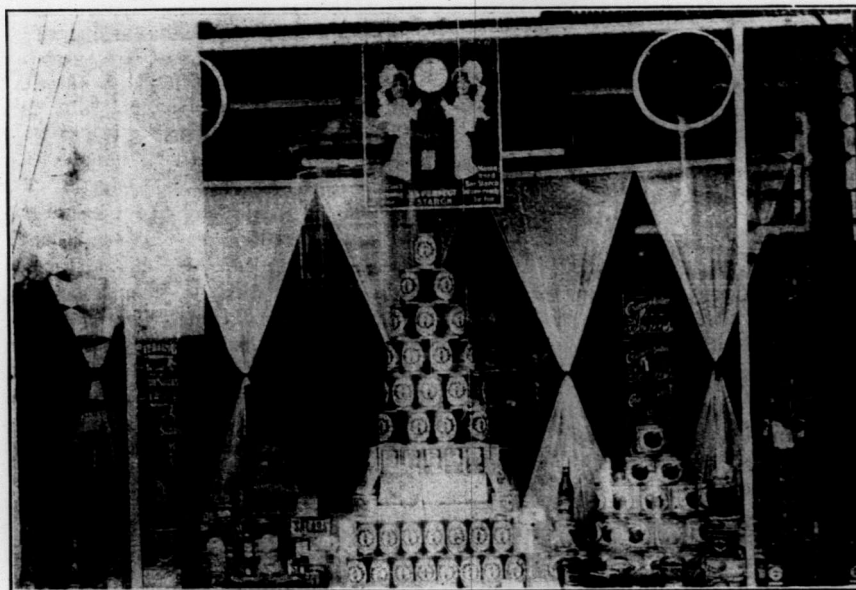
tokens a neat interior, a careful merchant, and an up-to-date stock.

If window dressing pays, and time cannot be set apart for it the conclusion follows that an extra clerk is required. Window dressing in any community brings as good results as any other feature of the store system. Not only are the direct returns worth considering, but the indirect profits are a big item as well and require just as close attention as an actual customer.

The value of a good window can never be accurately or even approximately calculated, and the merchant who commences dressing his windows after years of inattention to them, only realizes how

conditions that show progress and a desire to please. It is through his windows that the merchant shows the public that he is after trade and is willing to exert himself to get it. The customer whom the merchant seeks, takes his trade where appreciation is shown, and in modern business a carelessly dressed window denotes a carelessly managed business.

There are so many other good qualities guaranteed in a merchant who has good window displays that the public trust him and feel more sure of being suited in the stock carried, in his method of doing business and in the cleanliness of the goods. The attractive window



Arranged by T. A. Hammill for D. Almas & Son, Hagersville, Ont.

much they pay, after the work has been continued for a year or more. The expense of a couple of dollars in a window display may not sell that amount of goods apparently, but the moral benefit is worth many times the money spent.

One of the good results of window dressing is the superior class of custom it draws. The wealthy and the good housekeeper (the buyer whose custom counts) will assuredly not patronize the store with untidy windows, but will go where business is carried on under

follows the advertisement in the local paper, and attracts inside the people who have read the paper. Once inside it rests with the salesman to bring about a sale; two thirds of the battle, however, is won when the customer enters. "Goods that are well shown are half sold."

The small merchant on the side street argues that dressed windows do him very little good, as he has his regular customers. At the same time his most regular customer will buy on his trips

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH

IN
CAKES
WELL KNOWN AND RELIABLE.

DURABLE
3000 TONS SOLD YEARLY

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

IN **TINS**
GUARANTEED TO THE TRADE

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.

to other parts of the town, if he is stopped on the street by a window display. The elaborate windows of the departmental store may not be suited to the small merchant, but they are not necessary. Neatness and effect can be obtained without nearly so much spectacular display, and the feeling of confidence inspired by such inexpensive but expressive windows will prevent surrounding residents from buying elsewhere. No merchant is too small to profit by a carefully arranged window, and no business is too steady to be uninfluenced by the neater, more attractive windows of a rival. The life of the larger business depends upon its push and wide-awakeness, and even the volume of business done depends to a certain extent upon the slowness and backwardness of small side street merchants who argue that their business does not demand a well-arranged window.

To get an idea of the value of the store front appealing to the public, it is only necessary to observe present-day conditions. All large businesses pay strict attention to their windows. An attractive display will stop a crowd any day. An article seen in a window will prompt a forgetful memory. Luxuries and lines other than staples can be successfully brought before the public in no other way. A common sense appreciation of these facts is all that is required to convert the most pronounced antiquarian as far as correct window display is concerned.

COMMERCIAL TRAVELING IN CANADA.

THE following letter received from an eastern correspondent serves as additional proof that Canadian business men not only read The Grocer,

but consider it one of the best possible mediums for the discussion of matters of public interest:

Editor Canadian Grocer:

Permit me to express my appreciation of the reproduction in your valuable journal of the correspondence published in the Birmingham Daily Post, between "Correspondent" and Mr. P. B. Ball, the Commercial Agent for Canada in Birmingham, on "Commercial Traveling in Canada." If you will not consider it presumptuous on my part, I am of the opinion that the gentleman who signed himself "Correspondent" is one too many for Mr. Ball. I consider Mr. Ball's reply to his first letter sadly lacking in logic and judgment. It is not my intention to discuss the relative merits of the different letters, but I do consider that it is most essential to do justice to Canada in the eyes of the people of the Mother Country, particularly to the readers of the Birmingham Daily Post, that such subjects should be discussed and Canada's methods of doing business, her transportation facilities and customs regulations, be upheld by a more liberal and broad-minded critic than Mr. Ball. In my opinion the reply by "Correspondent," which you publish in your last issue, does not leave a single argument brought forward by Mr. Ball in reply to "Correspondent's" first letter unanswered. I presume that part of the duties of Mr. Ball, as Canadian Commercial Agent, is to foster and encourage a closer commercial relationship between the Mother Country and Canada. A commercial agent, however, who ridicules the experience of any commercial traveler who wishes to expound his views through the medium of the public press, and resorts to personalities, as Mr. Ball certainly did, is sadly lacking in judgment.

He evidently wished to hold up "Correspondent" as an ignoramus, but "Cor-

respondent's" reply shows that this is far from being the case.

There is no doubt that English business men are, as a rule, far from conversant with the methods of doing business in Canada, with the requirements of the Canadian market, and the class of goods wanted by the Canadian buyer. I presume as Canadian Commercial Agent it is part of Mr. Ball's duty to enlighten the English manufacturer and dealer on this subject; I do not believe it is his duty to hold up to ridicule in the eyes of the people a gentleman who went through the trying ordeal of a first trip through Canada, where conditions are so different from those of the Mother Country.

I believe that "Correspondent's" sole motive in writing to the press was to give a few friendly pointers to any manufacturer or traveler contemplating an initial trip to Canada, and if his views were not exactly in accord with those of Mr. Ball I believe Mr. Ball could have framed his reply in a more diplomatic and courteous manner.

There is no doubt that we travelers on the road, who meet some representatives from the Old Country on their first trip to Canada, see some amusing incidents, and are sometimes tempted to repeat them at his expense, but put the shoe on the other foot, and send over one of our most experienced Canadian travelers on a trip through Great Britain, he would appear equally odd. Let us remember that these English gentlemen who come out here carry home impressions, either favorable or otherwise, so let us boys on the road give them a helping hand, a kind word, and be more charitable to our brothers from over the sea. When they return they will have nothing but good to say of Canada and the Canadians, thus adding another link to bind the Empire closer together.

W. C. M.

Truro, N. S., Sept. 5, '04.

CHEESE SAFES

They have arrived. Back orders have all been shipped out. We have a few left. Get in your orders quickly.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

New Arrivals**ANT SUGAR**

The best thing for keeping ants away from food.

STRETTONS' SAUCE

Reputed $\frac{1}{2}$ pints.

**JAMES ROBERTSON & SONS
SCOTCH MARMALADE**

1-lb. Jars.

7-lb. Tins.

THE GENUINE.

**SAMUEL HANNAH & CO.'S
IMPORTED PICKLES**

16-oz. Octagon Mixed, cases, each 4 doz.

16 oz. " Chow Chow, " " 4 doz.

40-oz. Mixed, " " 2 doz.

40-oz. Chow Chow, " " 2 doz.

Write to us for quotation
on the above

James Turner & Co., - Hamilton

BRANCH CANADA GROCERS LIMITED

WE HAVE IT ONCE MORE

TARTAN Japans ^{to retail} **25c**
AT...

Our trade will appreciate it as they did in 1901 and it is up to that standard of cup and leaf. Book your orders to arrive.

BALFOUR & CO., Branch Canada Grocers Limited **WHOLESALE GROCERS HAMILTON**

TEAS

We are offering exceptional value in all grades of Tea—

INDIA **HYSON**
CEYLON **JAPAN**

Our lines of Green Ceylon (Japan Style) surpass anything hitherto offered. Communicate with us or see our travellers before buying. It will pay you.

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



For Ten Cents

You can become acquainted with MacLaren's Imperial Cheese. You can enjoy the greatest delicacy that ever tickled the taste of an epicure. The grocer has it in several sizes the ten cent size is enough to make you want more.

"Take My Advice — Eat Cheese"

"Eat cheese and you will enjoy good health," says John D. Rockefeller. Eat MacLaren's Cheese and get delicious flavor with three times the nourishing power found in ordinary cheese. Ask your Grocer.

How to Get a Silver Jar Holder

In each jar is a coupon, by which purchaser can secure valuable premiums at little cost. If you cut out the coupon reproduced below, and send it with one coupon from a jar of cheese, together with the amount of money specified, we will send a beautiful cheese knife or handsome holder. The coupon at the bottom of this adv. counts as three coupons from the jar.

A. F. MacLAREN IMPERIAL CHEESE CO., Ltd.
Detroit, Mich.
Toronto, Canada.

THIS IS OUR OFFER

A Silver-plated Cheese Knife for 4 Coupons and 50c.

A 10" Silver Jar Holder " " " " 50c.

A Medium " " " " " " 75c.

A No. 1 " " " " " " 1.00.

A No. 2 " " " " " " 1.25.

A No. 3 " " " " " " 1.50.

A Small Requester " " " " " " 2.00.

A Large " " " " " " 2.50.

SEE OUR OFFER ON OTHER SIDE

SAVE THIS COUPON

ONE IN EVERY JAR

MacLaren's Imperial Silverware is guaranteed. If not satisfactory when received we will refund your money. All forwarding charges paid by us. Send coupon and check or cheque with your full address to A. F. MacLaren Imperial Cheese Co. Ltd.

SEE OUR OFFER ON OTHER SIDE

You can work up a strong cheese trade in less than no time by simply urging your customers to use only

MaLaren's Imperial Cheese

RETURNED

CT . 8 1904

at Book 26

Page 8

Two 30 MacLarens.

It's a sure thing that they will keep on using it.

"Nothing Better"

A. F. MacLAREN IMPERIAL CHEESE CO. Limited,
Manufacturers and Agents,
51 COLBORNE ST., TORONTO, ONT.

Business Changes

ONTARIO.

A MEETING of the creditors of M. Greenspoon, general merchant, Hawkesbury, is to take place to-day, Sept. 23.

R. B. Neil, grocer, Leamington, has sold out to Geo. McIntyre.

P. F. McBride, grocer, Hamilton, has sold out to Crofton & Sturdy.

N. P. McIntyre, grocer, Durham, has assigned to Thomas A. Harris.

J. W. Warder, grist miller, Bluevale, has assigned to R. G. Reynolds.

Morris & Co., grocers, Hamilton, have sold out to H. C. T. Smith.

Hines & Kelleher, tobacconists, etc., London, have sold to J. D. Graham.

Mrs. Richard George, baker, Arkona, has advertised her business for sale.

Geo. Pernockes, confectioner, etc., Hamilton, has been sold out by bailiff.

J. Percival, flour and feed merchant, London, has sold out to H. Colerick, Jr.

Thomas Davis, tobacconist, etc., Toronto, has advertised his business for sale.

The stock of J. G. Wyatt, tobacconist, Ottawa, has been sold at 79c on the dollar.

J. D. Smith, general merchant, Billing's Bridge, has sold his stock at 25c on the dollar.

John Skitch, general merchant, Gravenhurst, has assigned to H. B. Bridgland; meeting of creditors Sept. 23.

QUEBEC.

J. A. Lafrance, general merchant, Grand Mere, has assigned.

J. A. Marchant, general merchant, Fraserville, is offering to compromise.

F. J. Morin, general merchant, Montmagny, has assigned to V. E. Paradis.

If you want THE BEST, order

"FALCON" Extra SIFTED PEAS

— The Finest Packed —

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, Toronto

Mrs. N. Martel has registered under the style of N. Martel & Co., grocers, Montreal.

Ratte & Payment, general merchants, St. Anne De Beaupre, have dissolved partnership.

H. Mercier, general merchant, St. Ephrem D'Upton, has offered sixty cents cash for claims.

Jos. Gaumont, general merchant, St. Jean Port Joli, has assigned to Lefavre & Taschereau.

Lafavre & Taschereau have been appointed curators to Ignace Marquis, general merchant, Sayabec.

The assets of L. E. Desilets, general merchant, Shawinigan Falls, were to have been sold on Sept. 21.

The assets of Mrs. G. O. Tousignant, general merchant, Chichoutimi, were to have been sold on Sept. 21.

A meeting of creditors of J. H. Therrien, general merchant, St. Gregoire, is to take place on Sept. 26.

A. E. Begin, general merchant, St. Charles, (Bellechasse County,) has assigned to Lefavre & Taschereau.

V. E. Paradis has been appointed curator to S. E. Adam, general merchant and lumber dealer, Disraeli.

M. S. Ouellet & Cie., general merchants, Beausejour, (Rimouski Co.,) have assigned to Lefavre & Taschereau.

Lamarche & Benoit are curators of Narcisse Leclerc, general merchant, French Village, who is offering 30c on the dollar.

Adelard Laberge and Honore Doutre, lumber and grain merchants, Beloeil Station, have registered under the style of Laberge & Doutre.

J. T. Poirier and N. Grimard have registered under the style of J. T. Poirier, Fils & Co., grocers and provision dealers, Montreal.

NOVA SCOTIA.

E. M. Boutilier, fish dealer, Halifax, has suffered loss by fire.

Cook & Co., fruit dealers, Halifax, have suffered loss by fire.

W. J. Nauss, grocer, Halifax, has been burned out; small loss.

Catharine Bates, liquor dealer, Halifax, has suffered loss by fire.

McDonald & Bryant, wholesale tea dealers, Halifax, have sustained loss by fire.

Bauld Bros. & Co., wholesale grocers, Halifax, have been burned out; loss small.

Hon. William Ross, commission fish dealer, etc., Halifax, has sustained loss by fire.

Michael Neville, lobster exporters, Halifax, have been burned out; partly insured.

Leslie Hart & Co., commission and fish dealers, etc., Halifax, have sustained loss by fire.

The premises of N. & M. Smith, wholesale fish dealers, Halifax, have been damaged by fire.

Partnership has been registered between Daniel J. McDonald and Margaret Rankin, Glace Bay, to do business under the style of McDonald & Rankin.

NEW BRUNSWICK.

John D. Creaghan, general merchant, Newcastle, has suffered by fire at Chatham; loss partly covered by insurance.

MANITOBA AND N.W.T.

The Griswold Milling Co., Griswold, has been incorporated.

Jackson & Campbell, grocers, Winnipeg, have dissolved partnership.

B. Burke, general merchant, Gainsboro, has sold to Nrigg & Bohmer.

Fisher & Ross, general merchants, Claresholm, have sold their Leavings branch.

W. T. Rutherford, of W. T. Rutherford & Co., wholesale cigar dealers, Winnipeg, is dead.

BRITISH COLUMBIA.

It was announced that the creditors of F. G. Hitt, grocer, Victoria, were to file claims before Sept. 16.



Upton's

Jams,
Jellies
and
Orange
Marmalade

are not the cheapest but
they are the very best and
the best is none too good
for you.

Explain to Your Customers Why the Japs are so successful.

You will be healthier if you eat dried fish like the Japanese.

Have you noticed that the leading medical authorities are drawing attention to the fact that the food of the fighting Japs consists largely of dried fish and connect their success to a large extent with this fact.

It may seem strange to the average reader that this diet should have so much to do with success.

But it is a fact that dried fish is both a wholesome and nutritious diet, and especially valuable as a brain food.

The moral of this is that it would do Canadians good to eat less meat and more of "Halifax" and "Acadia" Brands of Prepared Codfish—the nicest form of dried fish on the market.

**YOU CAN MAKE MONEY BY GIVING THIS
INFORMATION.**

BLACK BROS. & CO., Limited

HALIFAX, N.S.
LAHAVE, N.S.

A. H. BRITAIN & CO., Rep. in P.Q. and ONT.
BOARD OF TRADE BLDG., MONTREAL.

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Fresh and Cured Fish

Scotch Fishermen to Come to Canada.

MR. J. MACKENZIE, of the firm of Mackenzie Bros., of Stornoway, Scotland, an authority on the Scotch herring fisheries has suggested the emigration of Scotch fishermen to Canada believing they would prove a great acquisition to the Canadian herring fisheries which are now being experimented with in Nova Scotia. He writes as follows:

"I venture to bring under your notice the development of the Canadian herring fishing in Nova Scotia, now being experimented on. From my personal experience I am satisfied there is a great future before this industry.

"The herring fisheries of Scotland are at present in a state of transition, steam vessels taking the place of sailing boats, causing hundreds of first-class fishermen, who have not the funds to purchase steam, to fall behind. These men, to my mind, would prove a splendid acquisition to your populace, and, added to these we have even in this district a large number of skilled coopers, whose occupation is being wiped out by the introduction of machine-made barrels. Female expert fish workers, chiefly single women, could also be obtained in this district, and an exodus of such skilled workers would not only benefit the Lewes, but, I think, add to the extension of an additional important industry in your direction."

Codfish in the Grocery Store.

To grocers desiring to stock prepared codfish for which the demand is continually improving it will come as welcome news that Black Bros. & Co.'s prepared codfish, "Acadia" brand, may be placed in immediate proximity to any other goods in a grocery store, without the least danger of the latter absorbing or acquiring any bad odors, etc. The codfish itself is absolutely non-odoriferous, on account of the particular process employed in preparation, and the fact of the enclosing packages being constructed of non-porous wood. This brand of prepared codfish has for years been a regular item in the itinerary of the finest groceries in Quebec and the Maritime Provinces, both in Summer and

Winter, which cater to what is known as "the gilt-edged trade."

Newfoundland Fisheries.

The departmental councils of Seine-Inferieure, Ille-et-Vilaine, and Loire-Inferieure have been passing resolutions with the object of obtaining further concessions for French fishermen on the Newfoundland coast before the Anglo-French treaty is ratified. Among other things, the councils demand the repeal of the Newfoundland Bait Act, the authorization for French fishermen to purchase bait along the entire coast, and the right to erect establishments for the curing of fish and lobsters on the French shore.

If the French Chamber of Deputies listens to these petitions of the departmental councils and refuses to sign the Anglo-French treaty until the above concessions are granted, the whole treaty will, in all probability, fall to pieces. Great Britain has, however, conceded so much to France in order to deliver her colony from foreign dictation that the Chamber of Deputies is hardly likely to turn its back upon so much good fortune.

Halifax Fish Firm Burned Out.

Halifax has been visited with another severe conflagration, the second within two weeks. Among those destroyed was the warehouse of Black Bros. & Co., Limited, the well-known fish house packers of Acadia and Halifax brands. The warehouse was a three and a half storey wooden building, which was also used partly for storing hardware. The stock of dried fish was a prey to the flames.

Pickford & Black's three-storey warehouse, and Leslie, Hart & Co.'s were also among the sufferers.

Fish Notes.

It is reported that \$1,000,000 worth of fish were destroyed in the big Halifax fire last week.

As a result of a complaint made by Western Ontario fishermen regarding the tardy opening of the fishing season in Canadian waters, Mr. Bastedo, deputy commissioner of the Ontario Department of Fisheries, has given con-

sent to allow them to commence fishing operations at once.

The question of co-operating with the United States in regard to the protection of the British Columbia fisheries is engaging the attention of Dominion Government and it is believed that the invitation from Washington to hold a joint conference may be accepted.

NEW YORK FIRM ENTERTAINS.

The last of a series of entertainments by Francis H. Leggett & Co., wholesale grocers, New York, to some 300 of their town and country patrons was given on Wednesday, Sept. 7.

A reception was held in the Franklin street offices by Mr. F. H. Leggett, after which the guests were escorted to the factory, where they were shown the methods and processes employed in manufacturing, preparing and packing "Premier" products, (one of the specialties of this New York house). Luncheon was then served, consisting entirely of foods prepared on the premises, and interesting address delivered by Mr. J. C. Juhring, vice-president and secretary of the firm, Mr. R. N. Conger of the Sheldon School of Scientific Salesmanship, Messrs. T. M. Letson, J. B. Jones, E. J. Gage, and C. A. Hammer, on topics of interest to the retail grocery trade.

The entertainment was concluded by a sail around Manhattan Island.

CATALOGUES, BOOKLETS, ETC.

THE GROCER is in receipt of a copy of the thirty-fifth anniversary edition of the American Grocer. The issue is a creditable one, containing copious reviews of various departments of the grocery trade, as well as a fac simile of the title page of the first edition of the American Grocer, dated Sept. 15, 1869.

One of the most interesting and attractive official publications of the Canadian Government in years is a book of colored cartoons, issued recently by the Hon. Clifford Sifton and dedicated to Canada, the granary of the world. The cartoons are cleverly wrought out, the object being to impress probable immigrants with a sense of Canada's vast resources.

Through the courtesy of the executive of the Vancouver Board of Trade, The Grocer has received a copy of the seventeenth annual report of this progressive western organization. The report follows in detail the transactions of the board during the year 1903-'04, and contains a valuable resume of commercial and industrial conditions in British Columbia, in addition to a number of representative half-tone illustrations.

Mr. Stanley Bois, Commissioner General of Ceylon, who is in charge of the

**Two
Lines
That
Lead.**

A Vinegar with Advantages.

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

Quinine Wine with a Reputation.

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

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



Our Premier Pickles in bottles are high-grade pickles at a low price. They are well cut, firm, crisp, and a good color, nicely packed in the usual size bottle, with an air-tight capsule, and neatly labeled. They make an attractive package that is easily and quickly sold. Retail for 15c. In cases of 3-doz., \$1.05; or in bbls. of 6-doz., \$1.00; nett 30 days. We will pay the freight in lots of 5 bbls. or 10 cases or over.

Our Bulk Pickles are packed in a clean, wholesome manner and nothing but the best of the vegetables goes into them. They are spiced with pure spices by an adept. The vinegar is our own special pickling, pure and pungent. It brings the best results. In pails, 1 gall., 75c.; 2 galls., \$1.40; 3 galls., \$1.95; 5 galls., \$3.00; 10 galls., \$5.50. In barrels, any size, 45c. per gall. Freight paid on five 5-gall. pails or over.

THE OZO CO., LIMITED
MONTREAL

Do you get our Quarterly Price Current?



Government exhibit at the St. Louis Exposition, has presented The Grocer with a copy of the official handbook of Ceylon for 1904. It takes the form of a condensed octavo volume, brim full of interesting information about the "Sunny Isle." Not the least interesting feature is a series of illustrations of characteristic scenes in this great tea producing district.

The Grocer has pleasure in commenting favorably on a prize essay by A. M. Payne, of Halifax, N. S., on the subject of "Halifax, the Key of the Dominion." Within brief compass the writer has succeeded in giving an interesting historical sketch, as well as the outstanding features of Halifax as a trade and shipping centre for the Dominion of Canada.

HAMILTON RETAIL GROCERS MEET

At the regular monthly meeting of the Hamilton Retail Grocers' Association last week, it was decided to prosecute in future all clerks caught pilfering from their employers. A resolution was adopted officially thanking the grocery travelers and the clerks for their assistance in connection with the games at the annual picnic.

A discussion took place on the question of the association doing its members' collecting, but no definite action was taken. Mutilated coin will be discussed at the next meeting of the association.

NEW VINEGAR FACTORY.

A big vinegar factory is about to be started in Vancouver in conjunction with the British Columbia Distillery Co., now erecting buildings in Westminster. A new company has been formed and registered as the British Columbia Vinegar Works Co., which will erect works either in Vancouver or Sapperton as soon as preliminary plans have been settled. The vinegar industry will be part of the distillery, and its officers will be shareholders in the latter.

FISH AND OYSTERS

WE HANDLE THE LARGEST VARIETY OF FISH IN CANADA

OUR SPECIALTIES

SMOKED FISH.

FINNAN FADDIES,
KIPPERED HERRING,
SMOKED SALMON,
SMOKED HERRING,
BLOATERS,

FRESH FISH.

SALMON,
HALIBUT,
TROUT,
WHITEFISH,
PICKEREL,
HADDOCK,
COD.

DRIED AND PREPARED FISH.

PURE BONELESS COD,
PURE BONELESS FISH,
SKINLESS COD, in cases,
DRY COD, in bundles,
DRY POLLOCK.

OYSTERS.

STANDARD BULK OYSTERS,
SELECT BULK OYSTERS,
MALPEQUE SHELL OYSTERS,
FANCY CUP SHELL OYSTERS,
CARAGNET SHELL OYSTERS.

PICKLED FISH.

LABRADOR HERRING, in brls., halves and pails,
LABRADOR SALMON, in brls. and halves,
E. C. SALMON, in brls. and halves,
LAKE TROUT, in kegs,
LAKE WHITEFISH, in kegs,
NO. 1 MACKEREL, in brls, halves and pails.

OUR BONELESS FISH

is sold by grocers from the Atlantic to the Pacific Ocean.

— ASK FOR "LEONARD" BRANDS. —

Direct shipments to all parts of the Dominion.
Correspondence solicited.

LEONARD BROS.

WHOLESALE FISH MERCHANTS

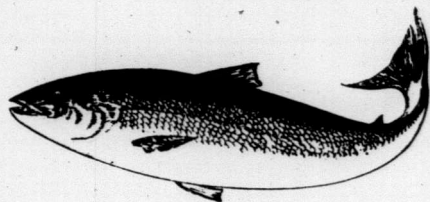
YOUVILLE SQUARE (Near the Customs House)

MONTREAL

Brittain St.
ST. JOHN, N. B.

Grand River
CASPE, QUE.

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



TRADE MARK REGISTERED

NEW PACK TO ARRIVE SHORTLY

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

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

PACKED BY

J. H. Todd & Sons, - Victoria, B.C.

CROCKERY DEPARTMENT

How Venetian Glass is Made.

AMONG the lagoons, nearly due north of Venice, is the Island of Murano made famous by these light, thin blown, shapely colored glass miracles, in the manufacture of which the glass-makers of the fifteenth and sixteenth centuries astonished the world and made those graceful vases, bowls, goblets, decanters, and wine glasses which in harmonious admixture of metal, form and outline, and masterly finish, will ever stand as the highest possible achievements of skilled handicraft.

The old Venetian glass was blown off-hand, but the name gives a very small idea of the manufacture. Glass has certain characteristics which give it its true beauty and value for art purposes, and though you may neglect these and force it to take forms utterly foreign to its nature, you are producing, not works of art, but monstrosities. Whatever glass may be, it is in its natural state not crystalline, so that nature is ennobled when we grind it into sharp angular lines that belong rather to other materials. The old Venetian glass was light, bright, vitreous, and all these qualities are retained in the newly revived manufacture at Murano. There is one more strong point in favor of glass blown and worked over that moulded—namely that every individual piece is an original work of human art, and as it is almost impossible that any two should be exactly alike, unless their form is very simple indeed, the buyer chooses according to his fancy, and is sure that no one else possesses a piece of exactly the same shape and size. The Murano material is worked as the ancient Venetian glass made on the same island used to be, and all the old methods have been discovered, or at least the same effects have been produced. The flamma, perhaps more strange than beautiful, the millefiore, the smelze, including perfect imitations of agates, chalcedons, lapis lazuli, etc., for mosaic and aqua marine, rich ruby colors, the brilliant aventurino, all are here, and many other kinds of work, some of which are imitations of the old glass and some new inventions.

The tools used are a hollow pipe of iron, a few instruments like shears, of

different sizes, and a stamp with a strawberry shaped die. The end of the rod is dipped into molten glass of, say, ruby color, and a portion gathered on its end. If too much or too little is taken, the wineglass will not be of the right size, and if the metal, as it is called, is not too dark or too light, the lump is rolled on a table into symmetry and heated again. A few turns of the pipe and a breath or two through it, and a hollow ball appears at the end. One extra puff of the breath and the bowl will be too large and too thin. A boy brings up a small portion of white glass, which he has gathered out of another pot and blown hollow. This must be so hot as almost to drop off the rod, and must be ready at the exact moment. He touches the bowl with it, and the two adhere like sealing wax. A pull asunder and one dextrous twist form the delicate stem of the wineglass, upon which three little lumps of glass are then stuck and stamped as strawberries, and the whole is again introduced into the furnace, where it would instantly droop out of shape but for the deft manipulation which it undergoes. By the time it is heated the boy is ready with another globe of glass, perhaps of a different color, which he causes to adhere to the bottom of the stem. The man spins it around between his shears, nipping part of it off, and thus gaining the right quantity of metal for the foot, no less and no more. One tap of the pincers breaks off the superfluous piece, and leaves a small hole at the point of fracture. Once more the action of the fire is called in to soften the brittle material, and when the pear-shaped end comes out, the points of the closed shears are introduced to widen the opening into a cup-like form. A small lump of aventurino is by this time on the end of the boy's rod, melted and only saved from dropping by his dexterity. One touch and it adheres to the end of a cup just formed. He pulls it out, and winds it around, adhering as it goes to the edge. Again the fire does its duty, and then the artist finishes the form of the foot, detaching immediately the bulb at the top from his hollow rod. Another rod, with a molten piece of glass is prepared for him by the boy's ready

co-operation, and is pressed against the centre of the foot, to which it adheres. Into the fire goes the whole piece, and when withdrawn the bowl of the glass is partly shaped by the shears, aventurino wound around the edge as before with the foot, a last heat, and with artistic care the delicate, crocus-like bowl, which is some day to contain the sparkling wine, is completed.

Metallic Lustre on Ceramics, Etc.

MR. RICHARD ZSIGMONDY, doctor of philosophy, of Blumenstrasse, Jena, Saxe-Weimar, Germany, has recently patented improvements in producing a coating of metallic lustre on ceramic objects, enamels, glasses, etc. The present invention presents a cheap way of producing metallic lustre on ceramic objects as well as of preparing lustre metals.

The reduced silver resulting from Mr. Zsigmondy's process is not fire-proof in itself however, and when burnt in, as usual, in muffles lost its lustre partly by oxidation partly by molecular variation. In order to elaborate a useful process on the basis of these facts the following problems had to be solved: (1) To prevent the reduced silver from losing its lustre. (2) For the purpose of imitating metals or alloys which reflect yellow, or yellowish-green, or red, to modify the silver-lustre by suitable additions. (3) To make the coatings sufficiently adhere to the objects. All these requirements have been met successfully by employing certain preparations and deviating from the common process of burning in the lustre-metals in muffle-furnaces under red heat.

Terra-Cotta Building in Pittsburg.

Word has been received that a new building, twelve storeys high, which is to be built for a Pittsburg firm, is to be constructed throughout of white enamelled terra-cotta. It is anticipated that the highly glazed surface of this material will enable it to be readily washed—an important consideration in so grimy an atmosphere, but one would imagine that considerable labor will be entailed by the cleansing of so great a wall area. Perhaps the fire engines will be called into use for this purpose. If so it will afford a good test of the power attributed to terra-cotta of resisting all forms of attrition.



E. W. Klotz, 24 Wellington Street West, **Toronto**



JOHN MADDOCK & SONS, LTD.
ENGLAND.

IMPORT HEADQUARTERS

1904
Import Samples
now for Sale.
A choice variety.

Foreign Cut Tumblers
Plain and Engraved Stemware
Fancy China, Glass and Pottery
from all countries.

Lamp Prisms
for
immediate
delivery.

SOLE AGENTS IN CANADA FOR:

The Maryland Glass Etching Works,	-	Cumberland, Md.
Pressed and Blown Etched Tumblers.		
John Maddock & Sons, Limited,	- -	Burslem, Staffordshire.
White and Printed Dinner and Toilet Ware.		
Welded Edge Hotel Ware, White, Printed, Badged and Decorated.		
Charles Allerton & Sons,	- -	Longton, Staffordshire.
China Tea and Breakfast Ware.		
Jardinières.		
Cheap Teas, Plates, Bowls and Jugs.		Earthenware Lustre Goods.

Fancy China

Fancy China

Our travellers are now out with
Fall Samples and would invite all
who handle our lines to see our
samples before placing orders.
Our stock is large, all goods up-
to-date, and prices rock bottom.

Taylor & Mulveney

Importers of
Crockery, China, Glassware and
Lamp Goods
Hamilton, Ont.

HAVE
BOUGHT
YOUR **YOU**



CHRISTMAS CHINA

YET ?

LET US

SEND YOU LISTS OF OUR
ASSORTMENTS JUST ARRIVING.

WHEN YOU

BUY ANY OF THESE YOU GET

GOODS FROM STOCK

AT IMPORT PRICES!

ENGLISH
CROCKERY,
TOO, ON SAME
BASIS.

Barnard & Holland Co.
MONTREAL

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

MR. CHAMBERLAIN'S POLICY AND THE CANADIAN PROVISION TRADE.

THE provision merchants of Canada are not losing any sleep over Mr. Chamberlain's proposed duty on provisions imported by Great Britain from the colonies, preferring to see a promise of preferential treatment beneath the surface of the Welbeck address.

Undoubtedly a tariff wall against Canadian products such as meats, cheese, butter and eggs, would be a serious blow to the Canadian export trade. In the face of the fact, however, that there is not sufficient acreage nor facilities within the bounds of Great Britain to grow nearly enough provisions to supply the home consumptive demand, it is hardly likely that Mr. Chamberlain will be a party to increasing the cost of what has to be imported from the colonies.

The cheese trade would suffer most, since Canada has a practical monopoly of cheese in Great Britain. In the matter of bacon Canadian exporters would undoubtedly feel the weight of a heavy duty, as this department of the provision trade is becoming an increasingly important item in the yearly export list. A duty on fresh, chilled and cured meats would militate principally against the United States, which exports to England annually large quantities of barrel pork, etc. In regard to bacon, however, since the Canadian article compares so favorably with the Danish and Irish products, which are the only lines of bacon it has to compete with, the Canadian provision trade ventures to express the opinion that Canada can hold her own, even if the duty is imposed, provided only she is placed on an even footing with her competitors, notwithstanding the disadvantage of great distance. The same remarks apply to the butter and egg trades, which are steadily improving on the whole on account of the excellent transportation and cold storage facilities provided by trans-Atlantic steamship companies.

Cool Cured Cheese.

JUDGING from the greater demand for cool cured cheese which exists this season, Old Country merchants are beginning to realize more fully the advantage there is handling cheese

which have not been exposed during the process of curing to a temperature higher than sixty degrees. Cheese factories able to offer strictly cool cured cheese are deriving so much benefit that it must be only a question of time, a short time in fact, until all factories are equipped with proper cool curing rooms.

The experience gained at the Government cool curing rooms has demonstrated that, while the first requisite is to control the temperature, it is also necessary to provide for some circulation of the air to carry off the moisture escaping from the cheese, and which comes from the increased relative humidity due to the reduction of temperature. If the relative humidity is too high the cheese will have soft skins and develop a tendency to mould badly.

The system adopted at the Government curing rooms has worked admirably, and can be employed without difficulty and at a moderate cost in connection with any cheese factory. Indeed, a large number of factory curing rooms have already been remodeled on this system. The necessary alterations and additions involve the putting in of a cement concrete floor, some extra insulation, and the erection of an ice chamber.

The question of the cool curing of cheese is one in which the patrons of cheese factories should take the keenest interest, because they will gain more through its adoption than any other section of the trade. They should be willing to bear a share at least of the expense of refitting the factory. The present scale of charges for manufacturing cheese based on the old plan, is too low to secure a good service.

Some of the factories with cool cured cheese have during the present season been getting one-fourth of a cent above the highest price paid for the ordinary cured article, and there is not the slightest doubt but the difference will be greater as cool cured cheese become better known. In addition to the increased price there is a saving in shrinkage of about one and a half per cent.

Canadian Meat Trade in Great Britain.

IN his last report to the Department of Trade and Commerce, Ottawa, J. B. Jackson, Canadian Commercial Agent in Leeds and Hull, Eng., says that although a large trade is done in Canadian cattle, there are drawbacks to the extension of this trade on account of the regulations that cattle have to be slaughtered at the ports. Until these regulations are rescinded he would suggest that a greater quantity of dressed meat be shipped from Canada, in which line there is a great future before the Canadian exporter. Chilled meat sells in Great Britain for almost the same price as fresh meat, the price at present retail being from 20c to 26c per lb. The cost of transportation of the live animal, feeding, attendance, lairage, etc., must of necessity be very much greater than the freight on the dressed meat, and with proper cold storage on steamer and at port the dressed meat business should not only be very much safer but also much more remunerative than that in live stock. The risk in shipping meat in this way is also much minimized.

There is also a splendid opening for a strong Canadian company exporting dressed meat, and with adequate cold storage facilities at British ports and in the interior cities, such a company could do a very large, remunerative and ever-increasing business, and easily compete not only with the American but especially with Australian and New Zealand exporters. Dressed meat exported from Australia and New Zealand into the United Kingdom is growing into vast proportions, the "Canterbury" lamb being quite a feature in the English meat markets. The carcasses arrive as a general rule in prime condition, and the "Colonial" lamb is preferred by many to the home-grown lamb.

It would be well for our Canadian exporters who are interested in the cattle trade to fully discuss this question, as it would undoubtedly mean extending Canadian trade to a very large extent. It would involve considerable expense, as proper cold storage would have to be obtained at London, Liverpool and Manchester, and would best be done by a large corporation organized jointly in Canada and Great Britain, who would own their own cold storage at the ports and principal centres in Great Britain.

The Dominion Packing Company

LIMITED.

Telegraphic Address,
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Our Prices

are exceptionally low at the present time on

**Barrelled Pork
Compound Lard
Smoked Meats**

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

The Dominion Packing Co., Limited,

Charlottetown, P.E.I.

BEECHNUT



BRAND

FRESH SAUSAGE

The season for sausage is near at hand, we count upon a good demand by October 1st. Let us have your order now for daily or weekly shipment.

There is nothing that will give you such good satisfaction as good sausage and nothing that will give you as poor satisfaction as a poor one. We can recommend our own to you, and you can recommend them to your customers.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS.

Limited.

HAMILTON, ONT.

LONG CLEAR BACON.

We can offer splendid value in this line.

Our Bacon is well trimmed.

Cured in Cold Storage of uniform temperature. Consequently no rust.

Write us for Special Prices.

The Park, Blackwell Co.,

PORK AND BEEF PACKERS,

LIMITED

TORONTO, ONT.

PROVISION AND DAIRY MARKETS.

Toronto.

Meats—Conditions in the smoked meat market tend to make it very strong. The demand is well sustained considering the small stocks carried. These are getting very low and roll bacon is difficult to obtain even at the half cent advance of this week. One condition that will count against smoked meats is the fact that fewer lumbermen are going into camp this Fall than for several years past, on account of the poor season of last year. This, however, will have only a minor effect on account of the shortage of supplies. In fresh meats the market is quiet and no change is quoted except in Spring lamb and light hogs both of which have declined. We quote:

Long clear bacon, per lb.	0 08½	0 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Roll bacon, per lb.	0 09½	0 10
Small hams, per lb.	0 13	0 13½
Medium hams, per lb.	0 13	0 13½
Large hams, per lb.	0 11½	0 12½
Shoulder hams, per lb.	0 09	0 09½
Backs, per lb.	0 14	0 14½
Heavy mess pork, per bbl.	15 00	15 50
Short out, per bbl.	17 50	18 00
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 07½	0 07½
" tubs	0 08	0 08½
" pails	0 08½	0 08½
" compounds, per lb.	0 07	0 07½
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	7 50	9 50
" front quarters	4 50	5 50
" choice carcasses	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	7 00
Lamb, spring	6 50	7 50
Veal	6 00	8 50
Hogs, light	7 50	7 75

Butter—As one dealer puts it there is no backbone in the butter market. Prices remain lower than usual although this week there is a little stiffening up. Receipts of creamery butter are larger, and there is a slight improvement in the amount of dairy prints coming forward. These will not be shipped in large quantities, however, until the factories close. A larger range is quoted this week, the higher price being for extra good quality. We quote for this week:

Creamery prints	0 19	0 21
" solids, fresh	0 18	0 20
Dairy prints	0 15	0 17
" in tubs	0 13	0 15

Cheese—The cheese market is fairly strong in spite of unsatisfactory conditions abroad. Although the price on the boards is not too high, the falling off in demand in the English market is being felt in Canada. Conditions are bad over there and a curtailment in the consumption of cheese is noticeable. No doubt if it could be sold more cheaply the demand would be stimulated, but makers here are unwilling to agree to this. This week prices are quoted a quarter cent higher all around. Board meetings for the week ending September 20, resulted as follows:

Board.	Boxes.	Price.
Campbellford	1,735	(1,345 sold) 0 08½
Stirling	1,105	(1,055 sold) 0 08½
Woodstock	2,045	(no sales) 0 08½
Pictou	3,100	(1,010 sold) 0 09
Brockville	3,081	(810 sold) 0 09
Kingston	1,329	(no sales) 0 08½
Barrie	505	(445 sold) 0 08½
Tweed	600	(250 sold) 0 08 13-16
Madoc	1,000	(450 sold) 0 09 0 09 1-16
Vanleek Hill	1,926	(no sales) 0 08½
Winchester	1,443	(no sales) 0 08½
Perth	2,200	(few sold) 0 08½
Napanee	1,772	(80 sold) 0 08½
Iroquois	1,079	(few sold) 0 08½
Listowel	2,501	(no sales) 0 08½
Kemptville	1,540	(no sales) 0 08½
London	1,332	(no sales) 0 08½
Belleville	3,200	(2,600 sold) 0 08½
Cornwall	3,117	0 08½

We quote the following prices:

Cheese, large	Per lb.
" twins	0 09½ 0 09½

Montreal.

Provisions—The provision market has been very firm, although no actual change has taken place in the condition of the market. Nearly a thousand dressed hogs arrived in the market Monday morning on through shipments for export account. The condition of the market for live hogs is very steady, owing to the small offerings and the demand from packers' being very good. Sales were made at \$5.50 to \$5.60 for selected lots, and \$5.25 for mixed lots, and at \$5 for heavy per hundred pounds. In fresh killed abattoir dressed stock, considerable trade was done and prices were unchanged, at \$7.75 per hundred pounds. Pure lard is very strong in tone and there seems to be an easing off in demand for hams and bacon, while the demand for pork is improving. We quote:

Canadian short out mess pork	\$17 00	\$18 00
American short out clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb.	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl.	11 50	12 00
" Boar's Head" brand, tierces, per lb.	0 06½	0 07
" tierces, per lb.	0 07	0 07½
" 50-lb. fancy tubs	0 07	0 07½
Cases, 20 3-lb. tins, per lb.	0 07½	0 07½
" 12 5-lb. tins	0 07½	0 07½
" 6 10-lb. tins	0 07½	0 07½
20-lb. wood pails, each	1 48	
20-lb. tin pails, each	1 38	
Wood net, tin gross weight—		
" Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

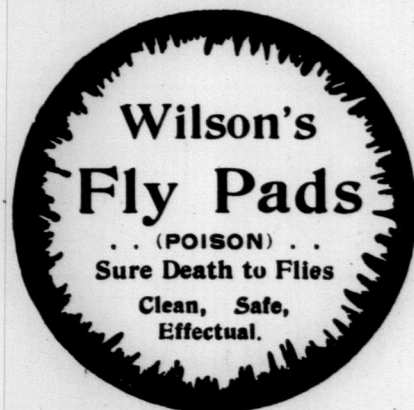
Cheese—There is some improvement in the cheese market, as there was a better enquiry. Buyers, however, were still backward about conceding the full figures asked in some cases. On Monday morning, 5,000 boxes were sold at the wharf freely at 83-4c, in one lot competition was so keen that they sold for 9c. Spot quotations are finest Ontarios, 91-8 to 91-4c; finest Easterns, 9c to 91-8c; and finest Quebecs, 87-8 to 9c.

Cheese Exports—The exports for the week ending September 19, were 76,081 boxes; of this 68,425 boxes were local

export, and 7,656 were through. Compared with the corresponding week of last year, the exports were 106,371 boxes.

Butter—A sharp advance in the butter market during the week attracted some attention. The advance was 11-2c in England. Some of the best informed merchants in the trade seemed unable to explain what occasioned the advance. Its effect, however, on the local market was very marked. At first, prices were marked up 1-4 of a cent on receipt of the news; 500 odd boxes of Quebec creamery sold as high at 20c, being an advance of 1c per lb. on the previous week's basis. On spot, finest Townships are held at 20 1-4c to 20 3-8c, and finest Quebecs, 20c to 20 1-8c, while

Manufacturers' Representative
CHAS. MILNE
Commission Merchant
WRITE ME.
P. O. Box 223, VANCOUVER, B. C.



Stock the kind the housekeepers ask for. Avoid poor imitations.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

Look At It

any way you like and you will find that

Napoli Macaroni

is a better line for you to handle than the imported.

We want to send samples to every grocer who is not already selling our brand.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts.,
TORONTO, CANADA

We Blend Coffees

—bulk and package. Incomparable qualities and values. Samples prove it —free.

Toronto Club Coffee

is a coffee for the critical.
SAMPLES FREE

TORONTO CLUB COFFEE CO.
85 Jarvis St., TORONTO.

COMMON SENSE

KILLS Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.



Fine Shelf Goods
The Package is Right.

PEACOCK BRAND

of
Condensed Mince Meat

Order from your wholesaler.

The Bates, Peacock Co.
HAMILTON, ONT.

undergrade range down to 181-2c. Second quality seemed to be in pretty fair supply, and one merchant claimed that he had been compelled to accept 18c for some butter in order to make a sale. Fresh dairies are scarce, and 15c to 15 1-2c would be paid for them. It is stated that London is not buying at all, the orders being principally from Liverpool and other northerly points. Factorymen were receiving 19 3-4c for choice make at cold store, during the week. The 20c mark may be said to have been realized.

Butter Exports—The total exports of butter amounted to 28,110 boxes. Of this 25,537 were local. For the corresponding week of last year the shipments were 19,383 boxes. The total shipments of butter since May 1st to date, amounted to 339,966. Of this amount, 302,655 boxes were local shipment. The corresponding period of 1903 the shipments were 233,853. Since May 1st there have been 25,850 boxes shipped via Portland from Canada, and during the corresponding period of 1903, there were 38,217 boxes shipped via Portland.

Winnipeg.

Lard—The market is now firm, and our quotations are as follows:

Lard, 50-lb. pails.....	4 30
" 20-lb. ".....	1 80
" 10-lb. ".....	5 50
" 5-lb. ".....	5 55
" 3-lb. ".....	5 65
" compound, in 20-lb. pails.....	1 55

Cured Meats—The market is now firm. Our quotations are as follows:

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

Butter—The market is a little firmer as there is very little stock coming in from the country owing to the fact that the farmers are so very busy with threshing operations. Our quotations are as follows:

Creamery, fresh churned, per lb.....	0 22
" per lb.....	0 20
Dairy, bricks, per lb.....	0 18
" in tubs.....	0 16

Cheese—Supplies are running rather light for the demand and the market now quotes cheese a little firmer:

Cheese, per lb.....	0 10 1/2
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St. John, N.B.

Provisions—There is little of interest. Lumbermen look for a dull Winter, which affects the demand for barrelled pork and beef. Prices are quite low. Pure lard is very firm. There is now quite a difference in price between pure and refined. Smoked meats are unchang-

ed. Fresh beef is low and no change is expected. Lamb is very plentiful. Mutton is very dull. Veal is low, with just a fair sale. Pork is more plentiful and quite low.

Mess pork, per bbl.....	\$16 00	\$17 00
Clear pork.....	17 00	19 00
Plate beef.....	12 00	14 00
Mess beef.....	19 00	12 00
Domestic beef, per lb.....	0 05	0 07
Western beef.....	0 08	0 09
Mutton.....	0 04	0 05
Veal.....	0 06	0 07
Lamb.....	3 08	0 07
Pork.....	0 05 1/2	0 07
Hams.....	0 12	0 14
Rolls.....	0 10	0 11
Lard, pure, tubs.....	0 08	0 08 1/2
" pails.....	0 08 1/2	0 09
Refined lard, tubs.....	0 08 1/2	0 09
" pails.....	0 08 1/2	0 08

Butter—Butter is dull. There is too much of but very medium quality.

Creamery butter.....	0 18	0 20
Best dairy butter.....	0 16	0 17
Good dairy tubs.....	0 14	0 15
Fair.....	0 12	0 14

Eggs—There have been no cheap eggs this year and prices continue to advance slowly.

Eggs, hennery.....	0 20	0 22
" case stock.....	0 18	0 19

Cheese—Just a fair sale. The make in this province is not large. Prices are firmer.

Cheese, per lb.....	0 10	0 11
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English Butter Market Quiet.

DOWDALL BROS., of Manchester, write as follows under date of September 3rd, regarding the butter market: "During the week the strong brisk tone which has prevailed for some time has been less noticeable. Notwithstanding reports of smaller arrivals in Denmark of both Danish and foreign, trade is inactive. Prices are, however, fairly well maintained. German markets are also reported rather weaker. Copenhagen telegraphs that orders from Great Britain are again curtailed, which may be due to holidays in the large northern industrial centres. Irish reports indicate a large and rapid shrinkage in production. Prices remain unchanged, and still show extremely good value compared with other classes.

QUEBEC EXHIBITION.

Among Montreal exhibitors at the Quebec Provincial Exhibition Sept 1—10, were The Duncan Co., manufacturers of "Chaser" soap, who had a fine display of this popular product, as well as of premiums.

Mr. W. J. Condon was in charge of the Duncan Co's. exhibit, and as an old experienced grocery salesman did good work.

Mr. J. H. Maiden manufacturer of "San Toy" starch and "Eagle" Baking Powder had a particularly effective exhibit of his varied lines, the merits of which were keenly appreciated by exhibition visitors if one were to judge from the amount of sampling done.

Back again—

We are at last settled in our old premises—corner Scott and Front Sts.—glad to be rid of the inconveniences of temporary premises—WE HAVE AN ENTIRELY NEW STOCK—and while we are still short on some lines, these are being filled in as rapidly as the transportation companies can bring the goods from the point of production. WE ARE IN A BETTER POSITION THAN EVER to look after the requirements of our customers and the trade generally.

NEW VALENCIA RAISINS DUE TO ARRIVE THIS WEEK

The fruit of the first shipment is of exceptionally fine quality.

WE ARE QUOTING SPECIAL FIGURES ON OUR—

—“ANCHOR”— —GOLD MEDAL—

FINEST OFF STALK
AND FINEST SELECT

FANCY 3 CROWN
—SELECT—

SEND US YOUR ORDERS FOR SHIPMENT UPON ARRIVAL OF FIRST IMPORTATIONS

THE **EBY, BLAIN CO.,** Wholesale Grocers,
Limited, **TORONTO.**

PERSONAL MENTION.

Mr. McKay, of the “Blue Ribbon Tea Co.,” is spending the week in Hamilton.

Mr. W. H. Tyson, one of the veteran crockery dealers of St. John, N.B., is dead.

Mr. F. J. Ward, of John P. Mott & Co., Halifax, N.S., is a visitor to the Montreal trade this week.

Mr. Ed. Lowe, of the F. J. Castle Co., Limited, Ottawa, was a visitor to Montreal the early part of this week.

Mr. George Tuckett, president Tuckett & Son Tobacco Co., Limited, Hamilton, was a visitor to Montreal during the past week.

Mr. A. E. Sterling, representing the T. A. Lytle Co., Limited, Toronto, was a caller on the Montreal trade during the past week.

Mr. W. B. Stringer, of W. B. Stringer & Co., Toronto, is on a tour of inspection through the western apple district this week.

Mr. Henry Wright, of the MacLaren Imperial Cheese Co., Toronto, is in Montreal attending the convention of the Manufacturers' Association.

Mr. Wm. Dobie, general manager of

E. W. Gillett Co., Toronto, accompanied by Mrs. Dobie, left on Saturday last on a visit to friends in Chicago and St. Louis.

A visitor to the Montreal trade this week is Mr. F. Roblin, Ontario and Eastern Quebec representative of the Hamilton Distillery Co., Limited, Hamilton.

Mr. Geo. W. Baines, representing the Preston Metallic Shingle and Siding Co., Limited, Preston, Ont., is in Montreal this week. Business is reported up to the limit.

Mr. G. J. Wilson has resigned his position as general manager of the British Columbia Packers' Association. He will be succeeded by Mr. W. H. Barker, of Astoria, Oregon, whose long experience in the cannery business on the Columbia River eminently fits him for the position.

Mr. Jason S. Creed, Montreal, Canadian agent for Lipton's jams, jellies, and pickles, has returned from a three months' thorough canvass of the Maritime Provinces. Mr. Creed's success is reported by him as most satisfactory, in fact, he feels satisfied the grocery trade has found a brand reliable in every

way. Mr. H. S. Wallace, his Toronto representative, also sends in most satisfactory business and reports encouraging trade prospects.

A HALIFAX VISITOR.

Among the numerous callers at the Toronto offices of The Canadian Grocer this week was Mr. F. K. Warren, of the Dominion Molasses Co., Halifax. Mr. Warren is spending a few weeks in Ontario and Quebec in the interests of his firm, and reports that the volume of business resulting from this trip will be considerably larger than that of any previous campaign.

It looks as if West Indian molasses was gradually getting a firmer grip on the Ontario market, and the opinion has been expressed in trade circles that it will not be long before this section of the molasses trade will be as important an item as it is in Quebec and the Maritime Provinces where West Indian molasses is classed as one of the necessities of life.

The Purity Mfg. Co., Toronto, are about to establish a soap factory at the corner of Florence street and Brock avenue.

HINTS TO BUYERS.

E. D. Marceau, Montreal, reports arrival into stock this week of 20 packages choicest high-grade Formosa Ooolongs.

Expected within a few days by the F. J. Castle Co., Limited, Ottawa, a carload of Santa Clara prunes, "Carnation" brand, new pack.

James Rutherford & Co., Montreal are offering special values this week in Ping Sueys, Gunpowders, Moyúnes.

Owing to favorable market as advised by E. D. Marceau, Montreal, in his ad. lately, Condor Japan teas are of higher grade and less money than previous years.

White & Co., Toronto, have received their first shipment of Cape Cod cranberries for the season.

The F. J. Castle Co., Limited, Ottawa, Ont., have received into store the first car of new pack salmon, O-Wee-Kay-No brand. These should be ready sellers under the present condition of the market.

Wilson's fly pads are now being advertised in five hundred and one Canadian newspapers.

"Wee Macgregor" Breakfast Food is having a very large sale with the F. J. Castle Co., Limited, Ottawa.

The first car of Jamaica oranges of the season has been received by White & Co., Toronto. The quality is excellent and the fruit exceptionally sweet for the season.

PROGRESSIVE FIRM.

The Grocer has received the official announcement that the capital stock of the Mooney Biscuit and Candy Co., Stratford, Ont., has been increased from \$100,000 to \$250,000.

MEXICAN STEAMSHIP SERVICE.

It is understood that the subsidy demanded for the proposed steamship service between Canada and Mexico via the Atlantic Ocean is much larger than the two Governments had expected. As a result direct communication may have to be confined to the Pacific Coast alone. If President Diaz's Government is ready to increase the appropriation Canada would no doubt gladly follow suit, so as to enable steamers to be put on the regular service along the east as well as the west coast.

CANADIAN TRADE STATISTICS.

A better showing is made by Canada's export trade for August than was made in previous months. The agricultural industry is the one which shows the greatest improvement. The exportation of animals and their produce exhibits a gain of \$578,000, whilst in exports of agricultural produce there was an improvement of \$119,469. Fishery exports were better by \$29,000. There was, however, a decline of \$2,206,467 in exports of mine products, and in imports of dutiable goods for consumption a gain of \$200,000. Taking the first two months of the present fiscal year, the showing is not a very good one, but it is due to the temporary setback of trade in July.

The total imports for consumption in July and August were \$40,499,000, and the duties \$6,782,568. Last year's figures were \$41,030,289, and \$6,720,777. The exports of domestic products only were \$35,680,255, as compared with \$39,855,302.

For the month of August the imports for consumption were \$22,479,102, as against \$22,315,725 for the same period last year. The exports of domestic produce amounted to \$21,824,954, a decrease of \$1,671,831 as compared with August 1903.

Forest City Catsup

The Original Home Made with Natural Flavor.

Our catsup is made from the choicest tomatoes, English malt vinegar and combination spices.

No apple pulp, turnip pulp, or offal of canning factories as in common and cheap brands.

Your trade will appreciate the high quality and purity of Forest City Catsup.

If you do not handle, try a sample order.

Gorman, Eckert & Co., Limited

London, Canada.

Manufacturers of High-grade Spices, Baking Powder, Extracts.

Importers and Roasters of Coffee.

- Ammonia
- Gorman, E.
- Baking Po
- Gillett, E.
- Maiden, J.
- Baskets.
- Oakville B.
- Bird Seed
- Nicholson
- Biscuits, C
- Canadian
- Christie, E
- Lamont, C
- McGregor
- Mooney B
- Mott, Joh
- National
- Stewart, J
- Blue and
- Oakey, J.
- Reckitt's
- Brooms, J
- United F
- Waterloo
- loo, C
- Canned
- Balfour
- Black B
- Bloomfie
- Burlingto
- Davidson
- Old Hon
- Chewing
- Row & C
- Cigars, 1
- America
- Empire
- Fortier,
- McAlpin
- ront
- McDouq
- Payne, .
- Tuckett
- Cocoas
- Downey
- Greig, I
- Cocoas
- Canadi
- Cowan
- Dutch
- Ho
- Epps, .
- Lamon
- Mott, .
- VanHe
- Comm
- Dawso
- Dingle
- Dunn,
- Lamb
- Milmi
- Milne
- Nicho
- Nicho
- Rattr
- Adam
- Alliso
- Amer
- Auer
- Balf
- Barna
- Bates
- Batty
- Benn
- Black
- Blue
- Brads
- Brant
- Burli
- Can
- Can
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- Can
- Caps
- Castl
- Ceyl
- Chaj
- Chas
- Chri
- Car
- Cole
- Colt
- Co
- Com
- Cow
- Cox
- Cree
- Cull
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- Dav
- Din
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CLASSIFIED LIST OF ADVERTISEMENTS.

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

Baking Powder.
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United Factories, Toronto.
Waterloo Broom and Brush Co., Waterloo, Ont.

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Downey, W. P., Montreal.
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Dutch Chemical Works, Amsterdam, Holland.
Epps, James Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

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Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
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Eby, Blain & Co., Toronto.
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Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
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Lytie, T. A., Co., Toronto.
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NEW ADVERTISEMENTS.

Barnard & Holland, Montreal.
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Charles Milne, Vancouver, B.C.

MONOPOLY OF MEDICINE TRADE?

ONE of the most interesting developments in Canadian trade circles during the last few months is the joint agreement of some 25 Canadian wholesale drug firms and the Retail Merchants' Association, whereby the former shall have exclusive control of the sale of proprietary medicines in Canada. To this end the wholesale drug trade is making an effort to form an alliance with the Proprietary Medicine Association—with little or no success, it is believed—offering to take their entire output, the proposed object being to prevent the cutting of rates on patent medicines.

Already a large number of retail druggists have become parties to what is known as "the trade improvement scheme." It is believed that the promoters hope to secure the names of two-thirds of the retail drug trade; they will then go to the medicine manufacturers and say, you must

sell to us exclusively else we will boycott your products. On the surface it is difficult to see where the general merchant or the wholesale grocer stands to profit by the trade improvement scheme. The former is, in many outlying districts, the only medium for the sale of patent medicines and it is well known that a number of the leading wholesale grocery firms in Canada make a feature of their patent medicine trade. Perhaps the wholesale druggists hope to secure the co-operation of Canadian wholesale grocers by allowing them to come into the combine on certain hard and fast conditions. If such is their intention they may as well give it up as hopeless since the wholesale grocery trade will not suffer dictation from any source. One case in point is that of a prominent Montreal wholesale grocer who has refused point blank to enter into any agreement which would not allow him a free hand in his patent medicine department.

The aim of the association is undoubtedly to block wholesale grocers and general merchants from selling proprietary medicines. From present indications, however, it does not look as if they would realize their ambition, because the medicine manufacturers prefer to sell to whomever and on whatever conditions they wish. On the other hand 33½ per cent. of the retail druggists in the Dominion in conjunction with the general mercantile trade can effectually hinder the introduction of a uniform scale of prices throughout the country which is ostensibly the aim of the Wholesale Druggists Association. There are always job lots of patent medicines available and the outside retail drug and general trades will cut and slash prices on these to spite their fellow tradesmen on the inside if for no other reason.

CARELESS LETTER DELIVERY.

THE case of Mr. Chouillou, of Montreal, reported in another column, brings into prominence a state of affairs which is, to say the least, most unpleasant. Mr. Chouillou, a prominent citizen of Montreal, and a man whose honesty it would be insulting to question, was accused in the courts of having received and opened

letters not intended for him. In the trial, which ensued, it was shown that Mr. Chouillou was constantly receiving letters on which the addresses were misspelt, and that when the letters, concerning which he was accused came to hand, it was quite natural for him to conclude that they were intended for him.

While it may appear that in many cases the writers of letters are to blame and while it is certain that the postoffice authorities are not expected to be infallible, yet it must be admitted that there is too much carelessness in the handling of letters by the postoffice authorities.

There seems to be an amazing amount of carelessness in the delivering of letters at the Montreal postoffice. Letters come to the MacLean Publishing Co. addressed to J. C. MacLean, McGill street, to the Dominion Publishing Co., the Dominion Gazette, and the Military Publishing Co., none of which have anything about them similar to the proper address. It would be impossible to detail the scores of faulty addresses that continually pour into this office, and which must not only cause annoyance to the postoffice officials, but to those persons for whom these letters and parcels are properly intended. The Chouillou case should be taken to heart by the postoffice officials, and greater pains should be taken to look into the exact meaning of an address before it is blunderingly handed over for delivery to a postman who knows little more than an automaton.

EXPRESS SERVICE ON THE I. C. R.

DESPITE some faults incidental to a political railroad, the service on the Intercolonial is highly satisfactory and creditable to the management, and in some respects superior to anything either in Canada or the United States. An improvement, however, in the express service is very urgently needed, and it is to be hoped that the Minister of Railways and Canals may shortly be able to remedy the grievance and meet the wishes of business men generally by providing for a competing express service on the people's road.

As it is at the present time the Canadian Express Co., notwithstanding a stipulation in their agreement with the

Government providing for equal facilities and terms for competing companies, has a practical monopoly of the express business on the Intercolonial and Prince Edward Island Railway, and the Dominion Express Co., which desires to enter this territory has so far failed to overcome the obstacles placed in its way.

Meanwhile business men suffer in two ways. The absence of competition leads to laxity and carelessness on the part of employes and a general disinclination to extend accommodation and courtesy to patrons which is common to all monopolistic corporations. On the other hand, shippers have to bear the high rates charged for shipping over two lines in order to reach points not covered by the Canadian Express Co.

The chief sufferers are the fish shippers of Nova Scotia, the fruit growers of Ontario and the produce men of Prince Edward Island. Fish and fruit, particularly, require despatch and cannot bear the high charges entailed in shipping over two lines. Both these lines are capable of large development and the competition of rival express companies, in addition to ensuring expeditious dispatch, would lead to the opening of new markets and a general increase in that inter-provincial trade which is so necessary for the solidarity of the Dominion.

At the Maritime Board of Trade meeting in Moncton the feeling of the Maritime business men was expressed in no uncertain way, while that of the Ontario fruit growers was voiced by Mr. E. D. Smith, M. P., of Winona who, at the invitation of the board, addressed the delegates.

This is a point on which the east and west are as one for the good of all. Mr. Emerson would do no small service to the business interests of Canada by speedily providing for a competing express service on the I. C. R.

PREFERENTIAL TRADE WITHIN THE EMPIRE.

THE cable reports to the effect that Mr. Chamberlain's policy is to give such protection to the milling industry that all flour will be ground in Great Britain, we cannot believe to be correct. Advocating as he does an

Imperial policy, we cannot conceive him becoming a party to a policy which would place the important industry of milling in the colonies in a far worse position than if it were in a foreign country, not only as far as exports to Great Britain are concerned but also trade in their own home markets.

If a tax of 2 shillings per quarter or 6c a bushel is put on wheat (corn) and it is admitted free, or on a preference of say 50 per cent. or 3c a bushel from the colonies, and an equivalent tax of say 1 shilling and 9 pence per sack is put on flour, whether from the colonies or foreign countries, it must be evident that all the wheat in the colonies will be taken by the mills in Great Britain to be ground there, as it would be cheaper than foreign wheat by the amount of the preference. This of course excludes such small portion of the crop as is required for home consumption in the colonies, which is all the colonial mills could hope to grind under such a policy, they having to pay the same price for the wheat as the English miller and 50 or 100 per cent. more duty on the same wheat when made into flour.

Even admitting colonial wheat and flour on exactly the same footing, the mills in Great Britain have a certain measure of protection in the lower freight rates granted on wheat than on flour. For instance the rate from Fort William to Liverpool at present is only 10c per 100 pounds, while on flour it is 19 1-2c per 100 pounds, thus giving the English miller a straight protection of 9 1-2c per 100 pounds or 10c per sack in freight alone. They enjoy another decided advantage over colonial mills in being located so they can distribute their products to the consumers at first cost, while the colonial mills have to pay heavy tribute to middlemen and a vast number of port and other charges, the aggregate of which shippers know to their sorrow.

If Mr. Chamberlain is correctly reported, colonial milling companies wishing to have a chance to export their flour to the Mother Country will be driven to start mills in foreign countries

in order to be on an equal footing with foreigners. In this event the wheat they buy will be subject to the same rate of duty as the flour, so that they could buy their wheat at a price equivalent to what the English miller could afford to pay for it. This the colonial miller could not do if he remained within the colonies, as foreign countries would thus be built up by this policy instead of the Empire which is Mr. Chamberlain's heart's desire.

This can be easily shown. Suppose wheat (corn) is 33s 4d per quarter or \$1 per bushel, and the duty is 2 shillings per quarter or 6c per bushel, wheat in the United States would only sell for 94c a bushel (that is after paying the 6c a bushel duty) less freight and other charges, while the price of colonial wheat would be \$1 if admitted free, or 97c on a 50 per cent. preference, less the same freight and other charges, which means that the foreigner could buy his wheat equal to 42c or 21c per sack cheaper according as to whether it is free or has a 50 per cent. preference and yet his flour would go into Great Britain on exactly the same basis as flour made in the colonies.

Again if such a duty is put on flour as will make its importation into Great Britain prohibitory, the price of flour will inevitably be raised to the consumer even if wheat is admitted free from the colonies, unless colonial flour is admitted also, as the milling capacity of Great Britain is not sufficient to grind all the flour used in that country, nor could the capacity be increased sufficiently to do so for a number of years to come.

From the foregoing it would appear that the best interests both of the wage earner of Great Britain and the Empire at large will suffer severely unless colonial flour receives the same treatment as colonial wheat and it is to be hoped that Mr. Chamberlain and his associates will consider this question very carefully in all its aspects before deciding in favor of a policy which must prove

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Canada has been termed a protectionist country, the acknowledged policy of this country has been to protect its native industries, and yet the Canadian miller has enjoyed no such protection against the United States miller in the past as it is now proposed to give to the English miller, as the duty on American wheat has always been equivalent to or higher than the duty on American flour coming into Canada. In view of this it sounds strange to hear of free trade England contemplating the adoption of a policy which the millers in protectionist Canada did not even ask the Government to grant, although they have always advocated a duty equivalent to that on wheat being placed on flour.

A communication from our London, Eng., office just as we go to press supplements the brief information cabled about Mr. Chamberlain's intention to protect the flour trade under his tariff reform scheme.

Mr. Chamberlain's idea is one that will be of great value, our correspondent thinks, to the Canadian milling trade. While Mr. Chamberlain does not go into details, our correspondent gathers from a source which enjoys a good deal of Mr. Chamberlain's confidence, that his idea is to overcome the objection to taxing food by admitting all wheat free of duty, but by putting a heavy tax on foreign flour and admitting Canadian and other Colonial flour free of duty. In this way he hopes to encourage the manufacture of flour in Great Britain and her colonies. This policy was advocated in the columns of The Canadian Grocer in the early part of the year.

BLAME THE POSTOFFICE.

A MONTREAL commission broker faced the courts last week on a queer charge, namely, that of receiving letters which did not belong to him. Now that he has been honorably acquitted of any criminal intent, it is easy to deal with the mixture of names which caused the action to be taken, in a more or less joecular mood.

Mr. Chouillon received letters which were addressed to a man named Cailloux. He stated to the court that he had been doing business with a French firm with whom the man named Cailloux was now dealing. Naturally enough when a letter came to him from that firm, he thought it was an overture

to resume business relations, and took no more cognizance of the affair, until two or three letters had been exchanged. Mr. Chouillon further presented letters which showed that his name was spelt in about a hundred different ways and it was not surprising that the letters addressed to Cailloux should have come to him. The day after the case was settled in court, he happened to find in his letter box, a letter addressed to the name Chompton. Its post-mark showed that it came from Charlotte-town. Immediately Mr. Chouillon took the letter to Mr. Palmer, the assistant postmaster, remarking—"Surely Mr. Palmer, your clerks are determined to put me in St. Vincent de Paul." Mr. Palmer looked at the letter and he found the name Chouillon written in pencil at the bottom of the envelope. He immediately called the clerk of that department and an explanation was given him. He believed that the letter was for Mr. Chouillon. Mr. Palmer asked Mr. Chouillon if it was possible that he was expecting a letter from Charlotte-town. He said that possibly he might get a communication from one of his customers there, Carvel Bros.

"Open the letter," said Mr. Palmer, "and see if it is for you." Mr. Chouillon did so, and to the amazement of all concerned he found that the letter was meant for him and was in answer to a circular he had issued to the trade clerk as to how he knew it was for Mr. Chouillon, the poor fellow was unable to explain. He simply said that Mr. Chouillon's mail, which often embraced as many as a hundred letters a day had more peculiar combinations of letters, which meant his name, than any other firm that did business with the post-office.

A PROGRESSIVE FIRM.

ONE need but glance at the statistics of the trade and commerce of Canada to realize the rapid strides of progress which have been made in the fish trade.

In this wonderful expansion of the past quarter of a century no name has occupied a higher place than that of Leonard Bros., whose establishments at St. John, N. B., along the Gaspé Coast and in Montreal, have been distributing centres for all important points between the two great oceans. One of the striking features of the trade, and of which Leonard Bros. are the pioneers, was the introduction of modern, attractive and sanitary methods in the preparation of fish for the

vast army of consumers from coast to coast.

The process of drying, curing, smoking and packing the product of the sea and inland waters has, under the enterprising direction of this firm, increased the consumption in a marked degree.

In addition to the resources which the firm possesses in its many fishing stations in New Brunswick, Nova Scotia and on Gaspé Coast, they are large receivers from various other important fishing centres skirting the Atlantic Coast, also in the districts of Lakes Ontario, Erie, Superior and Manitoba, and in recent years have been handling large quantities of frozen and pickled halibut and salmon from the Pacific Coast during the Winter months, as well as by express during the Summer.

The firm was organized in 1879, and then consisted of C. H. Leonard and W. F. Leonard. The former, since deceased, was in charge of the business in the



Mr. D. J. Byrne.

Maritime Provinces, while the latter, who still directs in an able manner the policy of the firm in the east, spent much time in Montreal in the endeavor to organize a central depot of distribution. The progress of this venture was necessarily slow in the opening years, but, as in all things, the reputation which the firm earned by its strict principles of honesty and its aim to furnish its patrons with the best article obtainable, bore good results.

At present Mr. W. F. Leonard devotes his whole time to the large equipment down by the sea, while the administration of the constantly expanding business in Montreal is in the hands of one of Montreal's best known young citizens, Mr. D. J. Byrne, who entered the office of the firm shortly after he completed his studies in 1885. Mr. Byrne from the hour of his entry into the

establishment manifested a deep interest in every department of the business. He was ready to obey the command of his superiors and not slow to appreciate the persistency of his employers in attending to the supervision of the smallest details. As a result Mr. Byrne was appointed local manager in 1894 and given the full direction of the business in Montreal. So well did he discharge the important task that he was given an interest in the business in 1900, six years after his appointment as manager. Since Mr. Byrne's entry into the firm its operations have been largely increased. The scope of its work has undergone a marked change, and despite

esteem and good will of all classes with whom he comes into contact.

DISASTROUS FIRE IN MONTREAL.

FIRE visited the wholesale business district of Montreal on Wednesday morning early. The loss will run into half a million of dollars and is divided between two large firms, Chaput, Fils & Co. and the Canada Hardware Co. The fire started about 1 o'clock a. m. in the premises of the Canada Hardware Co., DeBresoles street. Before 2.30 o'clock their building and stock were a total loss. By this time the whole brigade had been

explosion that told that gunpowder and cartridges in the warehouse had been reached by the flames. Incessant and continuous reports followed which sounded like the desultory fire on a battle field.

Meantime the firemen were putting up a strenuous fight to save Chaput Fils, but to no purpose. Already the big grocery emporium was ablaze. Liquors and groceries of all kinds furnished fine fuel and the fire greedily worked its way through the five floors of the structure. At once the fire took on renewed vigor and it was long after daylight before the flames were under control. Tons and tons of water poured into the building and the damage by smoke and water was even greater than by the fire itself. The whole place was gutted. One very spectacular feature was noticed when the flames caught a broom room where 1000 dozen brooms were stored. They made a huge blaze for a few moments and the glare could be seen for miles. The fire was under control by 7 o'clock and the total loss was estimated at \$425,000 for Chaput Fils alone.

Long before daylight the different members of the firm were on the spot and arrangements were quickly made for new premises and the work of filling orders will be courageously undertaken even under almost insurmountable difficulties. The Chaput firm has been in existence since 1842 and is known from one end of the country to the other. Telegrams of sympathy were received by the Chaput firm from many quarters including the Old Country and certainly in Montreal every courtesy was shown. In fact some of their most vigorous competitors in trade paid the graceful tribute of inviting them to use their premises to continue business temporarily. Immediate orders were filled in a manner that was a compliment to the business energy and determination that would overcome almost any obstacle. An announcement elsewhere will tell to the trade briefly what the firm will do for the immediate future.

The Grocer extends the most sincere sympathy and with it the hope that this time honored house will be in shape shortly to do ample justice to the trade which it has maintained so well for over half a century.

L. Chaput & Fils are now temporarily located at 21 St. Antoine Street, where all orders will be promptly filled.

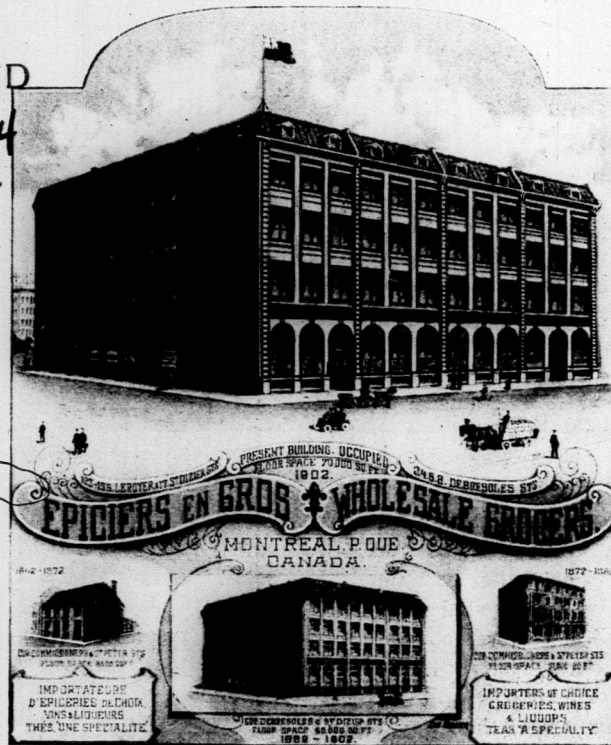
John Dais, wholesale commission dealer in all kinds of fish, of New York, was in Montreal during the week on business widening pursuits.

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The Warehouse of Chaput, Fils & Cie. Montreal, damaged by fire September 21.

the competition from many quarters it has maintained its place as the leading establishment in the trade in this district.

Recently extensive improvements have been made in the premises occupied by the firm in this city, with a view of furnishing ample cold storage facilities, and other alterations are under consideration.

Mr. Byrne is very enthusiastic in regard to the future of the business of which he is now one of the proprietors. He is in the full vigor of his young manhood, possesses energy and experience, and is of acknowledged integrity. He enjoys, as few young men enjoy, the

called to the fire which was spreading so rapidly that the whole district was threatened.

The handsome wholesale grocery premises of Chaput Fils were next door and quickly the flames licked over the fire walls and threatened the business house of one of the oldest firms in Montreal. It also spread in the opposite direction and damaged the premises of Meagher Bros. and those of the Central Agency. A weird and terrific sight added gruesome interest to the fire in the Canada Hardware building when a terrible pillar of dark red flame shot into the air accompanied by an

CANADIAN MANUFACTURERS' ASSOCIATION

Thirty-Third Annual Meeting held at Montreal, Sept. 20, 21, 22, 1904

IN many respects the thirty-third annual meeting of the Canadian Manufacturers' Association held in the Windsor Hotel, Montreal, September 20, 21 and 22, was like other conventions, warm in words of welcome and appreciation, only vastly magnified even in this superficial aspect as befitting the largest association of its kind in the world. But when the deeper significance of the meeting of the leading business men from British Columbia, Manitoba, Ontario, Quebec and the Maritime Provinces is considered, the gigantic task the association has set itself strikes home with full force, and it is fully realized that the Association needs all the strength, energy and earnestness it can muster to bring to a successful issue the arduous duties undertaken. It was a remarkable meeting in many ways, remarkable for the vigor and energy displayed in grappling with the problems confronting the existence of Canadian industries, remarkable for the clear insight displayed in recommendations to secure proper legislation and to prevent improper legislation affecting our manufacturing or trade interests, remarkable for the encouraging reports received from the various committees which have been actively engaged during the year, and lastly truly remarkable as clearly depicting the identical interests of all Canadians, and serving as an irrefutable denial to all who have contended that the Association is but a mere tool for devising ways and means to satisfy the greed of the insatiate industrial class.

Work of the Branches.

The Association's branches cover the Dominion, with special executives at each centre to concern themselves with local affairs and to bring suggestions before the general executive council, and there are sections of the different trades to guard the interests of each. The reports brought in from these denoted not only wonderful numerical growth, but all told of accom-

plishment evincing earnestness and energy, and these suggestions were pregnant with the effort and time spent in their preparation.

It was noticeable how important were the tariff and labor problems in the discussions, although the conditions and outlook of business and suggestions for the remedy of grievances occupied a good share of attention. All the various phases of the many difficult problems were met with a bold front, and grappled with in an

fellowship reigned supreme. They all, for the most part, exemplified the best type of Canada's sons, vigorous alike in mind and body, and it was encouraging to note the large number of men who were in the pink and prime of life, indicating that the killing pace of modern business methods had touched them but lightly, at least to outward appearances.

Tuesday, the first day of the convention, was devoted to the meeting of the various trade sections of the association.

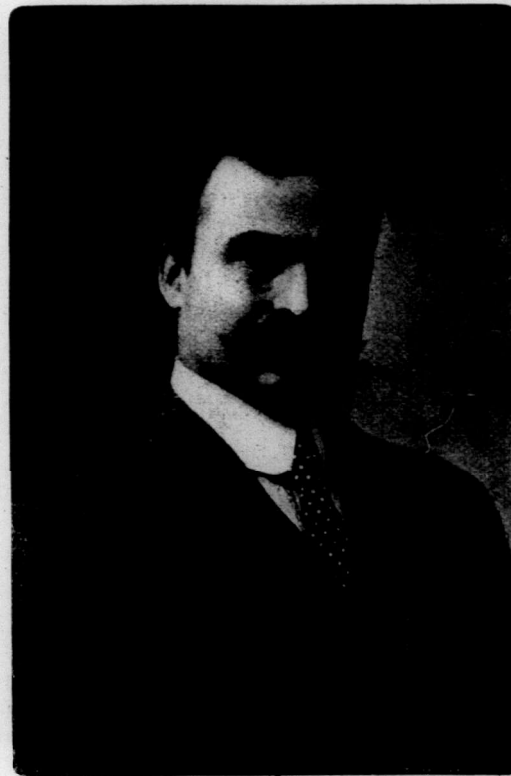
Manufacturing Grocers' Section.

At ten o'clock a meeting of the Manufacturing Grocers' Section was held in Club Room B. Windsor Hotel, under the chairmanship of Mr. S. W. Ewing. Attendance was the largest the section has had since its formation and the greatest interest was manifested by all. The various questions brought up for discussion, and those embodied in Chairman Ewing's report were closely gone into and the deliberations will be resultant of much good to the trade generally.

Hon. Mr. Brodeur, Minister of Inland Revenue, who had signified his intention of being present to receive the views of the members on the question of the Pure Foods Act and kindred subjects, was unavoidably prevented at the last moment from attending.

The section as a whole was thoroughly in accord with the intention of the department as regards the better enforcing of the law though it was felt that some modifications were necessary. A committee was appointed to bring these subjects to the attention of the Minister. Credit

was given by the chairman to Hon. Mr. Brodeur for having deserted precedent and attempted in some measure to enforce the provisions of the Act, and the Grocers' Section was prepared to assist him in the work of securing legitimate manufactures. The question of freight rates was also taken up and will receive the attention of a special committee.



W. K. George, Toronto.
Elected by Acclamation President of the Canadian Manufacturers' Association 1904-1905.

earnest and fair manner, as is only natural in men dealing with large issues.

The Members.

The members themselves who thronged the corridors and rotunda of the Windsor Hotel bore striking testimony to the future of Canada. Some there were who exchanged confidences in earnest discussion, while in others the spirit of jovial good

The members present were:

Chairman, S. W. Ewing; Secretary, E. H. Cooper and Messrs. R. A. Donald, Henry Wright, J. Rose, W. S. Kerry, Geo. F. Benson, R. Herron, Roy Ewing, Col. Fred. Welker, H. Picard, Robt. Greig, A. H. Brittain, W. H. Dunn, L. C. Van Bever, A. G. Spencer, A. W. Ewing.

Lack of space prevents a full report of the chairman's address. The election of officers resulted as follows:

Chairman—S. W. Ewing, of S. H. Ewing & Sons, Montreal.

Vice Chairman—Henry Wright, of The A. F. MacLaren Imperial Cheese Co., Limited, Toronto.

Secretary—E. H. Cooper, Montreal.

Committee—Messrs. J. Rose, R. A. Donald, Robt. Greig, Geo. F. Benson, L. C. Van Bever, Roy Ewing, R. Herron, Jr., W. S. Kerry, W. H. Dunn, W. P. Downey, John Carsley, J. Goldstein.

Delegates Entertained.

At 2.30 p.m. the members of the association were given a sail around the harbor by the Harbor Commissioners on the Duchess of York. Though the weather was raw and wet, about 100 delegates and their lady friends availed themselves of the courtesy of the commissioners and the trip proved highly enjoyable. Refreshments were served in a sumptuous manner. As the steamer neared the dock Mr. W. K. George, vice-president, in the absence of the president, Mr. George E. Drummond, thanked the Harbor Commissioners on behalf of the Canadian Manufacturers' Association for their kindness and courtesy. In a few well chosen words Mr. George expressed the opinion of the association that Montreal is the natural port of Canada and that the association stood prepared to assist them in making it the greatest port on the continent. Its future was assured and as it was the outlet of the products of the great west Montreal Harbor Commissioners were warranted in asking for the substantial support of the country at large. Mr. George closed his happy speech with the slogan:

"The National pride of Canada

Is the pride of a princely land,

And the goods that are 'Made in Canada'

Are the goods that her sons demand."

This apt slogan was received with cheers. Hon. Senator McKay responded on behalf of the Harbor Commissioners, expressing pleasure at the acceptance of the members of the Canadian Manufacturers' Association of the board's harbor trip.

OPENING SESSION.

The formal opening session was held in the Ladies' Ordinary, at the Windsor Hotel, Tuesday evening at 8 o'clock. The room was tastefully decorated with "Made in Canada" emblems. Representatives of the Dominion's manufacturing interests from Halifax to Vancouver were in attendance. Mr. Geo. E. Drummond, the president, presided, and after an inspiring invocation had been pronounced by the Rev. Dr. Barclay, Mayor Laporte, on behalf of the city extended a most cordial and sincere welcome to the delegates, naively pointing out the advantages Montreal offered as a manufacturing centre. He was greeted with loud applause. Mr. J. J. McGill, chairman of the Montreal branch



C. C. Ballantyne,
Vice-President Canadian Manufacturers' Association,
1904-1905.

followed, tendering the welcome of that body and expressing the pleasure the local branch experienced by having the meeting at Montreal and assuring the delegates that the local branch would do all in their power to make their stay a pleasant one.

Mr. W. K. George, Toronto, vice-president of the association, replied, alluding to the pleasure of renewing friendships in Montreal, and discoursing on the growth of the association.

Then followed the feature of the evening, the president's address, which naturally dealt with the great trade issues affecting the country, and needless to state Mr. Drummond carried his hearers with him from the start, and applause burst forth frequently, especially when

he urged the importance of conserving home markets and the need of radical changes in the tariff.

President's Address.

Mr. Geo. E. Drummond's rising to give his address was the signal for an outburst of applause which lasted several minutes. He was obviously both surprised and affected by the tribute.

The president in a manly, straightforward way, referred felicitously to his pleasure in welcoming the delegates and then plunged into a masterly and full review of the position of manufacturers and industrial conditions. He urged that Canadians should read correctly the signs of the time, which interpreted meant they must be up and doing, and they must recognize this national and imperial obligation in respect to the naval protection of their commerce. By adept reasoning, he showed that in considering the course adopted for the building up of Canada, the manufacturing industries in Canada were of vital importance. Continuing, he showed clearly that the great fabric of commerce is all woven together on the warp of production.

By reference to industrial statistics he showed the importance of manufacturing compared with other great interests, proving that they entailed a larger output than the combined interests of agricultural, dairying, mineral, forest and fisheries, although by no means did he attempt to belittle their importance.

Mr. Drummond said in supporting these assertions:

"Let us as briefly as possible take stock of the position that our Canadian manufacturing interests occupy to-day.

"In the first place, I think we are well within the mark when we estimate that we have now not less than \$520,000,000 of capital invested in manufacturing in Canada. In 1881 there were \$159,000,000 so invested. Thus, in twenty years we have, in the face of many difficulties, increased our capital investment by \$361,000,000.

"I have been favored with some particulars in regard to the 1901 census of the Canadian manufacturing industries, and in those statistics I find that we have much cause for congratulation.

"The total production of the 14,650 Canadian factories in 1901 is estimated at \$481,053,375. To produce this amount of goods there were 344,095 work people and clerks employed, to whom were paid \$113,283,146 in wages."

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Mr. Drummond proceeded to quote figures to prove the importance of the manufacturing industries.

Then followed the question of marketing the enormous production, and it was strongly urged to conserve the home market, and to further establish native industries that will create and maintain a prosperous people and provide a home market.

In support of this Mr. Drummond said:

Make the Goods at Home.

"Can we not produce more in Canada, and what would that production mean to this country?"

"Our importations of dutiable goods this year have been to a value of about \$149,000,000. Statistical returns are not yet to hand to enable us to fully analyze the goods actually covered by this amount, but as a guide we know that our importations of wholly or partially manufactured goods last year was \$149,600,000. With these figures before you I believe you will agree with me that with a properly constructed tariff, admitting raw material at a low rate of duty, and with proper protection upon the finished article, we could easily increase our output of manufactures by \$60,000,000.

"According to the census returns 344,095 operatives produce \$481,053,375 worth of goods, and the manufacture of \$60,000,000 of goods will employ 42,900 work people—yes, even more, for we shall be making the more highly finished class of goods, which require more labor than many of the lines now manufactured. The employment of 43,000 people will build another city equal in population, if not in wealth, to that of Toronto, and it will consume upward of \$20,000,000 worth of farm products annually. Surely here is a policy worthy of the support of a patriotic Government and people."

In referring to trade and navigation returns he maintained that they afforded ample proof for the need of the revision of the Canadian customs tariff. He condemned the growth of importation of goods from the United States. In urging tariff revision he alluded to the measures the Government has passed acceding to the points they had urged.

Canada's Importations.

"The trade and navigation returns," he stated, "for the year 1904, are ample proof of the need of radical changes in the present Canadian customs tariff. On the basis of goods en-

tered for consumption and reports of domestic produce, the increase in Canadian trade for the past year was \$2,788,611, which is a small increase compared with those of the years immediately preceding. A further analysis brings to light the fact that the domestic exports show a shrinkage of \$15,987,235. This decrease is accompanied, first, by an increase of \$1,813,152 in the export of foreign produce; and secondly, by an increase of \$18,775,896 in the importation of goods for consumption; in other words, while our total trade statistics have not altered materially, the balance of trade has turned against us in one year to the extent of \$34,763,131. That fact explains the liquidation of woollen mills, the four thousand silent cotton looms, the



George E. Drummond, of Montreal,
Retiring President Canadian Manufacturers' Association.

transformation of shirt manufacturers into shirt importers, and it is a striking statistical accompaniment to your need of business during the first six months of the present year. What further do we find? In 1903 our importations from the United States amounted in value to about \$129,000,000. This year they have increased to \$143,010,578, excluding bullion, an increase of more than \$14,000,000, or about 10 per cent. Of this increase over \$8,850,000 was dutiable goods, so that the main feature of our trade, during this past year has been the growth of importations from the United States, and the main feature of these imports is that they are to a large extent in goods that could be made in Canada. The

amount of dutiable goods imported under the general tariff from the United States in the year ending June, 1904, was \$77,390,807. That, in short, represents the value of the Canadian harvest reaped last year by the United States—a country that will not admit our goods on anything like reasonable terms. Nevertheless, we must admire the strong, consistent national policy pursued by the United States in conserving her own interests.

"In 1903 over 38 per cent. of that country's imports consisted of crude products, which are raw material for their industries. In Canada only some 20 per cent. of the imports is in the form of raw material, and that in spite of the fact that we must import our cotton, anthracite coal, and so forth, which the United States produces at home. The United States importation of articles wholly or partially manufactured, and articles of voluntary use, which are largely manufactured goods, comprises 40 per cent. of their importations, whilst similar goods in Canada made up 66 1-2 per cent. of our importations."

Canada's Tariff.

Continuing, Mr. Drummond said:

"Now, let us consider the Canadian Customs tariff and our trade relations.

"With respect to our present Customs tariff, the Canadian Manufacturers' Association occupies exactly the same position to-day as when we met at Halifax two years ago and adopted the following resolution, namely:

"Resolved, That in the opinion of this association the changed conditions which now obtains in Canada demand the immediate and thorough revision of the tariff upon lines which will more effectually transfer to the workshops of our Dominion the manufacture of many of the goods which we now import from other countries;

"That, in any such revision the interests of all sections of the community, whether of agriculture, mining, fishing or manufacturing, should be fully considered, with a view not only to the preservation, but to the further development of all these great natural industries.

"That while such a tariff should primarily be framed for Canadian interests, it should nevertheless give a substantial preference to the Mother Country, and also to any other part of the British Empire with which reciprocal preferential trade can be ar-

ranged, recognizing always that under any conditions the minimum tariff must afford adequate protection to all Canadian producers.'

"As I have said on a former occasion, the two great and practically the only markets available for Canadian products to-day are, firstly, the home market; and secondly, Great Britain, the Mother Country.' What I may call our 'Halifax policy,' therefore has a double purpose, viz., to conserve as much as possible these two markets to the Canadian people, and in the case of the British market, to transfer orders for our surplus requirements to our own customers, the people of the Mother Country."

With regard to preferential trade he said in part: "We have placed ourselves unreservedly on record as favorable to a tariff arrangement that while encouraging the development of industries in Canada, will nevertheless give a substantial preference to the Mother Country, and also to any other part of the British Empire with which reciprocal preferential trade can be arranged." He continued by discussing particular aspects and colonies in a full manner.

The labor problem loomed large and he advocated clearly that labor and capital were mutually dependent and should work hand in hand. Strikes always involved loss on both sides, generally with a settlement which could have as easily been made at the outset. Mutual peace was the cry and the necessity of this day. Reference was made to the successful exploiting of the engineering trade, and then the vital question of fire insurance, which is agitating the business men, particularly of Montreal and other cities, with congested districts was touched upon. As the manufacturers are the largest payers of such insurance, it was strongly urged that measures be taken to secure not only proper inspection but also proper adjustment of rates, which was hardly the case at present. This was gone into very fully.

In conclusion he referred not only to the remarkable growth of the association but also to the national character it had assumed and its consequent national importance. The importance of unity and co-operation was dwelt upon. His parting message as retiring president was in part: "Let Canadians be known for their fair dealing and business integrity the world over. Take pride in your national products and let the goods be of such a standard of excellence that the stamp 'Made in Canada' will ensure recognition in every market."

Vote of Thanks.

Mr. E. Gurney, of Toronto, in moving the vote of thanks for the able and careful address sparkled with mother wit and endorsed the opinions expressed in no uncertain manner, concluding by an earnest appeal for the co-operation of all concerned to make Canada a name to be proud of. He ridiculed reciprocity arrangements.

Mr. R. H. Alexander, of Vancouver, seconded the motion by referring to the national scope of the organization as well as alluding to the noble work done by the president.

The president then called upon Sir Lloyd Wise, of England, who in a few happy words endorsed the president's address and made mention of an exhaustive report he had prepared for the consideration of the association. With a fervent singing of the National An-



S. W. Ewing, re-elected Chairman Manufacturing Grocers' Section, Canadian Manufacturers' Association, 1904-1905.

them the meeting broke up to begin its active business duties in the morning.

Business Sessions.

The first business session was commenced Wednesday morning at 10 o'clock in the Ladies' Ordinary of the Windsor Hotel, with President Geo. E. Drummond in the chair, and past and present officers on the platform, and a fair representation of the manufacturing interests present.

After a summary disposal of a few preliminary items of business and the reading of several letters of regret, the reports of the proceedings of the committees were taken.

Treasurer's Report.

Mr. Geo. Booth, Toronto, presented a most satisfactory report, which clearly showed the marvellous growth of the association, and notwithstanding greatly increased disbursements the balance was the most satisfactory in the history of the association since its re-organization four years ago. The total receipts

principally from membership fees were six times as large as four years ago, and although the detailed accounts were higher and more numerous the cash balance was satisfactory.

The total receipts were \$34,417.13, and the total disbursements \$30,006.11, leaving a cash balance of \$4,816.38.

In moving the adoption of the report Mr. R. C. Wilkins, Montreal, contended that it was advisable to have the next treasurer's report printed and distributed to all visiting delegates. Mr. T. P. Murray, of Toronto, also spoke in reference to this, and the resolution was unanimously carried in adopting the satisfactory report.

The Secretary's Report.

The call for the secretary's report was greeted with loud applause, testifying to the popularity of that gentleman. Mr. R. J. Younge, B. A., the secretary, presented a report which he characterized as the most successful in the history of the organization. He traced the history of the association since its re-organization four years ago when it had a membership of 120. Now from a provincial association they had grown to national importance with six branches and 13 sections, with a membership of over 1,500, an increase of 246 in the past year. He outlined the importance of the association and advocated correspondent membership in foreign markets. Note was made of the progress during the past year and the problems discussed. The association was advertising Canada and creating a national patriotism. There had been 120 committee meetings at the head office with an average attendance of six, and ten legislative measures were traceable to this influence. He cordially thanked the associate secretaries for their co-operation.

In moving the adoption Mr. T. P. Murray, Toronto, commented upon the modesty of the secretary and testified to his untiring energy and ability. The report was unanimously adopted.

Reception and Membership Committee Report.

Mr. Robt. Crean, chairman of the reception and membership committee, presented the report. The membership campaign had resulted in a net increase of 246 during the year, giving a total membership of 1,511, of which Ontario has 876 and Quebec 412. Reference was made to the successful western excursion after the conclusion of the meeting last year, as well as a mention of the Quebec banquet.

A Great Britain excursion was recommended also. In conclusion the active interest of the association in securing new members was requested.

The discussion following touched upon all features, the Great Britain excursion being

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sion being especially commended as ensuring both interest and instruction. Mr. Murray was particularly interesting.

Commercial Intelligence Committee.

Mr. Arnold W. Thomas, chairman of the committee, presented a report eloquent of increased activity and usefulness. Eleven good meetings had been held and among the subjects of discussion might be mentioned the correspondent membership question, and in this connection it was resolved that whereas valuable markets for Canadian products are to be found in many parts of the world, the following resolutions be submitted:

(1) That the Dominion Government should be urged to extend its system of commercial agents.

(2) That the representatives should be active, energetic men, and should revisit Canada at least every three years to keep in touch with Canadian exporters.

The Japanese tariff discriminates against Canada, and it cannot be removed till 1911. The admission of United States catalogues was now subject to duty, although the circulation of their magazines could not be restricted. In conclusion the members were urged to use the facilities offered to the fullest advantage.

After some discussion the report was unanimously adopted.

Railway and Transportation Committee.

Mr. J. O. Thorn presented a very satisfactory report touching fully upon the transportation problem, and thus commending the building of the Grand Trunk Pacific Railway. The following resolutions were introduced as essentially sound:

(1) That rates shall be, with qualifications, what the traffic will bear.

(2) In the consideration of what the traffic will bear the cost of manufacturing or preparing freight for transportation must be a factor.

The committee had secured the services of an expert in the person of Mr. W. H. D. Miller, whose work was highly commendable. The function of the committee was advisory, although freight classification, especially a temporary schedule which would give manufacturers the reductions due them, was discussed. Coast rates, import and export rates, marine insurance, cartage, claims, delays in shipments and demurrage all had received attention and were commented upon. Specific cases and their adjustment were reported, and the railway express service touched upon. Among the resolutions submitted the following loom up:

(1) That Canadian steamship lines should be extended a preference by Canadian shippers in both import and export trade.

(2) That the Railway Act of Canada should be amended so as to place the express companies in Canada under the jurisdiction of railway commissioners.

In moving the adoption of his committee's report, Mr. J. O. Thorn commended the work of Mr. Miller and urged the use of the committee. Mr. W. K. George also bore out the above. In seconding the adoption Mr. Wilkins urged that copies of the able report be sent to manufacturers not present at the meeting. The entire report was unanimously adopted.

Parliamentary Committee.

Mr. P. W. Ellis presented a full and exhaustive report, the following features being worthy of special mention. The aggressiveness of organized labor was exemplified in the Union Labor Bill, which, owing to the work of the committee, was held over, as several clauses of this bill were shown to be particularly injurious to the manufacturing industries of Canada. It was also urged that the importation of workmen who could not be secured at home be encouraged.

It was pointed out that there was a scarcity of labor in Canada, and in this connection the work of the Parliament in placarding Great Britain to the effect that skilled mechanics were not wanted in Canada was shown to be false, as in July last 6,717 hands were needed among this association.

In resolutions submitted to be forwarded to the Dominion Government the following are especially important:

(1) That the Dominion Department of Labor should give equal consideration to the needs of employer and employe.

(2) That provision should be made for the importation of skilled labor, provided the same cannot be secured in Canada.

The general labor question was not in as favorable position as desirable and strikes were too numerous. A more friendly relation was hoped for during the ensuing year.

The Provincial legislation in both Ontario and Quebec was closely watched, and the influence brought to bear upon several bills was touched upon.

In moving the adoption of the report Mr. P. W. Ellis outlined the classes of labor and prayed for two classes of unions. In seconding the adoption Mr. J. J. McGill commended the work of the committee. A discussion followed. Mr. Wallace gave the views of the stove section, while Mr. J. S. McKinnon followed by praising the work in watching the bills introduced in the Parliaments. Mr. S. J. Vaudry gave an outline of Quebec legislation. The report was finally unanimously adopted.

Amendments to the By-laws.

Mr. R. J. Younge, the secretary, read

two amendments, the first of which enlarging committees of the Parliamentary section to include chairmen of branches and sections, was adopted. The second amendment, dealing with the disposition of finances from the branches and restricting their expenditure so as to have it referred to the executive council, was finally thrown out.

The conclusion of the afternoon session witnessed a deputation from the Lord's Day Alliance, which urged the observance of the Sabbath. The reverend gentlemen were particularly happy in their views, and evidently favorably impressed the delegates. Canon Renaud urged the attention of manufacturers to this aspect of labor, while Rev. Dr. Gordon cited instances of Sunday work which he considered shameful. He thought a more equitable adjustment in some cases was necessary, although realizing the exigencies of expedition in some cases. The Rev. Dr. Pedley indorsed the views expressed by the other reverend gentlemen.

In the evening the delegates attended the performance of "The Silver Slipper" at His Majesty's theatre, as the guests of the Montreal branch.

PERSONAL MENTION.

Mr. J. Donnelly, Jr., of the Pittsburg Milling Co., Limited, Pittsburg and New York, was in Montreal this week. Mr. Donnelly enjoyed some pleasant automobile tours as the guest of Mr. Anson, of the Ogilvie Milling Co.

Mr. L. C. Van Bever, of the Toronto branch of Armour & Co., Chicago, was a delegate to the Canadian Manufacturers' Association, held at the Windsor Hotel, Montreal, this week. Mr. Van Bever in an interview with The Grocer stated that since the establishment of their branch factory on Alice street, Toronto, their Canadian business was developing extensively, their ability to promptly attend to the requirements of the trade was established and a large business is looked forward to in this market.

A visitor to Montreal this week was Mr. J. M. Wiley, vice-president of the Dominion Packing Co., Limited, Charlottetown, P. E. I. A representative of The Grocer interviewed Mr. Wiley at the Windsor. He had just returned from a trip through the Northwest and British Columbia, and speaks glowingly of the future prospects of that great section of Canada. The tour, Mr. Wiley stated, was of a missionary character as regards the introduction of his company's products, and the result was most satisfactory and encouraging. The fame of "Beechnut Brand Bacon" had been carried to the far west. Mr. Wiley before returning to the east will make a trip through Ontario, and also visit Chicago.

Just think--That amongst
the multitude of varied
tastes and desires -- did
you ever hear of a cus-
tomer complaining of the
quality of "Salada"?

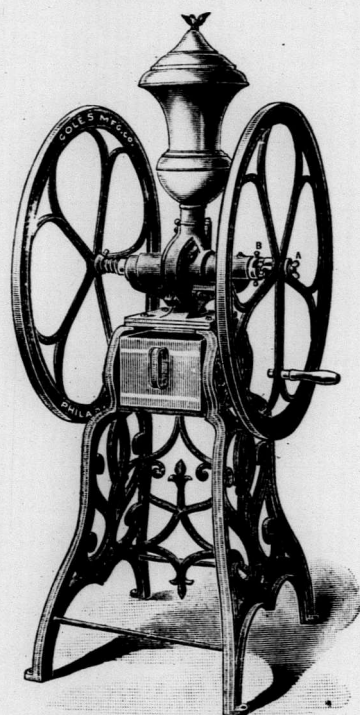
But rather, to keep on buying day in--
 and day out--showing no desire to change.

Then again — do
 you fully realize
 what a remarkable
 testimonial this
 condition of affairs
 is to the packers,
 and its value to you

"SALADA" is packed in
 Black, Mixed or Natural Green
 Sealed Packets only.

Wholesale Terms and
 samples from

"SALADA" TEA CO.,
 Toronto or Montreal.



No. 17. List Price, \$40.00.

Goles Goffee Mills

None better for Granulating or
 Pulverizing.

Our mills will Pulverize with-
 out 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, PENNA.



Most women would like to be good ironers and all
 women can be if they use

Celluloid Starch
 Never Sticks Requires no Cooking.

It is easy to use and results cannot help but
 be good.

Help your customers to be better ironers by getting
 them to try Celluloid Starch. They'll thank you for
 the tip.

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



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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Sept. 22, 1904.

Groceries.

THE grocery trade shows signs of steady improvement as the Winter season advances. Travelers continue to bring in satisfactory reports concerning trade conditions existing throughout the country and what is better are effecting larger sales than ever before. The wholesale houses report generally that this season's trade promises to be away ahead of last year's average. Good sized orders from Northern Ontario are still being received.

Sugar continues firm with business quiet. New Orleans molasses has advanced 1c within the last two weeks, and an increased volume of trade is reported at current quotations. New prices on 1904 pack peaches are out and are considerably above last year's level. Tea and coffee business is quiet to fair, prices on coffee being very firm and advancing. Dried fruits are firm, an advance being reported in California seeded and Malaga raisins. Evaporated apples will be on the market within the next few days to replace old stocks which are entirely exhausted.

CANNED GOODS.

A seasonable demand all round summarizes the canned goods market for the week under review. The most interesting item is the prices of 1904 pack canned peaches quoted this week which are considerably firmer than last year's quotations, this in view of a comparatively short pack. At the present time packers are veritably falling over one another to buy stocks of fruit wherever they are available. Prospects point to a fair pack of tomatoes. Salmon continues very firm, none at present offering at the coast. Other lines continue unchanged from last week. We quote below prices on Clover Leaf sockeye salmon. Our quotations are as follows:

Apples, 3's.....	0 90
gallons.....	2 20
Asparagus, American.....	4 00
tips, 2's.....	2 65
Beets, 2's.....	1 00
Beets, 3's.....	1 00
Blackberries, 2's.....	1 50
Beans, 2's.....	0 80
Corn, 2's.....	1 25
Cherries, red, pitted, 2's.....	2 20
white.....	2 40
Peas, 2's.....	0 82
Pears, 2's.....	1 45
3's.....	1 90
Pineapples, 1 1/2's.....	1 50
2's.....	1 80
3's.....	2 50
Peaches, 2's.....	1 87 1/2
3's.....	2 82 1/2
Plums, green gages, 2's.....	1 10
Lombard.....	1 00
Damon, blue.....	0 95
Pumpkins, 3's.....	0 95
gallon.....	2 50

Rhubarb, 3's.....	1 90
Raspberries, 2's.....	1 40
Strawberries, 2's.....	1 47 1/2
Succotash, 2's.....	1 00
Tomatoes, 3's.....	1 12
Lobster, talls.....	3 50
1-lb. flats.....	3 70
" ".....	2 00
Mackerel.....	1 00
Salmon, Fraser River, "Horseshoe" and "Maple Leaf".....	1 25
1-lb. talls, 5 cases and over.....	1 77 1/2
1-lb. talls, less than 5 cases.....	1 80
1-lb. flats, 5 cases and over.....	1 90
1-lb. flats, less than 5 cases.....	1 92
1-lb. flats, 5 cases and over.....	1 17
1-lb. flats, less than 5 cases.....	1 20
Salmon, "Clover Leaf".....	1 20
1-lb. talls, 1 to 4 cases.....	1 72 1/2
1-lb. flats, 1 to 4 cases.....	1 87 1/2
1-lb. talls, 5 to 9 cases.....	1 70
1-lb. flats, 5 to 9 cases.....	1 85
1-lb. talls, 10 to 25 cases.....	1 67 1/2
1-lb. flats, 10 to 25 cases.....	1 82 1/2
Chums.....	0 95
Sardines, Sportman.....	0 15
" ".....	0 23
Portugese.....	0 08
P. & C.	0 25
" ".....	0 35
P. & C.	0 03
Domestic.....	0 09
" ".....	0 11
Mustard, 1/2 size, cases 50 tins, per 100.....	8 00
Haddies.....	1 00
Haddies, per case.....	4 00
Kipperd herrings, domestic.....	1 00
imported.....	1 45
Herrings in tomato sauce, domestic.....	1 00
imported.....	1 45
California ripe olives, tins, per doz.....	4 75
Corned beef, 1s, per doz.....	2 70
" ".....	9 00
" ".....	20 00
" ".....	3 00
Launch tongues, per doz.....	0 50
Potted meats, 1s, ".....	1 00
" ".....	1 00

SUGAR.

Considerable uncertainty has prevailed in the sugar market during the past week, at one time a decidedly easier tone was noticeable, especially in Europe where beets declined again to 10s 7 1/2d for September. Since then, however, the market has taken a firmer turn; beets have recovered what they lost and are now quoted firm at 10s 9d for September, and 11s 1 1/2d for October shipment, the former being a net gain of 3d per cwt. for the week, while the latter is a gain of 2 1/2d per cwt. These advices reflect the influence of the latest European beet crop estimates of Mr. Licht figuring the probable outturn at 5,170,000 tons, which when compared with total outturn of last year's crop of 5,865,000 tons would show a decrease of 695,000 tons. Later cables from Willett & Gray estimate the entire deficiency for Europe at 13 per cent. less than last year's outturn, thus giving a total crop of 5,103,000 tons. This is confirmed by a cable from London, Eng., to Willett & Gray reading, "Estimate deficiency beet crop 760,000 tons, being average commercial opinion."

Business in raw sugars in American markets has been restricted to small parcels at current quotations. Arrivals to refiners at present are heavy which makes them indifferent to offers. The latter, however, have been light and there has been no pressure to sell though it is believed that business could be done on current basis. Cuban sugars for shipment are held at 3c c. and f. for

95 test, which, if realized, would be an advance of 1-16, but there are no indications that this will be paid. We therefore quote the market firm at former figures, namely, 4 5-16c duty paid for 96 test.

Receipts at Atlantic shipping ports for the week ending Sept. 14 were 68,720 tons, with meltings 46,000 tons, the highest for the season so far. Stocks in all hands were 148,583 tons as against 125,863 tons for previous week and 195,110 tons last year at the same time. Combined stocks of U. S. and Cuba were 174,583 tons, or 210,084 tons less than last year. Total stocks of Europe and America at latest uneven dates were 1,387,583 tons against 1,967,987 tons last year, the decrease now being 580,398 tons, which is the greatest deficiency apparently so far this year. Present indications are that the new campaign will be entered upon with visible supplies very much short of those with which the present campaign began. The prospects are that there will be a further shrinkage to an abnormally low figure in consequence of the deficiency in the beet crop and of the requirements to meet the increased consumption which as indicated in last report shows 25 per cent. more than last year in Europe alone.

Cuba is practically no factor now in the sugar situation, stocks in the island on Sept. 14 being only 14,000 tons as compared with 189,557 tons in 1903, and 166,303 tons in 1902. Only two central factories remain in operation. Indications for the coming crops are favorable and prospects are that it will be large provided weather conditions are satisfactory during the months of grinding.

The only change to note in the refined sugar situation is a shading of 5c per 100 lbs. by one of the American refiners, making the net selling price for granulated now 4.95c, thus reducing the margin between raws and refined to 64c per 100 lbs.

Locally there have not been any changes, and the market is without special indications at the moment. Apparently there is not much new business but prices are firmly maintained and only two refiners have sugar to offer. Our quotations are as follows:

Paris lumps, in 50-lb. boxes.....	5 38
" " in 100-lb.	5 28
St. Lawrence granulated.....	4 73
Rednath's granulated.....	4 73
Acadia granulated.....	4 63
Berlin granulated.....	4 63
Domestic beet, granulated, 1902 (off grade).....	4 43
Phoenix.....	4 63
Bright coffee.....	4 53
Bright yellow.....	4 48
No. 3 yellow.....	4 43
No. 2.....	4 23
No. 1.....	4 13
Granulated and yellow, 100-lb. bags, 10c. less than bbls.	

Order Them

They are as staple as anything you have in your stock.

McGregor's Preserved Pineapple and Marmalade

Send for sample case if you do not know how good they are.

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

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, \$27.00; in ash, \$24.00, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,
PICKERING, ONT.

EGGS

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

CORRESPONDENCE SOLICITED.

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

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

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

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

SYRUPS AND MOLASSES.

Considerable business is reported in New Orleans molasses for the week, prices being fully 1c higher than they were two weeks ago. Trade during the Summer has been slack as usual in syrups and molasses, but it may be expected to pick up from now on. There are no special features of the syrup market to record. Our quotations are as follows:

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

TEAS.

Business in tea has been rather quiet during the past week. Cable reports state that cold weather has set in and that the quantity of tea for price for this reason will in all probability be much curtailed. Well informed buyers apparently are not looking for lower prices than exist at the present time and in consequence there has been more buying in Calcutta during the past week than for several weeks previous.

Japans are unchanged and selling slowly. The same remark applies to green teas generally, with prices becoming established on a fixed basis. Our quotations are as follows:

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

COFFEES

Very little buying is reported for the week on account of the excessively high prices ruling. Purchasers' ideas are that the coffee market will be easier in the near future and they are buying to fill immediate requirements only. The lowest quotation on Rios is 9c, prices laid down ruling on the street at 9 to 9 3/4c.

In mild coffees there is very little change, although the feeling is strong and there are prospects of an advance. Mochas are higher as well as West Indians, while other mild grades hold about normal.

Wholesalers report that September business is away ahead of last year's. The demand for coffee from now on may be expected to improve owing to the season.

During the week the tendency of speculative prices in New York was towards a higher basis. At the close, however, part of the advance was lost.

The buying in the speculative market was induced by the bullish character of the crop cables received from Brazil. Of the numerous Brazil cables received they have, with few exceptions, reported unfavorable prospects for the growing Brazil crops, and the estimates of the present Santos crop now current range from 6,250,000 to 6,750,000 bags. The receipts of Santos coffee thus far this season, it is true, are larger than for the same time last year and also in 1902, but the information received during the week from Brazil quite generally stated that the receipts in October will show a falling off.

Although there has been more activity to the trading in the speculative market, the trade demand for actual coffee has continued limited, the interior trade still showing a disposition to hold back and await developments. The large visible stock of coffee and the indications that on October 1 the world's visible supply of coffee will exceed 14,000,000 bags have a tendency to hold trade interests in check. Believers in the market continue to argue that although the world's visible supply of coffee is slightly larger than a year ago, that the invisible stock of coffee, owing to the comparatively small takings by the trade the past six months, is much smaller than a year ago, and that the total world's supply of coffee is therefore smaller than at this time last year.

We quote the following prices:

Green Rios, No. 7	Per lb.
“ “ No. 8	0 09 1/2 0 10
“ “ No. 5	0 11
“ “ No. 4	0 11 1/2
“ “ No. 3	0 12
“ Mocha	0 21 0 25
“ Java	0 22 0 35
“ Santos	0 10 1/2 0 12 1/2
“ Plantation Ceylon	0 26 0 35
“ Porto Rico	0 22 0 25
“ Guatemala	0 22 0 25
“ Jamaica	0 15 0 20
“ Maracaibo	0 16 0 23

RICE AND TAPIOCA.

There are no changes to report this week in either the rice or tapioca market. The heavy stocks of tapioca held all Summer are beginning to dwindle and for the time being the market is a shade firmer. Regular shipments, however, are expected to arrive in 6 weeks,

which will quote the

Rice, stand. B.
Patna.....
Japan.....
Sago.....

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Peppers, blk.
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100-110s.....
90-100s.....
80-90s.....
70-80s.....

Lemon.....
Orange.....

Tapnets.....
Naturals.....

Californian et

Californian et

which will adjust the irregularity. We quote the following prices:

Rice, stand. B.	Per lb. 0 03½	Tapioca, staple.	Per lb. 0 03½
Patna.	0 05	double goat	0 04½
Japan.	0 06	Carolina rice.	0 08
Sago.	0 03½		

SPICES.

The activity of the spice market shows no signs of abatement. Peppers continue firm and the clove market is stronger if anything than last week. There are no other special features to record. Our quotations are as follows:

Peppers, blk	Per lb. 0 18	Cloves, whole.	Per lb. 0 25
white.	0 23	Cream of tartar.	0 25
Ginger.	0 18	Allspice.	0 14

Foreign Dried Fruits

The Valencia raisin market is unchanged although latest cables advise an advance in primary markets. Raisins and currants generally are working at about the same level as last week. Malaga raisins are fixed at practically the same price as last year, since the crop is not larger than last year's and barely sufficient to meet the consumptive demand, being less than 1,000,000 boxes all told. Malagas are not being offered at lower prices for later than for prompt shipment. Last year later actually cost more than early shipments, although this is contrary to the usual rule and it looks as if the same thing would be repeated this year.

California raisins are in a stronger position as to prices than a week ago, fancies having advanced 1-4c. In the interval the seeders' combination and the Raisin Association have come together and prices are fixed for old seeded at 1-2c above what was being currently quoted by firms disposed to cut prices in anticipation of the arrangement with the association possibly falling through. Any orders, however, given on these cut quotations were not executed as the parties forming the combination had control of the fruit during the process of negotiation. It would therefore be correct to say no change in prices has taken place. Our quotations are as follows:

PRUNES.

100-110s	Per lb. 0 04	60-70s	Per lb. 0 06½
90-100s	0 05	50-60s	0 07
80-90s	0 05½	40-50s	0 07½
70-80s	0 06	30-40s	0 08½

CANDIED PEELS.

Lemon.	Per lb. 0 10	Citron	Per lb. 0 15
Orange	0 11		

FIGS

Tapnets.	Per lb. 0 03½	Elemes.	Per lb. 0 09
Naturals.	0 06½		

APRICOTS.

Californian evaporated.	Per lb. 0 12½
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PEACHES.

Californian evaporated.	Per lb. 0 08½
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CURRENTS.

Fine Filistras.	Per lb. 0 04½	Vostizzas.	Per lb. 0 07
Patras.	0 06		

RAISINS.

Valencia, fine off-stalk	Per lb. 0 07½
selected.	0 07
selected layers.	0 07½
Sultana.	0 06½
Californian seeded, 12-oz.	0 09
1-lb. boxes.	0 10½
unseeded, 2-crown.	0 08
3-crown.	0 08½
4-crown.	0 09

DATES.

Hallowees.	Per lb. 0 03½	Fards.	Per lb. 0 08½
Sairs.	0 03½		

FOREIGN NUTS.

Reports state that walnuts are not maturing well on account of hot winds. At present there is a fair demand for everything on the list. Prices remain unchanged. The market in Valencia shelled almonds is firmer owing to the high price of the Italian product, and the same remarks apply to Tarragona almonds. We quote the following prices:

Peanuts, green, per lb.	0 08
roasted.	0 10
Spanish, green, per lb.	0 09
roasted.	0 10
Japanese, green, per lb.	0 09
roasted.	0 11
Almonds, Tarragona, per lb.	0 12
Walnuts, Grenoble.	0 12
Bordeaux.	0 10
Filberts, per lb.	0 11
Pecans, per lb.	0 14
Brazils.	0 15
Cocoanuts, Jamaica, per sack.	4 00

DRIED FISH.

The volume of trade in dried fish is growing steadily as the Fall and Winter season advances. During the week there has been a decided improvement in the demand, particularly for prepared codfish "Acadia" brand, which was recently introduced on this market. Labrador herring is on the market for the first time this season. Our quotations are as follows:

Boneless fish, per lb.	0 04½
Cod fish, 1-lb. bricks.	0 06½
Pure cod, per lb.	0 10
Quail-on-toast, per lb.	0 05½
Filched cod fish, in cases of 100 lbs., per lb.	0 06
Labrador herring, per bbl.	6 00
per ½ bbl.	3 25

BIRD SEED.

Firm prices have ruled in the bird-seed market during the week, with stocks of seed growing scarcer. Certain dealers are seriously considering withdrawing quotations on canary seed per pound, believing that all their supplies will be required for packages. We quote the following prices:

Canary seed, per lb.	0 06
Hemp.	0 04½

EVAPORATED APPLES.

Old evaporated apples are exhausted. New will be on the market next week and will be sold by the wholesalers at from 53-4 to 61-2c.

Country Produce.

EGGS.

Eggs are arriving in fairly free quantities. Commission men are beginning

to handle larger quantities as dealers take their wagons off the route. This will not be general until about October 1. There is little change in the price, and it is likely that present quotations—18 to 19 cents—will rule without change for some time. Were prices regular an advance would be on very soon. Should frost soon come the hens will stop laying, but it is thought supplies will have to be much shorter in order to raise the present level. It is possible, too, that the stoppage of competition between the dealers will help to keep prices down.

HONEY

Trade in honey continues good with a sharper demand. During the week under review the price of extracted clover advanced 1c per lb. Otherwise quotations remain unchanged. We quote the following:

Honey, extracted clover, per lb.	0 08
sections, No 1, per doz.	1 75
No. 2, "	1 50

BEANS.

The demand for this article is improving. Prices remain unchanged. Our quotations are as follows:

Beans, mixed, per bush.	1 25
prime.	1 35
handpicked, per bush.	1 50
Lima, per lb.	0 06½

Green Fruits.

During the week three cars of California fruit arrived on the local market. These cars comprised pears, grapes and peaches. The quantity of pears arriving was small while on the other hand there was a good supply of peaches. First class quality of Tokay grapes are offering this week and selling well.

The season for late Valencia oranges is practically over and Jamaica stock is taking their place. These oranges are selling at \$6 per barrel and at from \$3.25 to \$3.50 per box. Reports state that the crop is very good. Cape Cod cranberries are selling at \$9 per barrel and \$3.25 per crate. A good supply and poor demand has caused a drop in bananas of 25c on large bunches and 10c on 8's. California peaches are plentiful and have dropped from 25 to 50c per crate.

Canadian fruit arrived in large quantities during the week under review with the exception of pears. A better variety of apples is now being offered which is bringing stiffer prices. Cantaloupes are becoming scarcer, resulting in an advance of from 10 to 15c on crates, while baskets have become firmer although at present there is no material change in quotations. The season for "watermelons" is practically over.

indicating considerable increase this season. Molasses is considerably stronger, and 28c is the ruling price now. Coffee remains firm and interesting. The immense increase in the world's visible supply of about 49,000 tons, was more than had been expected. Prices are well maintained. Spices are in good demand, although there is a quiet tone prevailing in the market, most articles seem to be assuming a firmer tendency. No abundant supplies are coming forward of flake tapioca. Sagos are selling steadily. Arrowroot is considered in a stagnant condition, the demand being largely for manufacturing purposes. Black and white peppers remain firm, with a tendency towards the advance. This condition will likely continue for some time. The consumptive demand for Pimento has so increased that the drop in price has been very gradual. For Jamaica ginger the prices are weak and the demand has slackened. There is a steady demand for canary seed, which is stiffer in price. The Spanish crop is likely to supersede a portion of the Turkish birdseed. Low grade teas have advanced one cent, but the tea market generally is not very interesting. Canned goods are exciting more interest as the new prices appear, the latest being pears and peaches. There is some alarm over the scarcity of tomatoes. Dried fruits become interesting now as the holiday season orders are being placed. Soft shell almonds are much easier in price. Green fruits and vegetables are in the markets in abundance, and are maintaining firmness. Flour is a strong feature, having advanced thirty cents.

SUGAR.

Sugar is strong. The prospects of cane sugar throughout the world point to some increase in production, more particularly in the important countries of Java and Cuba, though here and there a small falling off is looked for. During the past week a much easier feeling has developed in the foreign market for raw beet sugar, and prices have declined 1½d with the September option quoted at 10s 8½d. The impression given by this reaction in the prices for beet, is that a temporary weakness has been caused by profit-takers, commonly called speculators, because there has been no development in the sugar situation to cause any uneasiness. In spite of these facts raw cane sugar has shown strength and the prices show an advance of 1½d with centrifugals quoted at 11s 9d, and muscovados quoted at 10s 9d. Recent advices abroad state that crop reports from Austria continue poor. In Hungary some factories have started working and acknowledge a very rich root giving sixteen per cent. sugar. As regards Germany, a good deal of rain has fallen in certain districts and undoubtedly has done good on rich and

cultivated soil, but on light land it may have come too late. From other countries reports have been satisfactory, though France does not send such favorable accounts as hitherto. The volume of local business is first-rate. We quote :

Granulated, bbls.....	\$4 65
" " 1-bbls.....	4 80
" " bags.....	4 55
Paris lump, boxes and bbls.....	5 15
" " boxes and 1-bbls.....	5 15
Extra ground, bbls.....	5 00
" " 50-lb. boxes.....	5 20
" " 25-lb. boxes.....	5 30
Powdered, bbls.....	4 80
" " 50-lb. boxes.....	5 00
Phoenix.....	4 55
Bright coffee.....	4 40
" " yellow.....	4 35
No. 3 yellow.....	4 15
No. 2 ".....	4 05
No. 1 " bbls.....	3 95
" " bags.....	3 45
Raw Trinidad.....	3 45
Trinidad crystals.....	3 55

SYRUPS AND MOLASSES.

A strong tone has set in in the molasses market and the ruling price for Barbadoes in puncheons is 28c. The prophesied advance has taken place and it is expected that prices may go still higher before the first week in October. We quote :

Barbadoes, in puncheons.....	0 28
" " in barrels.....	0 30
" " in half-barrels.....	0 31
New Orleans.....	0 22
Antigua.....	0 25
Porto Rico.....	0 45
Corn syrups, bbls.....	0 02
" " 1-bbls.....	0 03
" " 1-bbls.....	0 03
" " 38-lb. pails.....	1 30
" " 25-lb. pails.....	0 90
Bbls., per 100 lb.....	2 75
1-bbls.....	2 75
Kegs.....	3 00
Cases, 2-lb. tins, 2 doz. per case.....	1 35
" " 5-lb. " 1 doz. ".....	2 25
" " 10-lb. " 1 doz. ".....	2 25
" " 20-lb. " 1 doz. ".....	2 10

COFFEE.

Coffee maintains its strength, and from abroad it is learned that the deliveries last month were on a larger scale. Nevertheless for the eight months for this year there has been a falling off of deliveries to the extent of 20,000 tons. This has not been caused by a decreased consumption, therefore the indications are that during the next four months the demand for coffee will be improved greatly. A slight reaction has taken place in Colombian coffee which a short time ago advanced above its relative value. Considerable inquiry has been noted for really first-class Costa Rica, but the crop has been very poor this year and the fine quality stock is hard to obtain. We quote :

Good Calcuttas.....	0 10	0 10
Choice ".....	0 11	0 12
Jamaica coffee.....	0 10	0 11
Java.....	0 18	0 22
Mocha.....	0 16	0 19
Rio.....	0 08	0 09

SPICES.

Spices of all kinds are steady and firm. Black and white pepper are still advancing in price. Ginger is considerably easier, while the price of cloves is still high and is likely to continue in that direction. We quote :

Peppers, black.....	0 17	0 19
" " white.....	0 22	0 28
Ginger.....	0 17	0 24
Cloves, whole.....	0 25	0 35
Cream of tartar.....	0 25	0 30
Allspice.....	0 14	0 17

TEA.

Common grades of tea have advanced all around one cent. Indian teas of medium grade have met with good inquiry, especially the Assam growths, and prices generally are steady. In Ceylon teas a good tone is prevalent throughout. Broken Pekoes continue in good demand and the advance recently established in the medium and better sorts is sustained. Dodwell & Co., Limited, the big Colombo tea firm, report that the demand for green teas has apparently ceased, the offerings of some 21,878 lbs. being entirely neglected. The average price for the sale held on the 10th inst. was 37c, as compared with 35c for the previous sale, and 40c for the corresponding sale last year. We quote :

Japans—Fine.....	0 25	0 28
" " Medium.....	0 20	0 24
" " Good common.....	0 18	0 18
" " Common.....	0 12	0 15
Ceylon—Broken Pekoe.....	0 25	0 38
" " Pekoes.....	0 17	0 20
" " Pekoe Souchongs.....	0 15	0 20
Indian—Pekoe Souchongs.....	0 15	0 18
Ceylon greens—Young Hysons.....	0 16	0 18
" " Hysons.....	0 14	0 15
" " Gunpowders.....	0 13	0 14
China greens—Pingsuey gunpowders.....	0 12	0 12
Congous—Kaisows.....	0 12	0 12
" " Paking boxes.....	0 12	0 14

CANNED GOODS.

Unusual interest is being taken in canned goods just now, owing to the uncertainty as to what will be the ultimate result of the present position in salmon. High grade stock is very strong, in fact experienced men state that it has not been so strong for years. The supplies seem to be about one-tenth of an average quantity. There is, however, plenty of Alaskan salmon, but the better qualities are short. Country stocks seem to be very light. It is quite possible prices may be forced higher than the present ideas. Scarcity of tomatoes seems to be alarming. Corn is also scarce. New prices are out for canned pears and peaches, and these are announced herewith. Canned meats are firm and in good demand. California fruit is selling well. We quote :

Fraser River salmon.....	5 75	
Skeena ".....	5 65	
River Inlet and Lowe Inlet salmon.....	5 35	
Spring soc-eye.....	5 00	
Cohoos.....	4 00	
Humpbacks.....	2 75	
Tomatoes.....	1 05	
Corn.....	1 25	
Peas.....	0 87	1 50
String beans.....	0 85	0 90
Strawberries, preserved.....	1 40	1 60
Succotash.....	1 00	1 00
Blueberries.....	1 10	1 10
Raspberries.....	1 47	1 47
Lawtonberries, 2s.....	1 57	1 57
Raspberries, black.....	1 42	1 42
Gooseberries.....	1 63	1 63
Pears, 2s.....	1 52	1 67
" " 3s.....	2 00	2 20
Peaches, 2s.....	1 63	1 77
" " 3s.....	2 57	2 72
Plums, Lombard 2s.....	1 35	1 35
" " Green Gage, 2s.....	1 47	1 47
Cherries, red pitted, 2s.....	2 30	2 30
Baked beans, 3s.....	1 03	1 03
3-lb. apples.....	0 90	0 90
Gallon apples.....	2 20	2 20
2-lb sliced pineapples.....	2 00	2 10
Grated pineapples.....	2 40	2 40
Singapore whole pineapples.....	2 40	2 40
Pumpkins, per doz.....	0 95	0 95
Spinach.....	1 00	1 00
Sugar beets.....	0 90	1 40
Salmon, pink.....	0 90	1 00
" " spring.....	1 40	1 40
" " Rivers Inlet red sockeye.....	1 50	1 50
" " Fraser River red sockeye.....	1 50	1 70

Lobsters, talls.....	3 45
" 1-lb. flats.....	4 00
" 1-lb. flats.....	2 25
Canadian Sardines, 2s.....	3 65 4 00
California asparagus.....	4 50 5 00
Asparagus tips.....	3 50 3 75

The following is the new price list issued by the canners for 1904, pack vegetables and fruits. Other lists will be given later.

VEGETABLES.		Per doz.
Sugar beets.....	\$0 85	\$0 95
2s Asparagus Tips.....		2 50
2s Beans, Golden Wax.....		0 80
2s " Refugee or Valentine.....		0 82 1/2
2s " Crystal Wax.....		0 92 1/2
2s Peas, No. 4 " Standards.....		0 82 1/2
2s " No. 3 " Early Junes.....		0 85
2s " No. 2 " Sweet Wrinkled.....		0 95
2s " No. 1 " Extra Fine Sifted.....		1 30
2s Table Spinach.....		1 40

FRUITS.		
Pears—Flemish Beauty Bartletts and pie in 2, 2 1/2 and 3s.....	\$1 15	\$2 20
Peaches—White yellow and pie, 1 1/2s, 2s, 2 1/2s.....	1 25	2 82 1/2
3s.....	2 20	3 67 1/2
Gallon pears.....	3 15	3 67 1/2
" peaches.....	3 55	4 50
Pumpkins, 3-lb. tins.....	0 72 1/2	
Gal.....	2 50	
3-lb. squash.....	1 00	
2s Cherries, red, pitted.....	2 20	
2s " not pitted.....	1 75	
2s " black, pitted.....	2 20	
2s " black, not pitted.....	1 75	
2s " white, pitted.....	2 40	
2s " white, not pitted.....	2 00	
2s Currants, red, heavy syrup.....	1 57 1/2	
2s " red, preserved.....	1 77 1/2	
Gals. " red, standard.....	4 75	
Gals. " red, solid pack.....	7 00	
2s " black, heavy syrup.....	1 75	
2s " black, preserved.....	2 05	
Gals. " black, standard.....	5 00	
Gals. " black, solid pack.....	8 00	
2s Gooseberries, heavy syrup.....	1 62 1/2	
2s " preserved.....	1 85	
Gals. " standard.....	7 25	
2s Lawtonberries, heavy syrup.....	1 57 1/2	
2s " preserved.....	1 85	
Gals. " standard.....	4 97 1/2	
2s Pineapple, sliced.....	2 25	
2s " grated.....	2 35	
3s " whole.....	2 50	
2s Plums, Damsion, light syrup.....	1 00	
2s " heavy syrup.....	1 30	
2s " " ".....	1 57 1/2	
3s " " ".....	1 85	
Gals. " standard.....	2 95	
2s " Lombard, light syrup.....	1 05	
2s " heavy syrup.....	1 35	
2s " " ".....	1 62 1/2	
3s " " ".....	1 90	
Gals. " standard.....	3 15	
2s " Green Gage, light syrup.....	1 15	
2s " heavy syrup.....	1 47 1/2	
2s " " ".....	1 72 1/2	
3s " " ".....	2 00	
Gals. " standard.....	3 45	
2s " Egg, heavy syrup.....	1 52 1/2	
2s " " ".....	1 80	
3s " " ".....	2 10	
2s Raspberries, red, heavy syrup.....	1 40	
2s " preserved.....	1 60	
Gals. " standard.....	5 00	
Gals. " solid pack.....	8 00	
2s " black, heavy syrup.....	1 35	
2s " preserved.....	1 50	
Gals. " standard.....	4 75	
2s Rhubarb, preserved.....	1 15	
3s " standard.....	1 90	
Gals. " standard.....	2 62 1/2	
2s Strawberries, heavy syrup, 1903 pack.....	1 47 1/2	
2s " 1904 pack.....	1 60	
2s " preserved.....	1 75	
Gals. " standard.....	5 50	
Gals. " solid pack.....	8 50	

Foreign Dried Fruits.

Weak advices have come from Greece on currants, noting a decline in prices of 9d for fine Filiatras, and choice Patras, and 3s for Vostizza, in spite of the fact that the crop is estimated to be 15 per cent. smaller than a year ago. There has been a good demand for local and western buyers and considerable business has been put through on 13s 3d for fine Filiatras, 15s 3d for choice Patras, and 18s for Vostizza. Str. Jacona, which was to have sailed on the 17th, has been delayed until the 23rd, (this refers to the port of Denia.) The market there in Valencia raisins is reported firm with no change in prices. Cables received on Sultana raisins this week were weak, and reported the market 3s lower at a range of 20s to 28s.

Messrs. Watt, Scott & Goodacre report, from the importers' standpoint:

Interest, such as it is, for the week, has centred in California raisins. Although the seeders and fruit associations have at last got together, the prices resulting from this combination have not proved by any means prohibitive, and several orders for carload quantities have been confirmed. Nevertheless it cannot be said that any great enthusiasm is manifest. On the contrary the same general indifference that marks all dried fruit business this season is in evidence.

Notwithstanding the hold-offishness of buyers, the Denia market has continued without mentionable variation since first shipments were effected in August.

The Smyrna market is in favor of buyers of Sultana raisins. There is a considerable carry-over of good merchantable stock in the most important buying markets, and a reported falling off in consumption in United States.

Once more open orders for Malaga raisins, early shipment via Liverpool, are costing less than direct steamer parcels.

Last direct steamer, the Jacona, was to have left Patras on the 17th inst., but is cabled as put back to the 23rd. Market steady with upward tendency.

An old time demand has sprung up for Comadre figs. There are various causes contributing to this revival.

Further concessions are reported in Tarragona on soft shelled almonds.

Sicily filberts maintain their high level and it is claimed that only a small percentage of a small crop remains in speculators hands, balance having been transferred to export accounts.

The few thousand crates of Denia onions that arrived in Montreal, dragged in sale, but have at last passed at advancing prices into second hands. A cable from Denia reports that only 200 crates in excess of actual import orders have been consigned on the Escalona. This was anticipated, as the crop in the primary market was said to be exhausted.

We quote:

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

FIGS.		
Comadres, per tapnet.....	1 00	1 10
Elemes, per box, new.....		0 90

DATES.		
Dates, Holloweas, per lb.....	0 03	0 03 1/2

CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per b.....	0 12 1/2	
Peaches ".....	0 09 1/2	
Pears ".....	0 12 1/2	

MALAGA RAISINS.		
London Layers.....	1 75	1 90
" Connoisseur Clusters.....		2 00
" Royal Buckingham Clusters, 1/2-boxes.....		1 00
" Excelsior Windsor Clusters ".....		4 25
" " ".....		1 25

CALIFORNIAN RAISINS.		
Loose muscatels, per lb.....	0 07 1/2	0 08
" " seeded, in 1-lb. packages.....		0 10 1/2
" " in 12-oz. packages.....		0 08

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

CURRANTS.			
Fine Filiatras, per lb. in cases.....	0 04 1/2	0 05	
" " cleaned.....	0 05	0 05 1/2	
" " in 1-lb. cartons.....	0 06	0 06 1/2	
Finest Vostizzas ".....	0 06 1/2	0 07 1/2	
Amalinas.....		0 05 1/2	

SULTANA RAISINS.			
Sultana raisins, per lb.....	0 06 1/2	0 08	
" 1-lb. carton.....		0 09	
Shelled Walnuts.....	0 19	0 20	

Green Fruits.

Green fruits are active and abundant quantities of grapes and plums and peaches are on the market. Canadian apples are also present in large quantities and the prices have advanced ranging from \$1 to \$2.25. Pineapples have advanced and pears are selling freely from \$3 to \$3.75. Peaches have sold readily at \$1.50 a box, and business generally is very good. We quote:

Coconuts, per bag of 100.....	3 50
Canadian apples, in bbls.....	1 00 2 25
Pineapples, 24 to case.....	4 50
" 30 to case.....	3 50
Bananas.....	1 10 1 50
Bananas, red, per bunch.....	1 00
New Messina lemons 300's.....	3 75
" 360's.....	2 75
Peanuts, Bon Tons.....	0 12 1/2
" Sun brand.....	0 11 1/2
" Diamond G brand.....	0 09 1/2
" Coon brand.....	0 08
New Brazil.....	0 13
Sweet potatoes, per bbl.....	3 00
Limes (100).....	1 25
California peaches, per crate.....	1 65
California plums, per crate.....	2 00 2 25
California late valencias, per box.....	4 75
Verdelli lemons, 300's, per box.....	4 00
California Bartlett pears, per box.....	3 50
" " per half box.....	1 65
California grapes, per crate.....	2 50

Vegetables.

Vegetables are increasing in quantity on the markets and prices remain almost the same. Lettuce is selling at 75c per dozen bunches. Mushrooms are again advanced from 30c to \$1 a lb., which is very noticeable. Cucumbers are a little more plentiful. We quote:

Bunch lettuce, per doz. bunches.....	0 75
Radishes, per doz. bunches.....	0 20
Mushrooms, per lb.....	1 00
Mint, per doz. bunches.....	0 20
Parsley, ".....	0 20
Sage, per doz.....	1 00
Savory, per doz.....	1 00
Beets, new, per doz.....	0 25
Egg plant, per basket.....	0 75
Rhubarb, outdoor, per doz.....	0 35
Green onions, per doz.....	0 15
Green house water cress, per doz.....	0 45
Green cucumbers, per bush, hamper.....	1 25
" " per half bushel hamper.....	0 60 0 75
" " per bbl.....	3 50
" " per doz.....	0 40 0 50
Green cabbage, per doz.....	0 60
" " beans, per bush.....	1 25
Waxed beans, per bush.....	1 00
Cauliflowers, home grown, per doz.....	1 50
Green peppers, per basket.....	0 45
Michigan celery, per doz.....	0 40
Canadian celery, per doz.....	0 35

Fish.

Three ember days of the past week caused a noticeable enlivening of the fish market, although fish of all kinds is reported very scarce. Haddock is especially short, and is selling at an advanced price. Steak cod has advanced from 5c to 7c, owing to the ravages of dog fish in the fishing grounds. Fresh smoked kippers are attracting attention on the market this week, selling at \$1

The name . . .

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**Pickles,
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FOR INFORMATION ADDRESS SOLE CANADIAN AGENTS,

J. N. CREED & CO.
Halifax, N.S.

or **J. S. Creed,** . . . **MONTREAL.**
Room 525, Board of Trade.

NOTICE

As winter is approaching we beg to advise all merchants who carry

"2 in 1"

to lay in their winter supply of this polish before the frost arrives.

We thank all our customers for the great assistance they have given towards the large sales of "2 in 1" for this season.

We remain,

Yours truly,

**THE F. F. DALLEY CO.,
OF HAMILTON, LIMITED**

FIRE

We regret to advise the trade that our stock and warehouses were damaged by fire on Wednesday of this week. Business will be resumed immediately and for a short time we ask the indulgence of our friends and customers.

Temporary premises have been secured by us at 21 St. Antoine St., and immediately orders will be carried out.

L. Chaput, Fils & Cie.

Wholesale Grocers and Wine and Spirit Merchants

MONTREAL

a box. The demand for oysters has been very frequent all the week, but it will be several days yet before any malpeques are available. We quote:

Dressed bullheads	0 08
perch	0 08
Haddies	0 07 1/2
Smoked herring, per box	0 18
Fresh haddock, per lb.	0 05 1/2
Pike, round and dressed	0 11
Halibut, per lb.	0 15
Caspe salmon, fresh frozen	0 15
B. C. Salmon, fresh	0 07
Fresh steak cod	0 08
Lake trout, per lb.	0 08
Whitefish	0 08
Dore	0 08
No. 1 Labrador herring in 20-lb pails	0 75
No. 1 Herring, Labrador, per bbl.	5 00
per half bbl.	3 00
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, per keg	0 95
Holland herring, per keg	0 65
Salt mackerel, pail of 20 lbs	2 00
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
fish	0 05
loose, in 25 lb. boxes	0 04 1/2
Pure Georges cod, 40 lbs	0 07 1/2
Skinless cod, cases 100 lb. (new)	5 00
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	1 00
Canadian sardines, per 100.	3 75
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz.	2 25
Standard bulk oysters, per gal.	1 40
Selects	1 75

Country Produce.

EGGS.

Little change has taken place in the egg market, with the exception that receipts have increased considerably, nearly 700 cases having been received on Tuesday. Still while this is an increase in receipts it is considered small in quantity, thus the market is firm and a good demand from local jobbers for straight gathered stock, which sold freely at 18c to 18 1/2c per dozen, while selected stock in a jobbing way are moving at 21c.

POTATOES.

Potatoes are changing hands from 60c to 75c a bag, and as high as 80c has been realized for 80 lb. bags.

BEANS.

There is a steady feeling prevailing in the bean market, and the volume of business is small. We quote:

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

HONEY.

No improvement in the demand for honey, of which the offerings are fairly large and the tone of the market easy. We quote:

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

MAPLE PRODUCTS.

Business in maple products is very dull and prices are nominally unchanged. We quote:

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

HOPS.

Hops are selling well and the crop this year is likely to be large. Prices remain unchanged. We quote:

Choice	0 30	0 31
Fair to good	0 24	0 28

Flour and Feed.

FLOUR.

The advance of flour 30c is said to be totally unwarranted. It is entirely a

speculative value. Both the big flour milling companies of Montreal are selling Manitoba Spring wheat patents at \$5.80, and it is expected that with the bullish work of the American speculators \$6 flour may be seen before the end of the week. One of the ablest flour experts in the city stated that if the crop damage reports were true, the price of flour was too low, and if they are not true it is absurdly high, and at any rate there was no genuineness to the heavy advance. We quote:

Manitoba spring wheat patents	5 80	
strong bakers	5 50	
Winter wheat patents	5 48	
Straight rollers	5 35	
Extra	4 50	
Straight rollers, bags, 90 per cent.	2 50	2 60

ROLLED OATS.

Rolled oats are selling freely and prices remain unchanged. We quote:

Fine oatmeal, bags	2 10	
Standard oatmeal, bags	2 90	
Granulated	2 90	
Rolled oats, brls.	2 55	5 00

FEED.

Mill feed of all kinds is strong and the advance of last week has been maintained. Millers stocks are still low. Some difficulty is experienced in filling orders. We quote:

Mouillie	22 00	28 00
Ontario bran, in bulk	17 00	17 50
shorts	19 00	
Manitoba bran, in bags	19 00	
shorts	21 00	

HAY.

No change has taken place in the price of hay. Plenty of stock has been brought into the city market and good prices have been realized. We quote:

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

PROMINENT ENGLISHMAN DISCUSSES WHEAT.

MR. W. P. WOOD, for three years president of the London (England) Corn Trade Association, is at present a visitor in Montreal, where he was introduced on 'Change this week.

Mr. Wood is still actively engaged in the grain trade in England, having a house in London and another in Hull, and as he has spent the greater part of a long lifetime in the trade his views are interesting.

He said that four years ago the proportion of wheat which Canada and the United States were selling in Great Britain amounted to about seventy per cent. of the total imports, while according to the latest figures the imports from the two countries named this year would not amount to over twenty per cent. This was largely owing to the high prices existing on this side of the Atlantic, which Great Britain was not obliged to follow, owing to the Argentine, the South Russia, the

Indian and the Australian markets. Each of these had, roughly speaking, contributed twenty per cent. of the wheat imported into England this year, leaving the other twenty per cent. for Canada and the United States.

In Mr. Wood's opinion it was mainly the Indian which had saved them from what he characterized as "the extravagant American rise," in which the Canadian markets followed. The Indian crop during the present year has been a large one, amounting to some 380,000,000 bushels.

"India," said Mr. Wood, "is unlike other countries in respect to its crops. At times she has grown only a comparatively small amount of wheat, but at the same time she has been a very large exporter. This is accounted for by the fact that the natives do not confine themselves to any one grain for consumption. If rice, millet and barley or any one of them, is relatively cheaper than wheat, then the wheat is exported, and the other grain or grains is eaten at home. Other countries must retain a certain proportion of the wheat crop for home consumption; not so with India.

SHIPMENTS FROM EAST.

"The grain shipments from the great Eastern Empire to the continental ports of Europe have very largely increased within the past few years, to many of which it is furnishing more grain than all other countries put together."

The character of the wheat Mr. Wood described as hard and dry, and for these reasons it is found extremely profitable by the British millers. It lacks sweetness, however, and to make good flour must be mixed with a wheat such as our best Manitoba.

One of the peculiarities of Argentine wheat is its lack of uniformity. It seems that the wheat growers of the Argentine are very largely emigrants from other countries, such as France and Belgium. These settlers have not only brought out their own seed, but also their own methods of cultivation, the consequence being that there are on the market a half dozen types of wheat, each distinct and separate from the other. Of course the value of these different wheats varies as does the type, and sometimes an English importer receives a varied assortment all in one cargo. This trouble is greatly augmented by the fact that grain elevators are as yet almost an unknown quantity in the Argentine Republic, and Mr. Wood was of the opinion that a great part of the trouble would subside when the Argentinians were able to have their grains properly sorted and handled by good elevator systems.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C.
Kirkwood,

TORONTO.

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

The Hand of the Expert.

THERE is no lack in the number of men able to write good "copy." One has but to pick up the magazine, or the newspaper, and read over the advertisements of the larger advertisers to discover how smooth the style is, how aptly everything is expressed, how interesting is the story. One is pretty safe in concluding that every bit of such advertising has been prepared by the trained writer,—a man whose daily task is a traffic in words. It follows with all certainty that the man skilled in the choice of words, who has learned the economies of speech, whose mind is concerned with the problem of influencing other minds, to persuade them to buy the things whereof they write,—it follows that such a man can write advertisements infinitely better than can he who takes up his pen reluctantly and who labors long and hard in an effort to write a good advertisement. Every man to his trade. It is strictly business for the merchant who feels that he cannot prepare good copy to entrust this work to a trained writer. It will cost money to give out this work—\$5 a month, \$10 a month, \$25 a month,—but it will be money well spent. The good that will result from the work of the trained writer may not be perceived immediately, but the effect and the returns are as certain as the sunrise.

Proofs of the rightness of such a declaration are readily forthcoming. The writer has in mind the case of a grocer in a Canadian city whose advertisements are being prepared by a professional writer who resides many hundreds of miles away. The advertisement appears daily, and is of small size, but it stands out sharp and clear on a page that is given up entirely to advertising. This merchant pays \$5 a month for the service given. He supplies an outline suggestion of what he wishes advertised, and leaves the rest to the man whom he employs to prepare his advertisements. The results have been satisfactory in the highest degree, and the \$5 charge is paid with genuine pleasure. This man's advertising has a freshness, a directness, a charm not found in his competitors' announcements of larger size. This

store has acquired a reputation for goodness that stands it in good stead every day of the year. The proprietor who before was not more aggressive than his fellow merchants has caught the enthusiasm of his own advertising, and has responded to its spirit of superiority. His windows are better dressed, his counters have been made more inviting. His salesmen have smartened up. The good done him and his business has evidence in the daily sales, and the prospects of this store are of the brightest. It is upwards of a year since

Aromatic Black Pepper

Don't you prefer the pepper absolutely clean and pure?

New Process Black Pepper is absolutely pure and without a particle of dust.

And possesses an appetizing aroma that you won't find in any other.

Why not use the best?

In tins, 10c, 15c, 50c.

OTHER AROMATIC SPICES.

Cayenne Pepper.....	15c. and 25c.
Allspice.....	10c. and 15c.
Jamaica Ginger.....	15c. and 25c.
Ginger.....	10c. and 15c.
Cloves.....	15c. and 25c.
Cinnamon.....	15c. and 25c.
Mustard.....	10c. and 25c.
Mace.....	20c.
Sage.....	10c.
Thyme.....	10c.
Savory.....	10c.
Marjoram.....	15c.

If the grocer can't write such an advertisement himself, let him engage some one who is able. It will cost \$25 or \$50 a year possibly, but it is money well spent.

the new influence began to be exerted. It has cost the merchant so far \$50 for the service of an expert. He has made several times that amount in extra profits, and has given a spurt to his business that is worth in prospect no small sum.

This history can be repeated in hundreds of instances, and one of the gratifying signs of the times is that merchants in all parts of the country are inquiring for the names of specialists for the preparation of their advertisements.

NEW STORE OPENED.

J. A. McCrea, grocer, Guelph, has opened a branch store at the corner of Norwich and Woolwich streets. The premises formerly occupied by the late R. Millar have been thoroughly overhauled, made into a thoroughly up-to-date grocery store, which for handsome appointments compares favorably with anything in the Province.

CALENDARS FOR HUDSON BAY.

THE handsome Calendar issued to the Wall Paper trade by Stauntons Limited, Toronto, has found appreciation and wide spread use, as is shown by the following letter:—

Quebec, Aug. 15, 1904.
Messrs. Stauntons Limited,
Toronto, Ont.

Gentlemen:—Capt. Bernier, the commander of the "Arctic" which will soon sail for Hudson Bay, etc., for 2 or 3 years, asked us to try to procure him a few of your splendid Calendars such as he has seen in our office, and which among numerous qualities has that of lasting until July, 1905. If you have a few more to dispose of in favor of Capt. Bernier we shall be pleased to receive them for him.

Yours Truly,
SYNDICAT DE QUEBEC.

EXPORTS OF JAPAN TEA.

The Grocer is in receipt of the following statistics from C. M. Bernard, agent for Bernard & Co., Yokohama, in regard to exports of tea from Japan to August 15, 1904:

	Lbs.
New York and the East.....	9,584,523
Chicago and the West.....	9,203,819
San Francisco.....	2,751,525
Canada.....	2,778,291
Total.....	24,318,158

This shows a decrease of 3,786,375 lbs. to same time last year, with the exception of New York, where there is a slight increase, and Canada, where the increase is 832,167 lbs.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, Sept. 20, 1904.

EGGS are the feature in the local market. The prices are very firm, and since last report there has been an advance. Both eastern and local eggs are very scarce, and there is a possibility of the prices remaining high for some time. Cured meats are unchanged, and lard is steady. Creamery and dairy butter are unchanged. The 100 per cent. advance in cloves is a sensational feature due to a corner of the supply and one which should not last long. Business generally is good, and there are fair prospects for a good Fall and Winter trade.

One of the points worth noticing in connection with the fruit trade is that considerable offered for sale by local dealers has been grown by local people. It is an indication of the development of the resources of the province. The peaches mentioned last week, from the gardens of Thomas Earl at Lytton, the veteran fruit grower of the province, have been a surprise to the city, and they have been pronounced in every way the equal to anything imported, while they surpass in size and color. In quotations there is little change, though oranges have stiffened, and are now \$4 per box. Mushrooms are very plentiful.

In flour there has been no change, the market remains firm.

* * *

Mr. P. A. Barry, writing from Toronto, has made a proposition to the Board of Trade of Kamloops, relative to the starting of a fruit canning industry there. The plant will put up all kinds of fruit which is grown so plentifully in the adjoining districts, and also vegetables. In connection, a factory will be operated for the manufacture of cans by an improved process of which he holds the sole right in Canada. The general opinion of the board was that the enterprise should be given every encouragement and a committee was appointed to recommend to the council that assistance should be given. The opinion of the council was that a free site should be offered, and Mr. Barry will come west to personally look over the situation.

* * *

Vinegar will soon be manufactured either in Vancouver or New Westminster. The exact location has not yet been decided upon, but the company favors this city, though if it cannot get water

concessions it will be put in New Westminster. The company is composed of local people, Mr. William Braid, wholesale dealer in teas, coffees and spices; Mr. Robert Kelly, wholesale grocer; Mr. Frank Burnett, Mr. D. S. Naismith, Mr. C. M. Marpole, and Mr. G. E. Macdonald being the principal stockholders. The vinegar works will be operated in connection with the distillery, which is now approaching completion at Sapperton, a suburb of New Westminster. The plant of the former will cost about \$10,000, and plans are now about ready. Mr. A. T. Morrow, of Hamilton, is in charge of the work at the distillery, having also invested some money in the business, and Mr. J. A. Laing, also of Hamilton, will have charge of the manufacture of the vinegar, which will be supplied to the local trade and for export. At present large quantities of vinegar are imported from England, Crosse & Blackwell's being a favorite article. There is a local product, but it is very unsatisfactory. If the new works put out something good it will find a ready market.

* * *

This Summer in Dawson has been one of steady prices, much more so than in former seasons. There have been no jumps or declines since the shipments began in the early part of the season, and the markets have at all times been well supplied with what was going, especially in fruit and vegetable lines. Now is the time that the big consignments of onions, potatoes, eggs, and such like, are going north, and one Dawson firm has 3,000 eggs and a car of butter en route, from eastern Canada.

Dawson is enjoying a very good demand from the creeks and it is now at its height, the miners stocking up in prospect of Winter. There is a keen demand from the Tanana, the new district in American territory which is now opening up, and to which there is a rush of people. Holders of produce, groceries, and other general merchandise of American make have made big profits from the Tanana trade. The American goods have gone in rapidly, while the Canadian goods have been a drug on the market. This is no reflection on Canadian goods, but the American articles were allowed to go in free, while the others were dutiable. It is a very good way the Americans have of sizing up immediately the condition of a market, and securing it for themselves. Canadians might easily and for their own benefit take a pointer from this

action. Whenever a new district is opened up, every open advantage is given, while with the Yankees they are very careful to extend the preference only to themselves. One Dawson trader offers several hundred cases of Canadian cream at a profit of ten cents a case, while there is no American cream on the market. On several hundred cases of American cream he made a profit of \$1.50 a case. Both creams are put up by the same people, only one factory is on the Canadian side of the line, and the tariff is a barrier. The Tanana trade has had the effect of cleaning the Dawson market of practically all the slow stocks of goods of American make, many of which have been in the warehouses or on shelves for years.

Live stock is being rushed into the Yukon, and a large part of these is for the Tanana also. One firm will attempt to run a drove of cattle over the trail from Valdes to Fairbanks, which is a very risky proceeding. P. Burns & Company and J. La France are the largest dealers from the Canadian side, while American shippers are increasing in number.

Mr. Frank H. Ames, president of the Ames Mercantile Company, is on a trip to Dawson, and announces that his firm will continue business there, only on a cash basis. The field, while not as good as it used to be, is still very promising, and he is thoroughly satisfied with prospects.

* * *

Windfall fruit imported into interior districts from Washington is being condemned. When Mr. Thomas Cunningham, provincial inspector, was in the interior lately he took steps to have the law rigidly enforced with beneficial results.

Hop picking at Agassiz is now in progress and 500 Indians are busy. The crop will be a good one.

The first sugar for the refinery here brought from Fiji since the Forer arrived 18 months ago was on board the steamer Manuka which had 500 tons. The freight steamer Inverness is now unloading 6,000 tons at the refinery from Java.

Mr. B. S. Weinrobe of the firm of M. Weinrobe & Company, Ladysmith, has opened up a store of general merchandise in Cumberland. Owing to the scarcity of vacant buildings he had a little difficulty in getting placed.

Mr. W. A. Johnston, who died very suddenly at Quesnel last Sunday, was formerly a partner with the late Senator

The increase in the consumption of Blue Ribbon Ceylon tea has been enormous. — Why?

There is only one answer: —

The public has preferred

**Blue Ribbon
Ceylon Tea**

GROCERS:

The Red Label—40c.
—is equal to most
50c. Teas.

In every Standard line of business it usually happens that one firm's name stands for *quality* and *excellence* above all others.

In Coffee it is **CHASE & SANBORN;** not because of luck, or chance, or good fortune, but by reason of *care, knowledge* and *experience*.

CHASE & SANBORN

The Importers, Montreal

James Reid in the construction and operation of the first roller flour mill built in Cariboo. He sold out his interest in 1894 to engage in other business.

Mr. Robert Kerr, passenger traffic agent of the C.P.R., is in Vancouver this week from Montreal, on his regular tour of inspection. He thinks British Columbia should develop into one great garden to supply the demands of the expanding territories for fruit. He is of the opinion also that grain will be brought to this coast in increasing quantities and manufactured into flour here for shipment to the Orient, where already there is a good trade in this line.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,

St. John, N. B., Sept., 1904.

SOME few weeks ago we referred in our report to the intention of a large number of our wholesale grocers forming a company for the importing of molasses. The company has now been incorporated under the name of the New Brunswick Importing Co. Besides St. John merchants the company will include the largest wholesale grocers in Fredericton, Moncton and St. Stephen. The company has power to do business in molasses, sugar, groceries, provisions and other foodstuffs. The main object, however, is the importing of molasses. The several dealers in many cases not wishing to import on their own account will find it to their advantage to be associated together. The company, being very large buyers, will be able to obtain every possible advantage in buying; all are assured of getting their supply at the very lowest figure, and while not standing for an unfair profit, they will see that a fair profit is obtained and no cutting done. It remains to be seen what will be done by those outside. While the company includes almost the entire trade, there is at least one direct importer outside and the representative of the American concern, against whom the fight has been, who, is, now that the wholesale trade have largely withdrawn their business, going direct to the retail buyer.

Another large interest of the week has been the exhibition, which gives promise of being a great success. Our local manufacturers, however, who complain so much when business goes outside, have not given it the support they should, which might stop the loss of business of which they complain. The advance in flour has been the chief matter of interest in markets, the advance now being well over one dollar.

OIL.

There is still no change in the price of burning oil. The booking of Fall business is about completed. In lubricating oils, values are unchanged. The busy season is over. Paint oils show a steady sale at firm prices. Linseed, particularly, is tending higher. In cod oil receipts are not large and prices are lower than last year. The fact that some high priced oil is carried over tends to depress the market.

Salt.

Quite a large cargo of Liverpool coarse salt is just to hand, amounting to about twelve thousand bags. There is a further cargo about due and another to arrive about the last of the month. Prices are firmly held and there is a rather improved demand. In fine salt Canadian holds the market with just fair business. In Liverpool coarse salt it is to the advantage of both importer and buyer to have orders filled from the ship's side.

Canned Goods.

This line shows little of interest. Dealers do not like the withholding of prices so late by the association. Even selling prices will be maintained by practically the entire trade. Outside packers, while they will agree to sell at a stated difference under the association, also withhold prices. Blue berries are quite plentiful. Gallon apples are freely offered but demand is light. Salmon is firmly held, particularly springs. Strawberries and peaches are firm. Local packed fish are just a fair pack.

Green Fruits.

Business is very active. Apples are being freely received and prices are lower. Gravensteins, than which there are no finer Fall apples, are now to hand. The crop in Nova Scotia is large and fine. Ontario grapes are a heavy line at this season. Oranges and lemons are firmly held. Some nice pears are being offered. Nova Scotia stock is plentiful and low. Nova Scotia plums are supplying the market. Peaches come in light supply and the price is too high for active demand.

Dried Fruits.

There seems no bottom to some lines of California fruit. 1903 loose muscates are again reduced in price. Prunes are also lower. The trade have largely bought their supply. Two grades of seeded are being imported, freshly seeded 1903 stock and new goods, and while the freshly seeded stock are splendid goods they should not be sold as new. Currants are unchanged with prices quite low. Dates are low. In peels citron is rather lower than last year. Evaporated apples are dull. In onions the market is supplied with Valentias. Some Ontario onions were sold for later

shipment at very low prices, but higher figures are now quoted. Valencia raisins are quite high and very few are being bought.

Sugar.

Market is very firm with prices unchanged. Dealers are holding full stocks.

Molasses.

A further cargo of Porto Rico arrived this week. Quite full stocks are held. Barbadoes are not so plentiful. Prices remain unchanged.

Fish.

Supply of fresh fish is light and variety small. In dry codfish high prices are still maintained. Pickled herring and smoked herring are both high with supply light. Very few pickled shad are offered. While more finnan haddies are seen, the season is yet early.

Flour, Feed and Meal.

A further advance in flour, particularly in Manitobas, is noted this week. Manitoba and Ontario flours are quite close together. Oats are rather easier with oatmeal unchanged. Local millers of cornmeal have been rather short of corn. Beans, while dull, are quoted higher. Barley has but a light demand. Split peas are high and scarce.

MANITOBA MARKETS.

Winnipeg, Sept. 17, 1904.

FOR the past week the weather has been very unpropitious and has to a large extent stalled threshing operations throughout the Northwest. The first car of No. 1 hard which arrived in the other day was pronounced by the members of the Grain Exchange an excellent sample. All markets are active and fairly firm with the exception of the flour market, which has taken a sudden jump, and rolled oats which are now quoted all around at 5c advance on last week's market.

Sugar.

The market is still quoting sugar at the advanced price. Montreal granulated in barrels at \$5.30, in sacks \$5.20; yellows, \$4.70; Wallaceburg the market quotes in barrels at \$5.20 and in sacks \$5.10.

Evaporated and Dried Fruit.

The market continues quite firm. The new stock of Valencia raisins will be available in the course of about two weeks and evaporated apples will be on the market some time in November.

Rolled Oats.

The market is firmer and slightly in advance of last week, quoting 80-lb. sacks at \$2.30, 40-lb. sacks at \$2.35,

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20-lb. sacks at \$2.40, 8-lb. sacks at \$2.70, and 6-lb. sacks at \$2.90.

Canned Fruits.

The market is quite firm at present, but, as the canners are now only filling about 50 per cent. of their orders for strawberries owing to the scarcity of this fruit, we may look for an advance in this line. Strawberries at present are quoted at \$3.25 per case; raspberries at \$3 per case of 2 dozen; jams, including Aylmer's and Upton's in the pails are now quoted at 47 1-2c per pail.

Canned Vegetables.

The market reports a general firmness in all varieties of canned vegetables, quoting canned beans at \$1.80 to \$1.90 per case; and canned pears at \$1.90 per case.

Coffee.

The market is still stiffening up prices. Quotation on green Rio is now 10 1-2 to 11c per lb.

Canned Fish.

Shipments of the new catch of salmon are now on the market, quoting Sockeye salmon at the advanced price of \$7 per case.

Flour.

The market has again advanced and now quotes No. 1 patent at \$2.90, No. 2 at \$2.70, No. 3 at \$2.10, and No. 4 at \$1.55.

Cornmeal.

The market is firm, quoting cornmeal per sack at \$1.75 and 90c per 1-2 sack.

Green Fruit.

The market continues very active. Oranges are quoted according to quality from \$5.50 to \$6; California lemons at \$5; Montana crabapples at \$2.25; Washington Italian plums at \$1.25; Hungarian plums, \$1.50; Washington peaches, \$1.25; Washington pears, \$1.25 per case; Ontario apples, \$3 per barrel; Gravenstein apples, \$3.50 per barrel; Ontario basket apples, 75c; Ontario basket tomatoes, 75c; Ontario basket pears, 75c; Ontario basket grapes, 65c; California Tokay grapes, \$3 per case; bananas, \$2.75 to \$3 per bunch; musk melons, per case, \$2.50; Chinese figs, per case, \$2; dates, per lb., 5 1-2c; green tomatoes, 2 1-2c; sweet potatoes, per case \$5; Spanish onions, per case, \$1.50; and celery, per dozen bunches, 40c.

Eggs.

The market is very active and slightly firmer with a good demand for strictly

No Competition . .


There are two ways to get away from competition.

One is to turn out poor goods and undersell everybody.

The other, to make the Best Goods.

The public are quick to recognize Quality and have always awarded First Place to

Clark's Sliced Smoked Beef

 <p>This design a guarantee of quality</p>	<p>WATERPROOF WRAPPING PAPER</p> <p>For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre therefore it will not soil or stain delicate goods as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.</p>
	<p>CANADA PAPER CO. TORONTO LIMITED MONTREAL</p> <p>SAMPLES AND PRICES WITH PLEASURE.</p>

EPPS'S

GRATEFUL.
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

fresh eggs. Supplies from the country are very light and eggs are now jobbing to the trade at 20c to 21c per dozen.

IMPORTANT LEGAL DECISION.

THE grocer, as well as the general merchant, will be interested in the ruling of the judge in the recent dispute between H. K. Wampole & Co., proprietary medicine manufacturers, Toronto, and J. T. Lyons, druggist, Montreal, the former of whom petitioned for an injunction to prevent the latter from selling Wampole's Tasteless Cod Liver Oil for less than one dollar. The decision is as follows:

The plaintiff presents a petition for an injunction to prevent defendant, druggist, of Montreal, selling for less than one dollar a preparation of cod liver oil, known as Wampole's Tasteless Cod Liver Oil. He is the manufacturer of this preparation, and an agreement had been made by which the plaintiff agreed to sell the defendant his preparation at a fixed price, equal to 58 cents a

bottle, the defendant agreeing not to retail it at less than one dollar a bottle. Plaintiff alleges that defendant has violated his contract by selling it at 85 cents. He even advertises it at 68 cents, thereby causing serious and irreparable damages to plaintiff.

(1) The defendant pleads that the agreement in question is illegal and against the freedom of trade.

(2) That the agreement was cancelled by letter dated June 27, which the defendant had a perfect right to do as said agreement was for no specified time and also that he had sold all the cod liver oil purchased from plaintiff under said agreement.

(3) That the oil he was selling at 68 cents a bottle had not been bought from plaintiff but from other sources. Affidavits were produced from both parties to sustain their pretensions and had not been contradicted.

An interlocutory injunction is asked for to prevent defendant from selling at less than \$1 until the case is heard



**OUR SHEET STEEL
PRESSED BRICK**

Is an ideal covering, either for new buildings or improving old ones.

**IT IS VERY EASILY AND QUICKLY APPLIED,
GIVES PERFECT WEATHER PROOF PROTECTION,
IS FIRE, LIGHTNING AND RUST PROOF
AND COSTS VERY LITTLE.**

Consider its fine appearance—its splendid enduring qualities—and slight expense—and decide to serve your own best interests by using it.

Fulllest details of information in our catalog.

**METALLIC ROOFING CO., LIMITED,
Wholesale Manufacturers,
TORONTO, CANADA.**

Merchants Who Buy Hides

I purchase Hides, Calfskins, Sheep Pelts, Tallow and Bones. I pay spot cash, full market values, freights, customs charges. I want an agent in every town and village in Canada. I furnish the money and keep my agents fully posted. Write me for fuller particulars.

CARROLL S. PAGE, - HYDE PARK, VT.

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

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

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

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

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

Never Unsalable

Same can't be said of all
Bird Seed.

BROCK'S

is time-tried. Always sell
Brock's.

NICHOLSON & BROCK, - TORONTO

on its merits. On the question of the legality of the contract I see nothing to interfere with freedom of trade or the interest of the public in a manufacturer agreeing with a retailer that his goods be sold at a fixed price when it is to the manufacturer's interest to do so, but what interest has Wampole to stipulate that his preparation be sold at 80 or 90 per cent. profit? When I put the question to petitioner's lawyer, "What interest has your client in asking for this injunction?" he said the object was so as not to confound his preparation with others of inferior quality. This reason which is of doubtful value is not the true reason. I find the reason in the petition, in the contract itself and in an affidavit. The plaintiff's petition alleges that without an injunction to prevent defendant from selling his oil at less than \$1.00 the price agreed upon, he would suffer serious and irreparable damages, because he is sure that if he continues to cut the price that all other druggists will do likewise, considering themselves free from their similar contracts. But I do not see in this any great injury, the benefit would be for the public. I can see the injury it will do to retail druggists who reckon more on small sales and large profits; but Lyons, like the departmental stores, believes in a quick turnover and small profits and is satisfied with a profit of 10 cents on each bottle. What injury does this inflict on Wampole who still gets the same amount viz., 58 cents for his preparation? The lowering of the price and competition cannot affect him nor force him to reduce his price to the dealer. It is the Retail Druggist Association combined who have decreed that this oil shall be sold at \$1.00 and not less and it is in their interest that Wampole has brought on the present action in which he has no apparent or appreciable interest. This is evident (1). From the heading of Wampole's contract with the wholesalers (exhibit No. 1) where the policy of the members is stated as the price restrictive plan as adopted by the drug section of the Retail Merchants' Association of Canada.

(2) The contract between Lyons and Wampole (exhibit No. 2) for retailers and which reads as follows:

Contract for Retail Trade.

The Henry K. Wampole Co., of Toronto, for the protection of the trade and in pursuance of an agreement entered into with the Drug Section of the Retail Merchants' Association of Can-

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

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

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

YEARLY CONTRACT RATES.

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

SITUATIONS WANTED.

OF interest to wholesale grocers in the United Kingdom—Wanted, position as buyer of Canadian products, canned goods, fruits, vegetables, meats, apple cider, etc. For information apply CANADIAN GROCER, 88 Fleet street, London, Eng. (40)

SITUATIONS VACANT.

WANTED—Four good flour packers—at once; none but good steady men need apply. Address The Hedley Shaw Milling Co., Thorold, Ont. f

FOR SALE

BAKERY and confectionery, fine location, doing large cake trade, good dwelling, long lease, \$550. Chaplin & Stoddart, Yonge street Arcade, Toronto. f

FOR SALE—Cigar and tobacco business. 789 Queen W., Toronto. f

FOR SALE—Retail business, on Yonge street, near King, long lease, cheap to prompt buyer. Apply 442 Yonge st. f

FOR SALE—Bakery and confectionery, central, sales one hundred dollars per week. Apply McLean & Galbraith, 311 Temple Building, Toronto. f

FOR SALE—Old-established grocery, meat and liquor business, Hamilton; large and paying trade and first-class location; stock list and inventory may be seen on application; splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 304, Hamilton. (42)

GROCERY business for sale, about \$300 stock and fixtures. 96 Cumberland st., Toronto. f

GENERAL STORE—Large and new building, and general stock; cost price, \$3,000. Particulars, apply T. A. Matchett, Emo, Ont. (40)

TO LET.

TO LET—The Pioneer Tea Store, Nos. 751 and 753 Queen st. E., good business stand, immediate possession. J. B. LeRoy & Co., 710 Queen st. E., Toronto. f

ada, requires the contract set out below to be signed by the retail trade before the retail trade will be entitled to purchase Wampole's Tasteless preparation of Cod Liver Oil, etc.

Lastly, in an affidavit absolutely illegal, produced by the plaintiff wherein D. R. Moore, advocate, pretends to find existence of judiciary proceedings in a similar case where the Ozone Co., of Toronto, sued the present defendant for breaking a similar contract to this one and the existence of a judgment against defendant, but he forgets to state that the injunction referred to was only an interlocutory one. In this illegal affidavit I find, however, the real cause of the action, like the action of the Ozone Co. was because an agreement had been entered into with the retail druggists.

I conclude from these documents and the nature of the agreement that it was the retail druggists, associated and combined, who have in their own interests fixed the price of an article at \$1.00 that costs them 58 cents, thereby making a profit of nearly 80 per cent., certainly an exaggerated profit, and against the public interest. He who asks a judge to prevent another from doing a certain thing should prove like all plaintiffs an actual and tangible interest in the case and also prove that without an injunction being granted he would suffer serious and irreparable damages.

Supposing that Wampole had a personal interest in the case he has taken against Lyons for violation of contract, an interest that does not seem to me to exist, the damage would be neither serious nor irreparable. Wampole still has the right to institute an action for damages without the judge's consent. Should he succeed he can force the defendant to pay the amount of the damages. The injury he would have suffered would be reparable.

Injunctions are extraordinary proceedings, and are allowed only in cases determined by law, viz.: When the commission or the continuation of an act or an operation during the time being would cause a serious or irreparable injury.

Another reason for refusing the injunction is that the defendant did not sell any oil at a reduced price that had been bought from plaintiff, but had been obtained from other sources. The agreement between the parties was that in consideration of Wampole supplying the defendant with his oil at a price

mentioned in schedule "D" Lyons agrees not to sell at a less price than the one mentioned in schedule "E." What is the meaning of this contract? It means that if Lyons does not carry out his agreement Wampole will not be bound to sell him any more oil at the price. If Lyons had on hand any oil bought under the contract Wampole could, if the contract was a legal one, force Lyons to return it to him on returning him the amount he had paid for it, or, if not, he could claim damages. But when Lyons has no more on hand and can get some elsewhere, what right can Wampole have to prevent Lyons from disposing of it?

Oil bought elsewhere does not come under the terms of the contract. The plaintiff in his petition advances a strange pretention, that is that the contract, being for an indefinite period, cannot be annulled only by the consent of both parties. The fact is the contrary in partnerships. Any partner can terminate a contract at any time, where the length of duration of the contract has not been determined. In the present instance the parties are bound only as long as both parties consent to execute it, only that perhaps the retailer could force the manufacturer to sell him his oil at the price agreed upon as long as he had lived up to his contract. But as soon as the retailer does not wish to buy any more of his oil, or if he wishes to sell it at a reduced price, the manufacturer cannot force the retailer to buy his oil from him.

Lyons has not bound himself to do so, he simply promised to retail at \$1 oil bought directly from Wampole. Therefore Lyons, having no more oil purchased from Wampole, there is no reason to prevent him from selling Wampole's Cod Liver Oil at less than \$1 a bottle.

For these reasons I refuse the interlocutory injunction asked for, and revoke the order given ex parte in favor of the petitioner, and suspended by us until the actual judgment is given.

2nd September, 1904.

The Court of Appeal on September 16, confirmed the refusal of Judge Pagnuelo to grant the H. K. Wampole Co., an interlocutory injunction restraining J. T. Lyons from selling their dollar bottles of cod liver oil for 85 cents. The court refused to hear the appeal on the ground that an interlocutory judgment could not be carried to the higher courts without permission of a Superior Court judge.

CANADA AND FRANCE.

In order to mark the establishment of direct communication between Canada and France by the Canadian lines, Mr. Thomas Harling, the agent of the line in Montreal, last week invited the members of the Chambre de Commerce and others interested in trade with France, to go over the steamship Lake Simcoe, which sailed Friday, September 16, for Havre and Rotterdam. Among those who accepted the invitation were Mr. H. A. A. Brault, president of the chambre; the Hon. A. Desjardines, the Hon. J. D. Rolland, the Hon. J. I. Tarte, M.P., Messrs. Chas. Chaput, M. J. Perrault, S. Lachance, G. Boivin, A. V. Roy, E. Mathieu, D. Pariseau, Jos. Fortier, J. D. Couture, T. O. Labrecque, Catelli, Granger and Brisson. The party expressed admiration for the beautifully finished and comfortable vessel, which is specially designed for carrying passengers.

After lunch the toast of "The King" was duly honored, and Mr. Harling and Captain Ball replied to the toast of success to the line, proposed in felicitous terms by Mr. Brault. Mr. Harling remarked that their object in inviting the Chambre de Commerce there that day was to make the fact known that they had fairly established a direct steamship service between Canada and France. They had now made six voyages. The line was well backed up in England and capital would not be wanting to make the new enterprise a success. He had been in France lately and he found that there was plenty of freight when shippers were assured that there would be a regular service. He had seen many attempts to establish such a service, and he considered the best course was to begin in a modest way and to prove that they were deserving of confidence. In the matter of passenger traffic they were outside that close corporation, the North Atlantic Conference, and in the last few days they had had an instance of the attitude of the conference to outsiders. A passenger agent in Toronto had informed him that on instructions from the conference he could no longer do business for the Canadian lines and so he lost a good man. He had confidence in the future of the enterprise and pointed out that it was deserving of the support of commercial men on both sides because it would be advantageous to both countries to have a direct line.

THE WESTERN FAIR AT LONDON

NOTWITHSTANDING the unfavorable character of the weather, the crowds that daily thronged the exhibition buildings and grounds proved that the Western Fair had lost none of its popularity. It was unfortunate that Wednesday, when a big attendance of rural visitors was expected, turned out both wet and cold, and indeed very little warm weather was experienced during the entire run of the fair.

The Manufacturers Building was, of course, the principal attraction, and while some of the exhibits that have been prominent in previous years were

ant and growing industries, was somewhat scantily represented. London is lacking neither in brains nor industrial enterprise. It is a fair city, the centre of a rich and prosperous district, and many of its sons have risen to high positions in public life and in public esteem. Yet the stranger who visited the Western Fair (and there were thousands present from every part of the Dominion, from the States and from abroad, both distinguished and obscure) would almost certainly carry away the impression that, as a manufacturing centre the City of London was of little account. Surely there is need for a little more enterprise and patriot-

great interest by throngs of spectators from the galleries which have been erected around it.

The interior of the Agricultural and Horticultural Building was a thing of beauty and a joy to thousands. The decorations of evergreens were on a lavish scale and the exhibits of flowers and fruits were really above criticism. The display of honey was one that evoked much admiration, and it was a common remark that the exhibit was far in advance of anything that had been shewn in the same line in previous years.

The Machinery Hall was, of course, a strong drawing card, and contained a good representative display chiefly of farming machinery and agricultural implements. It was a little unfortunate, perhaps, that the stove exhibits should have been placed in the wing of this building alongside of a miscellaneous display of implements and other accessories of the farm, but no doubt the management made the best of the situation. Before long it is to be hoped a new building will be devoted exclusively to this important and rapidly growing industry.

It is only necessary to add that the amusements afforded by the midway were of the usual kind and showed no falling off in popularity. A word of praise is due to the management for the really excellent entertainment they provided in front of the grand stand. There was nothing hackneyed or "stale" in the performances of the various artists, and they kept the attention of the vast audiences from start to finish. The fireworks display was of the best and went off without a hitch.

Red Rose Tea.

One of the prettiest and daintiest booths in the Manufacturers Building was that of Red Rose Tea. The space within the booth was entirely given up to the comfort and convenience of the general public who were invited to step inside and partake of the refreshing beverage seated at the numerous tables that were placed there for the purpose. On each table which was covered with spotless damask, was placed a vase containing lovely tea roses. The decorations were red and blue and were rendered more effective by a number of Chinese lanterns that swung from the roof. The luxury of a cup of tea amid such



Exhibit of Red Rose Tea at the Western Fair, London.

absent the displays of the various manufacturers were, taken as a whole, of a high order and evinced both good taste and painstaking care. Without making invidious comparisons it may be said that perhaps the piano industry had the most complete representation, the exhibits being both numerous and of a high standard of excellence. Soap, too, was much in evidence, and too much credit cannot be awarded to the exhibitors of this necessary article for the originality and beauty of their respective displays.

Looking around the Manufacturers Building one could not but feel that the City of London itself, with its import-

ism in this matter on the part of local manufacturers. It was a matter of general comment that the cigar industry (in respect of which the City of London ranks second in importance in the Dominion) had but one representative, while the biscuit industry had no representative at all.

The management are to be congratulated on the handsome new Dairy Building that has been erected since last fair. It attracted great attention, and deservedly so, for it contained a very representative display of dairy appurtenances, while a demonstration of up-to-date butter making was given in the commodious well and followed with

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surroundings was much appreciated and a constant stream of visitors passed in and out of the booth.

The popularity of Red Rose Tea, especially in Western Ontario, has been growing by leaps and bounds, a result which the proprietor attributes in no small degree to the success of his exhibits at the Western Fair and the fact that Red Rose Tea "is good tea." Mr. Campbell, who was in charge of the booth, remarked how noticeable was the change in the attitude of the visitors since the last fair. Then the common remark was "I don't know your tea at all." Now it is "I am using your tea."

Worthington Stock Food Co.

The Worthington Drug Co., had an excellent display of their stock food in the Agricultural Building. It was built up in very artistic fashion the background being composed of five tiers of 50 and 25-pound pails. In front of these were three pyramids of tins of McDougall's sheep dip for which the Worthington Drug Co. are the Eastern Canadian agents.

The company claim to have revolutionized the price of stock foods. They put out 8-lb. boxes at 50 cents, 25-lb. pails \$1.50, and 50-lb. pails \$2.75.

Maclure & Langley.

A dainty booth was that of Maclure & Langley, where was displayed the well-known Tobler's Swiss chocolate in the form of tablets, croquettes, etc. Tobler's is one of the oldest brands of Swiss chocolate on the market, and seems to be one of the good things that have come to stay. It only requires to be tasted to be appreciated.

Cowan Co.

Much interest was evinced in the display of chocolates made by the Cowan Co., and in the demonstration of the virtues of their cocoa. The decorations of the booth, which was advantageously situated near the entrance to the Manufacturers Building, were in pink and white, varied by a quantity of yellow streamers.

Comfort Soap.

The first thing that caught the eye of the visitor on entering the Manufacturers Building was the exhibit of the Pugsley, Dingman Co., Limited. On a stand within the railing was placed a colossal bar of Comfort Soap. To the person who made the nearest guess to the weight of this a handsome upright

piano was awarded, and, needless to say, there was a great demand for guess coupons. While that was the outstanding feature of the exhibit, it was by no means all. At the further end of the booth was an artistic edifice compiled of cakes of Comfort Soap in the familiar wrappers. Altogether the exhibit was one that reflected the greatest credit on the proprietors of Comfort Soap and the booth was thronged with visitors from

Richards Pure Soap.

The Richards Pure Soap Co., of Woodstock, certainly hit upon an original idea when they introduced a real live horse into their exhibit (and a very handsome animal at that) and it proved a splendid drawing card. Guessing coupons were provided and the fortunate individual who guessed most nearly the weight of the steed became its happy owner. It was at all times difficult to get near the



Exhibit of Comfort Soap at the Western Fair, London.

early morning till closing time. The exhibit was in charge of Mr. E. J. Ecclestone, the company's western representative. For the comparatively short period that Comfort Soap has been on the market its growth in the public esteem has been phenomenal and the sale is steadily increasing every week. The company attribute a good deal of their success to the various exhibits, all of a high order, that they have made at different fairs.

booth owing to the eager crowds who pressed round to admire the milk white beauty and hazard a guess. The booth itself was in the form of an archway, the pillars on either side being built of packets of Richards Pure Soap in red wrappers. The horse standing beneath the archway was a most fitting accompaniment and gave to the whole a very realistic appearance.

The Richards Pure Soap Co. is one of the oldest in Canada, their soap hav-



Exhibit of Richards Pure Soap at the Western Fair, London.

ing been on the market now for 50 years. They have an excellent soap coupon system. The coupon is sold to the customer at the booth and is redeemable at the store of any grocer, thus saving the customer the trouble of carrying the soap round with him.

Sunlight Soap.

The exhibit of Lever Bros. was admittedly one of the most effective in the Manufacturers Building. It took the form of a dome supported by four pillars each ingeniously built of packets of "Sunlight" and "Lifebuoy" soap. The roof was built up in similar fashion and a handsome palm was placed on the apex. In the space within the railing were exposed to view the various dainty toilet soaps manufactured by Lever Bros., including "Silkskin" and "Coral," while the famous "Monkey Brand" was also conspicuous. Mr. Nichols was in attendance along with some lady helpers and all were kept busy supplying the crowds with Sunlight Soap puzzles.

Orange Meat.

Prominent among the cereal exhibits was that of the Frontenac Cereal Co., and many were the demands made on the fair attendants for samples of the popular Orange Meat. The decorations were in blue, yellow and red and the back-

ground of the booth was built of the familiar packets of Orange Meat.



Exhibit of Sunlight Soap at the Western Fair, London.

Imperial Starch Co.

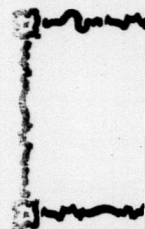
The Imperial Starch Co.'s exhibit was a notable one. It was in the shape of a triangle, the two sides of which were fitted with stands on which were displayed one above the other long rows of the different packets of the company's laundry starch, golden syrup, corn starch, etc.

Malta Vita.

The Malta Vita Co. had a display of a quiet but effective description. The decorations were in blue and yellow, to harmonize with the Malta Vita packet and the attendants were kept busy dispensing saucers of their nutritious breakfast food.

Canada Maple Exchange.

A good display of maple syrup, maple sugar and maple cream chocolates was made at the booth of the Canada Maple Exchange, Limited, of Montreal. The square booth was entirely occupied by a conical stand on which were displayed tier above tier a complete assortment of these lines.



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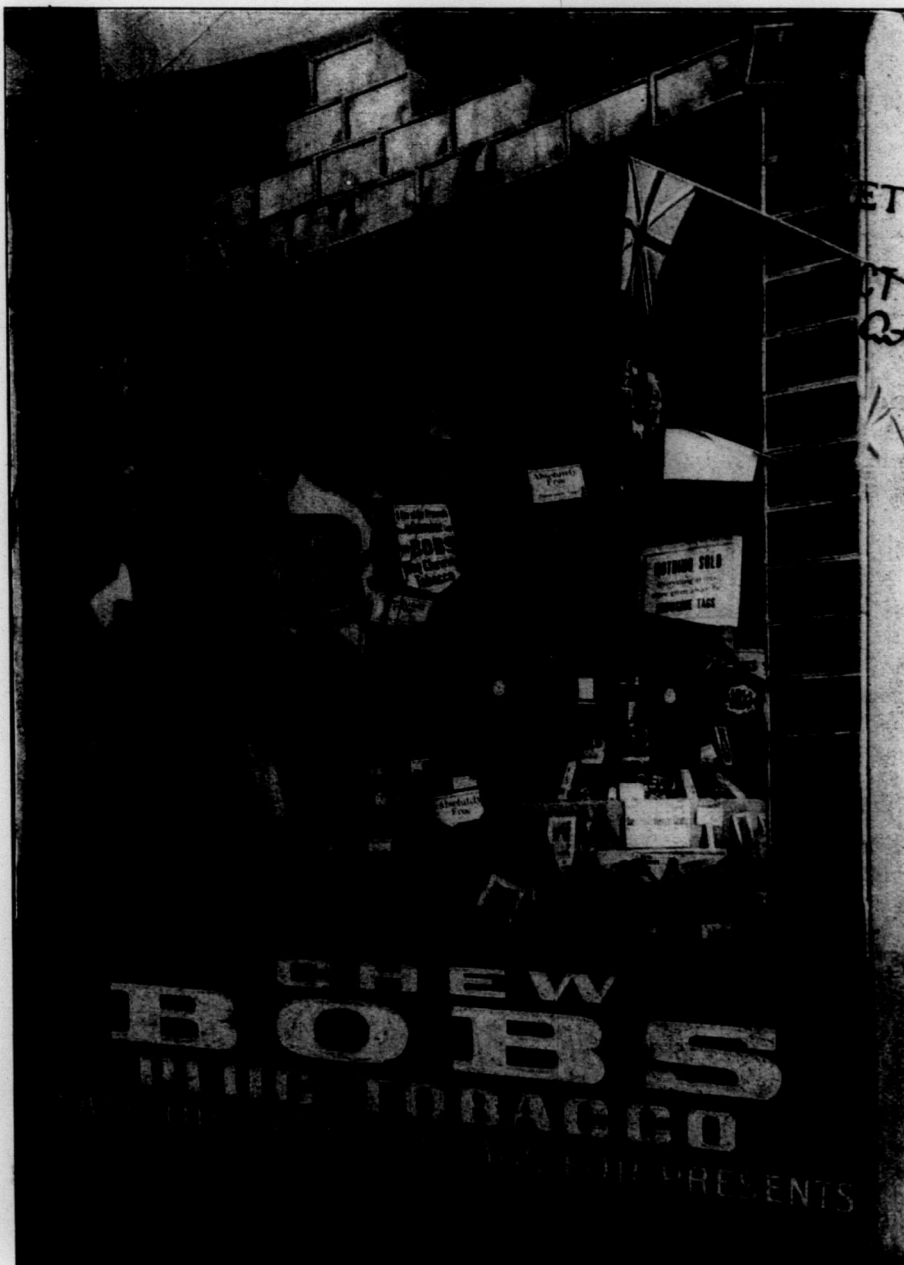
EASTERN TOWNSHIPS EXHIBITION AT SHERBROOKE.

WITH the exception of the National Exhibition at Toronto, the Eastern Townships Fair, held annually at Sherbrooke, Que., is said to be one of the most important exhibitions in the Dominion. This year the Fair opened on August 27 and lasted until September 30. To use a stereotyped expression, it was larger and better than ever, and the directors deserve congratulation for the excellent management throughout. The exhibits of forest, field, and mines were copious and varied, while the so-called circus attractions were among the best available in vaudeville circles. When it is remembered that the attendance, on what is called the best day, exceeded thirty thousand people, some idea of the magnitude of this Fair may be formed. Owing to a regrettable accident on the Grand Trunk Railway at Richmond the number of visitors to the Fair was considerably decreased on the days following the disaster.

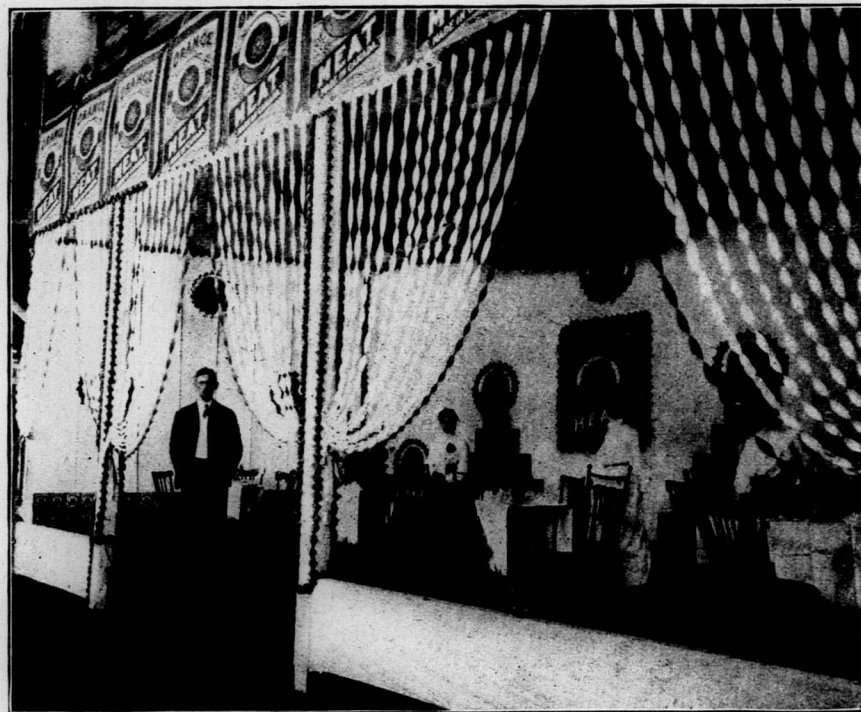
The main building always the centre of attraction, was devoted entirely to special exhibits. One of the most striking of these was that of the Ogilvie Milling Co. whose display accentuated "Royal Household Flour" in such a successful manner as to excite the admiration of hosts of visitors. The ambition of this prominent milling firm surpassed all previous ventures of exhibitors, inasmuch as under the direction of Mr. Allan Reid, they published a daily newspaper in the interests of "Royal Household" flour for three days of the Fair, and held a reception under the supervision of the manager of the Company, Col. E. H. Labelle. The whole town of Sherbrooke was emblazoned with "Royal Household Flour," four of the leading grocers having windows decorated with barrels and sacks of the flour. Mr. Patton, the Eastern Townships representative of the Ogilvie Company, assisted Col. Labelle at the reception, and hundreds of their customers from all parts of the Townships were cordially received by Col. Labelle and himself.

A word might be said about the dairy exhibit, and the special prizes for cheese awarded by the Eastern Townships Bank. The judges of the cheese were Mr. Warrington, of Montreal, and the butter A. J. Bruce and E. A. Bryce of Montreal, respectively. The horticultural exhibit was particularly fine, the corridor outside the Horticultural Building, formerly given up to fruits and vegetables be-

ing devoted this year to fruit alone. The display of eight hundred varieties of apples was something never before equalled in the Eastern Townships. Secretary W. Tomlinson was a busy man all the week, and made many friends for the Exposition. The courtesy and attention which the directors generally paid to all visitors and exhibitors deserves nothing short of the highest



Eastern Townships Fair—Exhibit of Empire Tobacco Co.



Eastern Townships Fair—Exhibit of "Orange Meat."

praise. Among the exhibits worthy of special mention were the following:

Empire Tobacco Company.

The talk of the Fair was the Empire Tobacco Co.'s exhibit just near the main entrance. Colonel Young, the smallest man in the world was there. Piled in neat array were the gifts of the premium department, including silverware of many descriptions, rifles, knives, carpenter's tools, musical instruments, chairs, sewing machines, in fact almost any useful household article. Sometimes Col. Young would stand or sit at the very top of the pyramid of presents, where he looked more a midget than down below. Piles of tobacco showed the purity and excellence of the special chewing and smoking tobaccos. In conjunction with the exhibit was a display of Houde & Co.'s goods, including more especially their Red Cross tobacco for smoking, and which is controlled by the Empire Tobacco Co. P. Menard, the representative of the company made many new friends for the Empire Tobacco Co., his exceptional tact and ability being especially valuable in promoting its interests.

Orange Meat.

The stand occupied by the Orange Meat Co. was so attractive that the Exhibition Co. could very well have paid them for having it there. Crowds of

tired people were welcomed to its pleasant precincts and served with samples of delicious breakfast food. The decorations of the stand consisted of bright yellow streamers of twisted ribbon hung first in festoons from the ceiling, then gracefully arranged with curtains of lace and netting. These coupled with

handsome posters showing halves of oranges as trade marks of the firm's food made an effect that was pleasing and sensible as an advertising force.

Tables were disposed throughout the booth attended courteously by bright faced girls. The representatives of the company were making friends all the time and in their efforts to make Orange Meat food better known they certainly succeeded to a marked degree. J. C. DePercheron won the good will and respect of all with whom he came in contact, his energy and ability being strong elements in the success of the exhibit.

The Frontenac Milling Co., of Kingston, Ont., who are the proprietors of the Orange Meat, have made a mighty success of their business and deserve congratulation. They have an excellent article and they are putting up a campaign for public favor that is brainy and forceful.

Snowdrop Flour.

C. R. Cousins, wholesale flour, grain and feed merchants, St. Johns, Que., occupied the centre space in the main building, and spared no expense nor pains to make an attractive showing of their famous "Snowdrop" flour. "Snowdrop" which is so popular with the housekeeper, has many special points of merit. It is made from a mixture of Manitoba and Ontario wheat, and is one of the best family flours made. It is



Eastern Townships Fair—Exhibit of "Snowdrop" Flour.



The Secret

of a good Brush or Broom is in the quality of material and workmanship used in its construction. To make it saleable it must also possess a good appearance.

Boeckh's Standard Brushes and Brooms

embody all these features, and in addition have a reputation of over half a century's standing, and they are without doubt the most popular on the market.

FALL CLEANING IS NOW IN PROGRESS. ARE YOU PREPARED FOR IT?

Our travellers are all on the road and will call on you shortly, but if in immediate need of goods our "Mail Order Department" is prepared to give your wants prompt attention.

OPERATING:

Boeckh's Toronto Factories.
Bryan's London Factories.
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United Factories, Limited,

Head Office: TORONTO.

BRANCHES:

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"BOECKH & BRYAN PAINTERS' BRUSHES ARE THE BEST MADE."



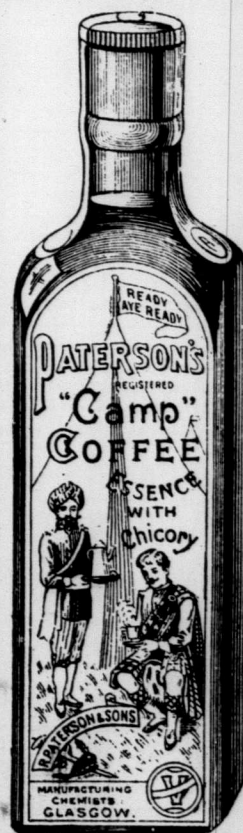
THE
HEIGHT
OF
MAPLE SYRUP
EXCELLENCE

IS FOUND IN EVERY TIN OF

"IMPERIAL BRAND"

THAT'S WHY IT SELLS SO WELL.

ROSE & LAFLAMME, Agents, MONTREAL.



WAITING IS EASY BUT UNPROFITABLE. It is quite easy to wait until you run out of

PATERSON'S CAMP COFFEE ESSENCE

before ordering more, but it is mighty unprofitable—may have a call for it any time. **THE COFFEE PROBLEM** is solved when you decide to keep well stocked with

PATERSON'S CAMP COFFEE ESSENCE

Sells well. Good profit in it.

ROSE & FALAMME
Agents, Montreal.

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Eastern Townships Fair—Exhibit of Comfort Soap.

suiting for either bread or pastry. Another merit, and a strong one, is that it is very easily "worked" which means a great deal to the busy housekeeper. Anyone having their meals at the Protestant Hospital counter could judge of the good qualities of "Snowdrop" flour, for all the bread that was used there exhibition week was made from this excellent flour. To place the "Snowdrop" flour before the public, Messrs. Cousins gave away coupons to the public, which when returned with the name were redeemable with a five pound bag of flour. The coupons were distributed and left at the exhibit, or at R. A. Bartlett's store.

C. R. Cousins is excellently located as regards shipping facilities, at St. Johns, Que., and can fill orders with despatch. Among the other well-known brands of flour which this dealer handles are "Snow Patent," "O.K.," "Strong Baker," "Golden Sheaf," "Hungarian" and "Hudson Bay," which are all strong sellers, and of established popularity. The firm is well and favorably known throughout the Eastern Townships, where it does a large business in mixed cars of flour, feed, grain and ground meals. R. C. Stewart was in charge of the exhibit.

Comfort Soap.

No stand in the main building was more generally attractive than that of

Comfort Soap. The array of pictures, dolls, lamps, clocks, plaques, flowers,

and all kinds of useful and ornamental household articles simply captured the crowds. The gifts distributed included many valuable souvenirs and naturally were appreciated by large numbers. The manner of decoration was so pleasing that the famous catchword: "Comfort Soap, it's all right" was admirably applied to both soap and exhibit.

At the booth F. D. Cockburn, assisted by F. E. Perry, were kept busy receiving old friends, in fact he and the Quebec traveler are considered almost part of the fair. They knew just how to please the public and their experience proved to be of no small value to the various assistants. The pictures on exhibition were, it was explained, merely suggestions of the art galleries in Montreal and Toronto. Pugsley, Dingman & Co., the proprietors of Comfort Soap, 18 Yonge street Arcade, Toronto; premium department and general offices 119 Confederation Life Building, Toronto and 1676 Notre Dame street, Montreal, extend a hearty welcome to the public to visit their art galleries.



Canadian National Exhibition—Exhibit of the H. J. Heinz Co.

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DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA


There are other Dutch Cocoas.

Van Houten's "beats the Dutch."

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

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

CANADA: No better Country



MOTT'S: No better Chocolate

ELITE

a cooking **Chocolate** in ¼-lb. blocks, at **30c.** per pound,

DIAMOND

a sweet **Chocolate** in 3 sizes at **24c.** per pound, are two of

Mott's list that should interest householders.

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

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. MCINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

Christmas Confectionery

Our travellers are now out with our Christmas offerings of high-grade Confectionery. The fancy boxes we are providing for the holiday trade are the richest and most beautiful ever shown in Canada.

The **French Art Boxes** come in fancy corded silk effects, and have been specially imported by us from Paris.

The **German Boxes** consist of baskets and plush covered boxes.

The **Japanese Boxes** come in wood in the usual high art productions of the Japanese. They are very popular.

In addition, we show our goods in the very choicest things turned out by Canadian box manufacturers. Grocers should wait the arrival of our salesmen before placing any orders for Christmas Confectionery. This season's goods of our showing have taken the trade by storm.

A. J. STEWART, Limited
MAKERS OF
Stewart's Fine Chocolates, TORONTO

New Crop Maple Syrup and Sugar

Prompt delivery guaranteed for **FOREST BRAND**. Freight prepaid in reasonable lots Sugar in pound and half-pound blocks. Syrup in tins, bottles and wood.

We feel quite sure the quality will please you.

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

1. Better Goods
2. At No Higher Cost
3. Square Treatment

—These are three points worth noting. They are the basis of our selling contract.

Perfection Cream Sodas

are better than the best goods you have ever handled.

They are not higher priced than others' goods that aim to be in the same class.

They make us friends, and we do our part to maintain the friendship.

Now haven't you an order?

In 3-lb. Cards and Tins.

THE **Mooney
Biscuit & Candy
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**Wm. McCann
Milling Co.**

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

A COMMERCIAL TRAVELER ON PROTECTION.

(From The Birmingham Daily Post.)

WE have received, through Messrs. Rosser, Jones & Co., of Wolverhampton, the following letter, sent to them by a commercial gentleman now traveling through Canada. It was written en route from Halifax to Montreal, and expresses the view of the tariff question as it appears to the author of the letter. He says:

"As a commercial traveler, who for fourteen years has traveled in England, but who is now traveling the States and Canada, I venture to put before your readers the very serious position England is sure to be in unless she immediately embraces the only salvation for her trade, and that is adequate protection. Under that very necessary policy this part of the world is becoming more and more progressive and successful. Under it the manufacturers are without fear of outside competition building up vast businesses, and under it the wages earner commands a fair return for his labor. Contentment reigns everywhere. It is nonsense to say the American works harder than the Englishman, that he has more brains, that the circumstances are different. I find a great amount of sameness; the only difference I find is that it is ten times easier to make a living here than at home. The people are doing well, consequently they are better buyers. No man here, if he is worth his salt, will work for a bare living. If he is a skilled man he gets thorough protection for his labor by his union, and the manufacturer has to pay in a fair proportion to his profits. He is protected from outside competition, and can charge accordingly.

"I used to hear, to refute all this, that in America living was so expensive that it neutralized all this high wage benefit. I contend that this is wrong. To start with, most American workmen own their own homes. Such necessities of life as bread and meat are cheaper. Fuel is dearer, so is clothing, but not much. You can get a good working suit of clothes for £2. Anyhow, the great point is this: the American artisan is a far better dressed man, better fed, and more extravagant than his English confrere. His children are given, free, a better education; he is thought more of. The snobs have not as yet come here who look down on a man who works, but honor him for it, and consequently give him more respect for himself. I have visited the lower parts of such large cities as San Francisco, St. Louis, and Pittsburg, but in none, except New York, have I seen a tenth part of the dirt and poverty to be seen every day in similar cities in

England. All this is due to a wise protection.

"To give an instance of what we lose by being free to foreigners: Last Sunday I met a Belgian manufacturer at the Windsor Hotel in Montreal, and he said how glad he was that Chamberlain's scheme did not look like going through. He said: 'If it had, I have already secured land in England to erect our factories. My business is that of a manufacturer of cotton blankets, and I employ 2,700 men. Nineteenth of my trade is done with India, Australia, Africa, and England; consequently I either have to close down or come over to you.' This is only one instance among many. He said he expected the day would come, but he felt confident for some time that British stupidity would hold the field

"To show you how much alive the Canadians are to their own interests I will quote an instance that just lately occurred. The Canadian Government found that a tremendous amount of logs were going into the States and but little sawn timber, consequently they prohibited the importation of logs into the States. Within three days of this becoming law the American Government prohibited sawn timber, but now impose a duty. What has happened is that the saw mills are having a great boom, and the Americans are coming over and erecting their mills in Canada.

"If our own Government had only had as much sense the same course would have been pursued with flour coming from abroad, or a hundred and one other parallel cases. It must come from the people. The voice of the men who now have only a bare living must be heard with no uncertainty. They must make no mistake at the next general election. Whether he be Liberal or Conservative, if he is in favor of the closed door protection, give him your vote. It makes me unhappy to contrast the two countries, but once get adequate protection and England can still stand in her old place as head of all nations of the world. Her sons shall not bow their heads in shame when they hear foreigners call her stupid and hide-bound, and, given protection, we shall see a steady flow back again to the Old Country of the sons who left because foreign manufactured articles took their bread out of their mouths. That the day will not long be delayed I pray daily. If long delayed the capital of the country must come over here, as investments yield more certain and larger interest. England, awake."

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PURE GOODS THAT EVERY GROCER CAN RECOMMEND ARE

Cowan's Cocoas, Chocolates, Cake Icings, &c.

COWAN'S MILK CHOCOLATE

is superior to anything in the market because it is made from the finest Chocolate and pure Canadian Milk.

The Cowan Co., Limited, Toronto

"Irresistibly
Delicious!"



One taste
will make a
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MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

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

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reputation

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The BEST
of

Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

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

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.
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40 years'

experience and thousands
of testimonials have estab-
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THE DEMAND

For **Fruits, Nuts, etc.**, during the period of **Fall Fairs** is certain to be much heavier than in former years. We carry a full line in all foreign fruits and our large daily receipts of **Domestic** products will enable us to fill all orders to your entire satisfaction.

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DAWSON Commission
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**FRUIT, PRODUCE AND
COMMISSION MERCHANTS.**

Cor. Market and
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WE BUY 

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

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

If in need of anything in fruit line, write, wire or phone, and we will fill orders at lowest prices possible. We handle all kinds of Foreign and Domestic fruit. State how to ship.

HUSBAND Bros. &
Co.

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

GREEN FRUITS

Canadian Apples in Great Britain.

MR. ALEX. McD. ALLAN, of Goderich, Ont., who has been in charge of Government exhibitions of Canadian fruit in London, Birmingham, Wolverhampton, Glasgow and Paris, comments as follows on the prospects for Canadian apples in Great Britain:

"There is a good crop of apples in England this year, but that's nothing. English apples that get into the market are little bits of things that we would use for nothing but cider if even for that. Good apples are grown in England, but they are in the cultivated orchards of rich men and for their private use. The market apples of England amount to nothing.

"Apples from other countries are sold there, namely, from Russia, Germany, France, the States and Tasmania. I have seen the products of them all, and know that they cannot compete with Canada.

"Yet Canada is not getting anything like the revenue it should from that market. It is the fault of Canadian shippers. They will not take pains.

"You can buy Canadian apples at the village stores of England cheaper than in Canada, but it will not be first-class apples. It will be seconds or refuse or stuff that should not be sent at all. The choice article is very dear, and yet the shippers will not take the care that will get them the fancy instead of the away-down price. If a shipment of fruit is not first-class throughout, it will go as inferior even if there is a lot of first-class fruit in it. That accounts for the heavy losses our shippers make.

"Hardly any packers seem to be able to tell one variety from another. They label them wrongly or get several varieties in one barrel, both of which are very objectionable to the English buyer. It is strange that hardly anybody can tell similar varieties apart well enough to pack a barrel without mixing them. Mixing not only mars the barrel but often results in loss in another way. Take Baldwins and Kings for instance. They look alike, but on the British market Baldwins bring 15 shillings and Kings 24 to 27 shillings. If Kings are put into a barrel marked Baldwins see the loss on that score alone to say nothing of the objectionable mixing.

"Then no apples should be shipped in barrels. Bushel boxes are the right thing. Retailers want that sized package, and if we do not ship our apples

that way, somebody over there makes a big profit on putting them into boxes and re-selling them. Fruit should always be shipped in cold storage. All these things, selection, packing, branding, package, and cold storage, ought to be scrupulously and faithfully looked after by Canadians, and our market is assured."

The Granby Fruit Fair.

The annual Fall exhibition of the Fruit Growers' Association of the County of Shefford opened last Thursday, and was continued until Friday, in Granby, Que. The first day was devoted chiefly to the placing and judging of exhibits. The association has been in existence for over twenty years, and is recognized as the leading horticultural exhibition in the Province of Quebec. The fair was a success.

Ten Carloads of Fruit at Auction.

A large sale of fruit, comprising some ten carloads, was held at the Montreal Fruit Auction Rooms, Walter M. Kearns, auctioneer. There were two cars of California fruit, one car of bananas, one of Michigan peaches, and six cars of Canadian fruit, including barrels and baskets.

California fruit was lower all the way round. Pears sold at \$1.30 to \$1.55 per box, and peaches at 85c to \$1.55; Tokay grapes, in four-basket carriers, going at \$1.50 each. There were also some grapes in small baskets which sold at 20 to 22½c each.

Michigan peaches, in bushel baskets, were offered. They brought \$1.60 to \$2.40 per basket. There were also some in six-basket carriers which sold at \$1.20 to \$1.65.

The car of bananas brought steady prices, being 50 to 60c per bunch.

In Canadian fruit, barrel pears brought \$1.50 to \$3.10, and barrel apples \$1.20 to \$1.80, pears being easier. In baskets, pears sold at steady prices, 20 to 30c per basket, peaches being at 47½ to 50c per basket.

Glucose Not an Adulterant.

A deputation of fruit canners from different parts of Canada waited upon the Minister of Inland Revenue, Ottawa, last week, to ask the department to sanction the use of glucose as a sweetening and preserving substance in jams and jellies made in Canada. The deputation represented that pure glucose is

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as wholesome as sugar, and claimed that it should not be classed as an adulterant.

The Minister suggested that if, when glucose was used, the word "compound" be placed on the can it would meet the requirements of the situation.

Canadian Shippers Careless.

An English correspondent suggests that more care is needed on the part of Canadian shippers of canned fruits, and refers to a recent consignment of strawberries, raspberries, plums, etc., which on being opened proved absolutely useless for the market. The flavor was not bad but the fruit was pulpy in consistency while the juice was cloudy.

The Belgian Market.

A report has recently been received from Mr. D. Treau de Coeil, the Government commercial agent in Belgium, stating that a certain quantity of green apples have been imported from Canada, while trial orders have been given for evaporated and dried apples, which in every instance have proved satisfactory. He feels confident that a large trade could be established by Canada with Belgium if proper methods to introduce Canadian goods were adopted. Canned goods, especially meats, would find a ready market. Rolled oats, green and dry fruits, furniture, machinery, bacon, lard, cheese, butter and boots and shoes are imported in large quantities, mostly from the United States. Nothing should prevent Canadians from competing for this trade with every chance of success. Some of the foregoing articles, such as cheese and bacon, being in most cases Canadian produce, are received from England and sold as English goods.

Ontario Fruit for the West.

The Ontario Department of Agriculture is making an effort to demonstrate the practicability of shipping tender fruits from South Ontario to Manitoba and the Northwest; and to this end has already arranged for trial shipments from the Niagara District to Winnipeg.

Fruit Notes.

An extensive canning factory will shortly be built at Hull, Que., to employ 150 hands and cost \$50,000.

The first carload of apples for the season from the Niagara Peninsula has been shipped for export to Dublin.

The tenth annual report of the fruit experimental stations of Ontario has been issued for distribution. The volume contains a large amount of valuable information prepared by men of experience respecting the various kinds of fruit, as well as recommendations regarding the most valuable varieties for planting in Ontario.

CRANBERRIES Fine Cape Cods. Good size and dark color. First of season. Per bbl., \$9.00; per case, \$3.25.

JAMAICA ORANGES Car just arrived. Boxes, 126's, 150's, 176's, 200's, 216's — \$3.50. Heavy, juicy and all sound.

SWEET POTATOES. Fancy Jerseys. Bright, clean goods.
CLOTH TOP BBLs., 2½ bushels, - - \$3.00
DOUBLE-HEADED BBLs., all Selected, Special, 3.75

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

P.S.—We will buy Butter, Eggs, Onions, Honey, f.o.b. your station. Write us.

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The Day Before

W. B. Stringer
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If you would only have your orders for small fruits arrive here "THE DAY BEFORE" you want it shipped we could give you better selection. We could fill from early morning arrivals—the largest and best assortment of the day. Try this plan.

Do you receive our apple report?

61 Front E., **W. B. STRINGER & CO.** Agents
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Arriving Daily—Almost Fancy Ripe **BANANAS, PINEAPPLES** and **FLORIDA TOMATOES.** Finest Quality. Prices Right.

Just in—Fresh car EXTRA FANCY NAVELS, all sizes.

Fresh arrivals—EGYPTIAN AND BERMUDA ONIONS. Mail or phone your orders.

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FINKLE & ACKERMAN
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Mfr's choice grades

Evaporated Apples

Western Dealers

Buy **APPLES** from us

Our apples are graded and packed by men familiar with requirements of European markets.

We thus give better fruit and fruit packed better. Send for quotations.

EBEN JAMES
BOARD of TRADE BLDG.
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McDOUGAL & LEMON
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Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

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

WRITE FOR OUR PRICES

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

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

Tel. Main 778.

The Food That Endures.



Paw, he says that he likes
SWISS FOOD
better than Oatmeal; maw
does, too, and so do I.—
Billy Brown.

It is the same in countless families—Scotch, Irish, English, Canadian. **SWISS FOOD** is an ideally-prepared, flaked, all-wheat food that never loses its place of popularity in the household where known. It is a food that endures when other foods rise and fall. It is beyond doubt the most staple package food offered to-day. This is why every grocer should stock it.

In 3-lb. Cartons.

**DIRECT OR THROUGH
YOUR WHOLESALE.**

P. McINTOSH & SON
Millers and Manufacturers
T O R O N T O .

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.



GLUTEN FLOUR

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

Invaluable for Diabetes

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

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

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

The Robert Greig Co., Limited, Toronto.



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FLOUR AND CEREAL FOODS

The Wheat Situation.

NOTHING of particular interest has transpired in grain circles during the past week, and local prices continue to hold considerably above an export level. It would seem that the tendency of the wheat market from now onward would be downward, especially in view of the fact that the bull interests have about succeeded in killing all the crops there are to kill.

Reports to hand within the week have been conflicting in regard to damage from rust in the west. There is no doubt that this will be less than first reported, although the loss in many parts of Manitoba, especially the south, is very heavy. In the most westerly portion of the grain-growing division of Assiniboia the wheat yield is most satisfactory, very little loss having been experienced from the depredation of rust. The same conditions also obtain up the Prince Albert line and throughout the Saskatchewan generally.

Various estimates have been made as to the probable crop yield. It is now thought that the total loss to the country from rust will not be less than 25 per cent., and that the entire wheat yield will be between 50 and 55 million bushels. By way of compensation it may be added that a moderate yield and good prices usually mean more to the farmers than a heavy yield and low prices, and the advanced market rates assured will in all probability bring to the country quite as great a measure of prosperity as has ever been enjoyed in the Great West. The Ogilvie Flour Mills Co. estimates the total crop for the Dominion at 72,000,000 bushels; the requirements of home consumption and seed at 36,000,000 bushels, leaving 36,000,000 bushels available for export.

Rain and snow have interfered with threshing in Manitoba and have reduced the quality of grain in stock. The damage from frost so far is estimated at from 20 to 25 per cent. Receipts of wheat to date grade high.

According to Bradstreet's, uncut Spring wheat has suffered some damage in the Northwestern States. A serious shortage in the Spring wheat yield is now an admitted fact, and estimates of the total yield range from 500,000,000 to 540,000,000 bushels, a decline of over

100,000,000 bushels from a year ago. Thus it is not likely that the United States will be able to export as much as 68,000,000 bushels, which were the figures for 1903, because, at present prices, foreign demand for American wheat ceases, and even the flour trade is crippled. It would seem that the Pacific Coast would be more likely to do whatever export business is offered, that section having more of a surplus available than the sections east of the Rockies.

Broomhall reports an increase of 20 per cent. in Argentine wheat acreage. Four large provinces last year cultivated 10,125,000 acres, which would make now 12,250,000 acres, and on yield 12 bush. per acre produce 144,000,000 bush. if they have an average yield.

Visible supply on this continent is 14,010,000 bush., an increase of 895,000 bush. against visible 13,115,000 bush., an increase of 301,000 bush. a week ago, when it was 15,917,000 bush., and two years ago was 22,526,000 bush., three years ago 32,625,000 bush. Exports last week were 935,834 bush. against 1,996,511 bush. the previous week and 1,909,083 bush. a year ago.

Total exports, wheat and flour since July 1, 1904, are 15,396,983 bush., against 36,130,933 in 1903.

Amount on passage to England, 23,320,000 bush., and to Continent, 13,840,000 bush., total 36,160,000, decrease 880,000 bush. Was 27,840,000 bush. a year ago, and 28,640,000 two years ago, and 29,040,000 three years ago. English farmers delivered last week 415,200 bush. at an average of 89½c, down ¾c. against 361,600 bush. a year ago at 82¼c per bush. Russia shipped 4,376,000 bush. against previous week 4,225,000 bush., and 4,824,000 bush. a year ago. Total since Aug. 1, 16,928,000 bush., against 16,808,000 bush. a year ago. Shipment of wheat from the Argentine last week was 624,000 bush., against 1,104,000 previous week, and 720,000 bush. a year ago. The total exports since January 1, 69,392,000 bush., against 55,056,000 bush. in 1903. Indian shipments, 1,872,000 bush., against 1,672,000 bush. a week ago, and 1,016,000 bush. in 1903; total 39,380,000 since April 1, against 23,488,000 bush. a year ago. Danubian shipments 224,000 bush. against 856,000 a week ago, a total of 46,677,000 bush., against 44,128,200 bush.

677,000 bush., against 44,128,200 bush. a year ago. Australian shipment, 720,000 bush., against 344,000 bush. last week; total since Aug. 1, 3,152,000 bush., and none previous year, and total 10,296,000 bush. in 1901-2.

Conditionally Contraband of War.

Russia has given her answer to the British and American notes on the subject of contraband of war. In principle the response meets the views of the British and American Governments regarding foodstuffs, etc., as being conditionally contraband of war, and distinctly places them in the category of articles susceptible of uses both in war and peace. Foodstuffs as such are not confiscable when consigned to blockaded ports or destined for the military or naval forces of the enemy. Shipments in the ordinary course of trade by private persons or firms, even to an enemy's port, may be considered prima facie not contraband, although upon this point reservation is made. The simple fact of consignment by private persons does not preclude the possibility that the articles are destined for belligerent forces, and Russia insists that it be not necessarily regarded as conclusive evidence of the innocent character of the goods.

Trade Between Canada and Mexico.

SIR WILLIAM MULOCK in a recent interview said: "When in Mexico I arranged with President Diaz to receive Canadian delegations in regard to Canadian interests, and planned that they were to be organized as a body to make known Canadian views to the Mexican authorities from time to time. The Canadian clubs of Mexico shortly intend to avail themselves of the opportunity afforded by my visit, to wait upon the president and make suggestions for the promotion of trade. Mr. James H. McLeod, a former resident of Woodstock, who is president of the new club, and at the same time the leading wholesale grocer of Mexico, is coming to this country to further advance the scheme. In his own business alone he imports enormous quantities of bacon, fish, cheese and other food products. At present all his purchases are made in the United States, but Mr. McLeod in-

Some People Thought

when Orange Meat entered the lists, that it would be another nine-days wonder.

But Orange Meat has acquired a hold on the public taste that makes it to be looked upon now as a thing to be reckoned with.

ORANGE MEAT

—the ready for serving cereal—is preferred by an ever growing host to any other breakfast food. Then, too, its silverware premiums have proved an acceptable feature.

Priced as follows:—

Single cases, 36 packages, \$4.50.

5-10 case lots, freight paid, \$4.40.

Order Through Your
Wholesaler

THE FRONTENAC CEREAL CO.,
Limited

43 Scott St., Toronto.



tends when the proposed direct lines of steamships with Canada are established to purchase exclusively from Canada. There are many other Canadian business men in the southern republic who are prepared to do the same.

"The Canadian clubs in Mexico represent a growing desire throughout that country to develop mutual trade with us, and Mexico will doubtless in the near future be one of Canada's most profitable markets. We can buy from them such things as hides, sisal, coffee, tropical fruits and spices, rubber, mahogany and other hard woods. On the other hand there is a market in the republic for Canadian lumber of all kinds, railway ties in unlimited quantities, coal, furniture, and nearly all classes of manufactured goods, bacon, hams, butter, cheese, fish, etc."

Sir William was advised last week that he had been elected an honorary member of the Canadian Club in Mexico.

Another Advance in Flour.

THE Manitoba grades of flour have taken a big jump of 30c per barrel in sympathy with the record breaking prices of wheat, and the general bad feeling in United States crop advices. Chicago bulls confidently prophesy \$2 wheat, but only the very worst of crop failures would justify that price, unless the public can be gulled everlastingly into believing that a national crisis will take place once a week or just as often as the manipulators see fit. Our quotations for Manitoba are as follows: Patents, \$5.80, and strong bakers, \$5.50. The leading Manitoba milling houses are now in line in regard to prices, and report the market to be very firm at the quotations.

ONTARIO GRADES ALSO ADVANCE.

The market for Ontario grades of flour is even stronger than that of the Manitoba grades, as prices for the latter are more or less fictitious, on account of the necessity of following the wheat markets, while on the other hand Ontario crops are known to be a failure by something like 50 per cent., and any rise in these grades may safely be put down as a matter of supply and demand. There is reported to be a good demand for Winter patents. One miller's agent in Montreal had urgent inquiries for several cars of Winter wheat patents, including high grade.

The greatest difficulty is being experienced by agents of Ontario flour in keeping any stocks in hand. One dealer states that he has been trying all the week to get this grade of flour, but did not succeed in getting a single car under offer.

The sale of a car of high Ontario patent is reported this morning at a price equal to \$5.85 for barrels, Montreal

freight. We quote as follows: Winter wheat patents, \$5.50 to \$6 in barrels; \$2.50 to \$2.60 in bags.

Banana Flour and Coffee.

A Philadelphia company is about to establish a plant in Mexico for the manufacture of banana flour and coffee. It chooses Mexico on account of the slight exportation of the fruit and the consequent abundance of a low-cost supply. In Central America or the West Indies it would have the competition of the fruit buyers for the export trade there conducted upon a large scale.

Banana flour is very easily made and is highly nutritious. The fruit is utilized while green, but should be fully developed. In that stage the starch has not begun to turn to saccharine substances. The fruit, peeled and thoroughly dried, is easily pulverized as fine as wheat flour and is not unlike the latter in flavor. It is possible to develop a great breadstuff supply from the banana. The sort of "coffee" that the banana might produce is yet unfamiliar to the world at large.

Egyptian Wheat and Flour.

Egyptian wheats are poor, says the American Miller, being very mixed and deficient in gluten. It is quite exceptional to find a good sample either white or red, and for bread making by Europeans domiciled in the country an admixture of foreign flour is almost invariably employed. The wheats in Lower Egypt are almost invariably called white, while in Upper Egypt a greater portion of so-called red wheat is found. For making bread natives prefer the wheat grown in the basin lands of Upper Egypt to that grown on irrigated land.

Egypt, instead of being an exporter of wheat, as is often thought, actually imports a considerable quantity of flour from France and Russia, though that from the former country is largely of Russian origin, having been ground at Marseilles.

Possibilities of Rice Culture.

In view of the fact that the rice fields of the Southern States are coming more and more prominently into notice in trade circles the following remarks on rice culture are not without interest:

Very few people have a clear idea how rapidly rice culture has been pushing to the front during the past few years.

During 1902 about 10,000 railway cars of the average capacity were required

to haul the rice fields to an average of annually and the present States. W merely wha a tenth of t cultivation idea of the can be gain

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to haul the product of the southwestern rice fields to market. The crop at present averages about 2,000,000 barrels annually and could supply two-thirds of the present consumption in the United States. When it is remembered this is merely what has been accomplished on a tenth of the area that is available for cultivation in Louisiana and Texas, an idea of the possibilities of the region can be gained.

The agricultural and social development resulting from the influx of people and capital into the section referred to has progressed far beyond the experimental stage and can be said to exist on a permanent basis. It has actually resulted in the formation of a new group or community that is well worth studying. The residents of the town and cities are as dependent upon the soil as are the rice growers themselves. Prior to the division of this prairie land into fields, intersected by a network of canals reaching from one end of the cultivated district to the other, there was no incentive for town building, and had it not been for the efforts of the little group of Iowa farmers who first began growing rice by modern methods, the country would probably still be as poor and as sparsely settled as a half century ago.

Japan Imposes Duty on Flour.

In order to secure a revenue from the heavy shipments of foodstuffs sent to the Orient on various vessels from foreign ports, the Japanese government will impose an import duty of about \$1.80 per ton on all flour received after October 1. For that reason many of the big wholesale and retail dealers of the Islands are now laying in supplies. Every vessel sailing to the Orient during the past three months has had to refuse cargo, and the prospects are that vessels departing from now on will have all the freight they can carry.

While the merchants of the Orient will be compelled to raise the selling price of flour considerably, as a result of the import duty to be taxed, the various Oriental steamship companies will benefit by the war as since September 1, when the rate per ton on flour was advanced from \$4 to \$5. It was decided to raise the rates recently, and all companies to the Orient were parties to the agreement.



All Grocers Should Stock
THE STAVANGER PRESERVING CO.'S

Crossed Fish Brand Norwegian Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA

W. G. Patrick & Co., 29 Melinda Street, Toronto
British Manfrs. Agency Co., Vancouver, B.C.



If you wanted to make steam you wouldn't use half coal and half slate. You would use all coal—and good coal at that.

Why shouldn't your digestive organs be treated as carefully as a steam boiler?

"FORCE" is the greatest power-maker for the human engine.

Sunny Jim

If "FORCE" were a passing fad would three million people be eating it to-day with a relish?
There are over forty "breakfast foods."
But there is only one "FORCE."

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Good Cigar Requires Ripe Tobacco.

RIPE tobacco is essential to a really good cigar according to a contemporary. There is the same difference between ripe and green tobacco as between ripe and green fruit. The ripe tobacco smokes mild, smooth and cool—and it burns evenly and gives a clear steel gray ash, called the "Havana gray". The green or unripe tobacco smokes very differently—it is harsher and invariably bitter and unpleasant to the taste, and never has that delicate aromatic flavor and aroma so highly prized by those who know the qualities that make the perfect Havana cigar. Again a dark wrapper does not necessarily mean a strong cigar. A dark color, or as it is expressed in Spanish, *madrado*, means ripe. The wrapper leaf which encases the cigar determines its color only.

The filler or inside of the cigar, which is 90 per cent. of its weight, determines its character. Both light and dark wrappers may be bitter and strong if they have not been thoroughly ripened and cured by proper fermentation. This is a matter of the greatest importance to retailers.

A preference for the very light shades, *claro*, has grown up in this country founded on the belief that such cigars afford a milder smoke. These very light shades are simply evidence of an unripe leaf, and the consequence is that the retailer has to hear many complaints concerning the poor quality and bitter taste of the cigars which he sells. Should he, however, succeed in inducing his customers to try the darker shades he would surely find the result to be far more satisfactory. He would win the reputation of keeping really good cigars, with the consequence that his business would be largely benefited.

Tobacco Culture Restricted.

ACCORDING to a contemporary tobacco culture in Ireland is not to be allowed to go on in the free-and-easy unrestricted fashion, that some folks thought. The Board of Revenue has issued regulations and instructions with references to the growth of tobacco in Ireland which will practically prevent farmers going in for growing it. Every person selected by the Department of Agriculture as a grower of tobacco

must make a declaration on the approval form that he will afford to the officers of the Inland Revenue, free access at all times to the planted land and to all places and rooms used for drying, curing or storing tobacco grown by him, and that all tobacco grown by him shall be duly produced to the proper officer to be charged with duty or otherwise disposed of in accordance with any regulation relating to the growing of tobacco that may be issued. If any portion of the tobacco shall be considered unfit for use, and its destruction be deemed advisable, written notice must be given to the officer, so that arrangements may be made for its destruction under official supervision. In no case shall the tobacco be destroyed except in the presence of the supervisor or other officer. A refund of one-third of the duty will, on application to the Board of Inland Revenue, be paid to growers, on tobacco grown by them under the above conditions, on which duty has been paid. In the event of any duty paid tobacco being surrendered by the grower, an application for a refusal of whole duty paid thereon will be considered.

Officers shall visit each plot or farm at an early date after planting has taken

place to ascertain whether its situation and extent agree with the description given in the application, and his visits should be continued at intervals not exceeding 28 days, until the crop has been cut and gathered. On each visit, the officer must note on the condition of the plants, the effect of climate and season, and any other matter affecting the growth or cultivation of the plant. At the end of every second month after the planting of tobacco and until the duty is paid or the stock removed, supervisors shall report through their collectors on the progress of the experiments. They shall deal therein with the difficulties experienced from season, climate or other cause, the system of curing adopted, the quantity per acre and the quality of leaf cured. They shall also furnish any other information calculated to give a comprehensive view as to the success or otherwise of the experiments.

The whole thing seems very complicated and very few Irish farmers will care to put themselves under such supervision, while the officers of the I. R. will not be too pleased to have so much extra work put on them. Altogether it does not look as if tobacco will ever be a successful industry in Ireland.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

We Advertise Them
in the Dailies and Weeklies
Pebble 5-cent Cigar and Pharaoh

10-cent Cigar are advertised all over the country. This is a reason why the grocer finds them such easy sellers.

A grocer has to sell Tobaccos—which pay him really nothing in the way of profits.

A small investment in our Cigars brings a profit more than good—and the grocer doesn't risk a cent—for we buy back the Cigars he can't sell.

Send an order for 1,000 Cigars, assorted as desired.



J. BRUCE PAYNE, ^{LIMITED,} _{MNFR.,} GRANBY, QUE.

A Challenge!

T & B

Smoking Tobacco is better than any other.

Who disputes this statement?

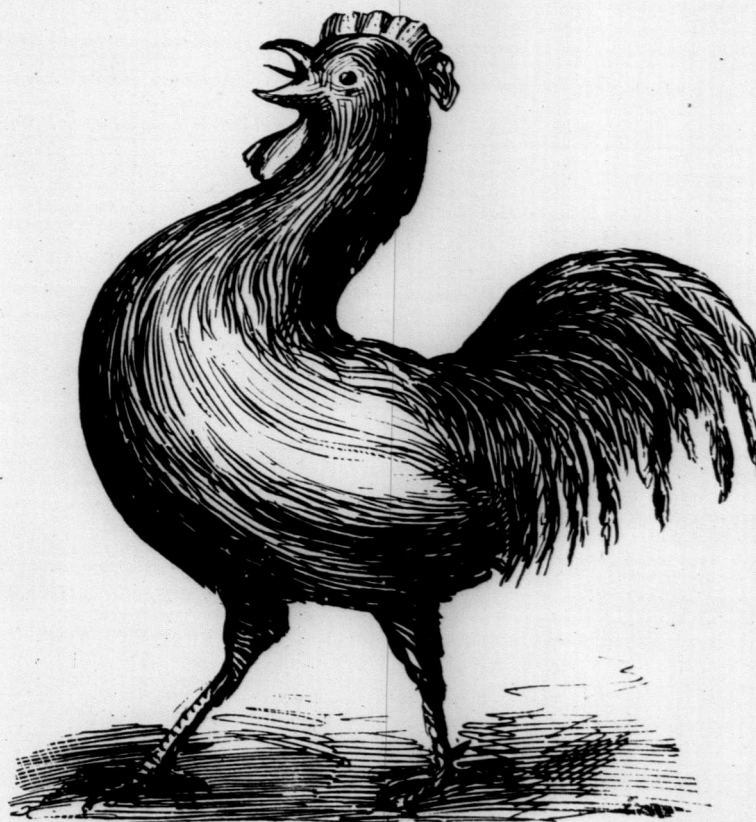
We challenge contradiction.

Smokers know we are right.

So do grocers.

The 10-cent Size is Popular.

GEO. E. TUCKETT & SON CO.
LIMITED
Hamilton.



Presidential Elections and Tobacco Trade.

IN answer to a circular letter issued by the New York World to its subscribers, asking for a statement of their views on the coming presidential elections, the following interesting letter was received:

Sir,—The tobacco trade in this country involves not alone the farmer who raises the tobacco and the dealer who handles it, but on the other hand we have at present engaged here 26,123 cigar manufacturers, employing between 150,000 and 200,000 people. Under the

policy of reducing the tariff on imports from the Philippine Islands these people will be thrown in direct competition with the cheap Chinese labor at present employed there, which at this time is excluded in the United States by the Chinese Exclusion Act, which act cannot be operated with any force or effect in the islands, as long as Chinese labor is so thoroughly imbedded there.

Naturally, the party who will oppose further reduction of tariff on imports from the Philippine Islands will have a great influence on our views, for the tobacco industry in this country, with the

capital involved and people employed, is deserving and needs all the protection possible. Our farmers have to be encouraged in raising tobacco, our dealers in handling it, and our cigar manufacturers in carrying on their vocation of life support.

Further than this, the circumstances in connection with the repeal of Section 10 of the Dingley Bill (which forbids the placing of coupons or premiums in packages of cigars and tobacco) has had its influence on our trade. When such prominent Republicans as participated in this scandal, see fit to handle

Royal Egyptian Cigarettes

Rich in Flavor

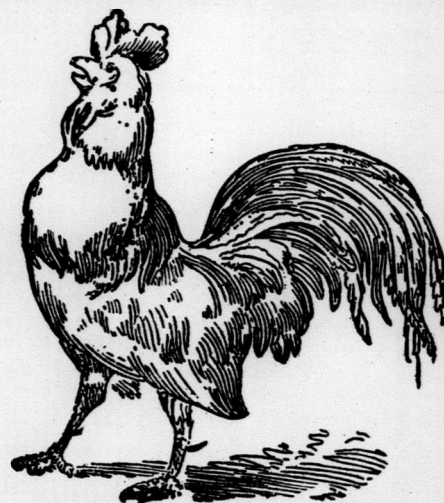
Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

Excuse us



if we crow

But the marvellous success of

McALPIN'S TOBACCOS

has made us feel like it.

You join us, do you not? You make more money out of these Tobaccos.

McAlpin Consumers' Tobacco Co, Limited, Toronto.

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in the manner they did in this instance, an industry with as much at stake as the tobacco trade has, I am forced to look in other directions for protection against the encroachment of trusts and monopolies, although on the other hand the Democrats, during the last session of Congress, did not offer us a great deal of hope from that party either. I shall therefore be guided in the direction from which I can expect the best safeguarding of our interests.

Respectfully yours, B. N.

A Phase of South African Trade.

A WESTERN exchange publishes the following interesting statement in regard to the export trade in tobacco between the United States and British Africa during the past three years :

"The British evidently are quite willing to buy their raw material in the United States and there has been an important increase in the quantities and value of our shipments of leaf tobacco to South African ports ; but our exports of manufactured goods, including cigars, cigarettes and plug tobacco, have fallen off at a rate calculated to cause dismay in the minds of those producers who have had a share in this trade. The following table shows our shipments of leaf to British Africa for the fiscal years 1902, 1903 and 1904 :

Year.	Pounds	Value.
1902.....	4,308,379	\$409,375
1903.....	6,208,662	592,617
1904.....	7,590,325	721,403

"From the above table it appears that our exports of leaf to British Africa have scored the phenomenal increase of 75 per cent in two years, and that the value per pound has not only been maintained, but has risen slightly.

"Quite another story is told by the figures representing tobacco manufacture. Prior to the Boer war these exports exceeded \$1,000,000 per annum. In 1902, however, they amounted to only \$891,438, and they have since dwindled rapidly, the total shipments in 1904 amounting to only \$155,126, a loss of more than \$735,000 in two years. The figures for the three years 1902, 1903 and 1904, are as follows :

Year.	Value.
1902.....	\$891,438
1903.....	801,853
1904.....	155,126

"That United States exports still show a downward tendency is indicated by the fact that in June, 1904, our shipments amounted to only \$10,487 or at the rate of about \$120,000 per annum, while the total for the fiscal year 1904 was \$155,126."

British Exeise Laws

It is illegal for the British tobacco manufacturer to add any leaves other than genuine tobacco leaves, and the Revenue Staff and Government Laboratory compel this law to be rigidly obeyed. Once a week, at least, the tobacco in every British tobacco factory, says the Tobacco Weekly Journal, is sampled by revenue officers and analyzed in the Government laboratory. This entails an immense amount of work. In addition to this examination for purity, all the snuffs, tobaccos, cigarettes and cigars made in the ordinary factories, i. e., not made in bond and exported, require to be sampled in order that the Government laboratory may see that they are pure and good before sending them to the colonies, and also to estimate the amount of duty, or drawback, to be paid to the manufacturer.

New Import Duties of Panama.

According to the new law regulating taxes on exports and imports of tobacco into the republic of Panama, the import duty on cigars is fixed at \$4 for 2.2 lbs., on cigarettes at \$3 for 2.2 lbs. and on tobacco in any other form at \$2 for 2.2 lbs.

Demonstration at World's Fair.

A department for the demonstration of how American-grown tobacco is fermented, the seedlings of which were brought from Cuba and Sumatra, has been installed in the tobacco exhibit in the north section of the Palace of Agriculture, World's Fair. When the tobacco crop is harvested later in the season the government will send experts to the World's Fair to demonstrate how this scientific fermentation has been secured.

Previous to the Spanish-American war the curing of Cuban and Sumatra tobacco was a process known only to the tobacco planters of these countries and the members of their families. At the close of the war the Agricultural Department of the Government sent experts to Cuba and Sumatra to study the process.

Within the last five years this process has been acquired by United States experts and through the medium of the government experimental stations in different parts of the country it has been demonstrated that tobacco of as fine quality and flavor as the Cuban and Sumatra tobacco can be grown profitably in the United States.

Cuban Tobacco Districts Compared.

The comparative importance of the tobacco growing districts of Cuba is illustrated by the number of bales brought into

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

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

D. McDougall & Co., Glasgow, Scotland.

**SWEET
CAPORAL
CIGARETTES
STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

the Havana market from January 1, 1904, to August 1, 1904. Vuelta Abajo comes first with 120,739 bales; Partido second with 39,305 bales; Remedios third with 25,175 bales; Semi Vuelta, which could be divided, giving one-half to Vuelta Abajo and the other half to Partidos, comes fourth with 7,945 bales; Santiago de Cuba, 488 bales; Puerto Principe, 258 bales, and Mantanzas seventh and last with only 185 bales.

Exclusive Contracts Cancelled.

CANADIAN tobacco merchants and agents having contracts with the American Tobacco Co. have received the following letter :

Dear Sirs,—Recent legislation, and the action of the Government based upon it, make it necessary to cancel our contract with you relating to the sale of cigarettes; and you are notified that this cancellation will take effect from this date.

We hope that the withdrawal of this contract, which has been satisfactory to the trade, and under which you have had a fair and reasonable profit on the sale of our goods, will not prevent your making a satisfactory profit in the future.

Our cigarettes will no longer be shipped on consignment, but will, until further notice, be sold to you, should you desire to obtain them, at the prices now prevailing—terms two per cent. discount for payment within thirty days, freight prepaid.

We offer you a rebate of eight per cent. on cigarettes billed by us to you, on the following terms:

The rebate will only be paid provided we are satisfied that you have not sold any of our cigarettes at less than the retail prices, as shown on our current selling price lists, as fixed from time to time. Dealers who sell at less than the list prices will not be allowed any rebate.

We will remit you all rebates earned in respect of cigarettes purchased during any month, at the end of the next following month.

Thanking you for your support in the past, and trusting for a continuance of the present cordial relations. We remain, yours very truly,

The American Tobacco Co. of Canada.

FREIGHTS AND CHARTERS

THE demand for ocean freight space has not been increased as much as anticipated and dullness still reigns. Agents of some of the big transportation companies have offered to carry grain, in some cases, almost at any rate, in order to attract exporters to make shipments. Even this radical measure has not been successful in attracting extra business. Old shippers state that the market has not been in such a dull state for many years, at this time, and further that the prospects are by no means encouraging,

strength in the near future. The situation in freight might generally be described as disturbed. This is generally the case when there is difficulty experienced in filling space. Some reasons given are the cessation of the packers' strike, and the dullness in butter and cheese export. In regard to the packers' strike it is only natural to suppose, that once the dressed beef begins to go forward again, shipments of live stock will begin to fall off. Liverpool and Glasgow freight is now quoted at 40s. and London

7s. 6d.; Hamburg, 10c.; Antwerp, 9s.; Havre, 12s. 6d.

Cheese.—Liverpool, 20s. a ton; London, 25s.; Glasgow, 26s. 3d.; Leith, 25s.; Aberdeen, 25s.; Bristol 25s.

Butter.—Liverpool cold storage, 40s., ordinary, 25s.; London, Glasgow, Leith, Aberdeen and Bristol cold storage, 45s. ordinary 30s.

Better Cargoes Offering.

The New York Journal of Commerce says: "Steamship people, on the whole, are inclined to believe that the worst o

BERTH QUOTATIONS.

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

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	5 c	7c	6.7c.	9c.	12/6	10/	11/3	13/6	6c.	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake.....	"	4½c	6c.	5c.	9c	.....	10/	11/3	.....	.....	.....	10	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8¾	5c.	9c.	15/	.....	.....	16/	10/	.....	10	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages .....	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish.....	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.....	"	20/	25/	25/	25/	25/	25/	25/	25/	.....	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases.....	"	25/	30/	30/	30/	25/	30/	30/	25/	.....	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs.....	"	40/	46/6	45/	30/	25/	30/	30/	25/	.....	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags.....	"	10/	15/	12/6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags.....	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica.....	"	7/6	10/	10/	12/6	12/6	.....	.....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares.....	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	13/9	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple.....	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	.....	15c.	13/9	.....	13/9	.....
Weight (coarse)	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings.....	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags.....	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	15/	15/	.....	15/	.....
Measurement (coarse).....	40 cb. ft.	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine)	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc.....	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc.....	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc.....	"	10/	10/6	.....	12/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels.....	"	.....	.....	.....	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes.....	40 cb. ft.	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	1	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.....
Grain, in shipper's bags	Quart r	.....	.....	.....	.....	3/	.....	.....	3/	.....	.....	.....	.....	.....	.....	.....
Deals	Stand d	30/	.....	32 6-37 6	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

When ocean charges are collectable at port of destination, rates exchanged on basis of \$4 80 to £1 stg. When ocean charges are prepaid, rates exchanged on basis of \$4 86 to £1 stg.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measure of the merchandise.

owing partly to the high prices of wheat ruling on this side, which prevents buyers from importing to any large extent. In flour and provisions there is some hope, as considerable quantities are being shipped. Rates show no important change, but business is steady. Cables from England contain little that is encouraging for the live stock exporters, and this perchance, has left an abnormal amount of space for grain shippers. All around, however, there is no sign of a renewal of

and Manchester, 35s. Asking rates are quoted as follows: Liverpool, 6d., Sept.; London, 4½d. to 6d., Sept.; Glasgow, 9d., Sept. and Oct.; Avonmouth, 6d., Sept.; Manchester, 1s., Oct.; Antwerp, 4½d. to 6d., Sept.; Leith, 1s.7½d., Sept.; Dublin and Belfast, second half, Sept. 1s. 9d.

Flour.—Liverpool, 5s. per hundred; Glasgow, 7c.; London, 6c.; Bristol, 9c.; Belfast, 11s. 6d.; Leith, 10s.; Aberdeen, 11s. 3d.; Dublin, 11s. 6d.; Manchester,

the freight situation has been seen. While the boats of the various lines have been leaving with cargoes up to one-third only of their full capacities, boats of the White Star line of the immediate future will carry full cargoes, which is the direct result of their ability to make September deliveries of cotton, for which there is just now a special demand. It is hoped that with the large corn crop there will be a prompt movement for this side of old corn and also an increase in the exportation of pork products."

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" 5-lb. " 1

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" 2-lb. tins, 3
" 5-lb. tins, 4

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Cases.
1 doz.....
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3 doz.....
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6 doz.....
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8 doz.....
9 doz.....
10 doz.....



THERE ARE

MANY QUALITIES OF
TABLE SALT

BUT

"ALVINA" SALT

IS THE KIND THAT GIVES
ENTIRE SATISFACTION TO YOU
AND TO THE CONSUMER, ALSO

**IT NEVER GETS LUMPY.
IN TINS, TO RETAIL AT 10c.**

ROSE & LAFLAMME,
MONTREAL.

BATGER'S

NEW SEASON'S JAMS

WILL SOON BE IN.

**UNEXCELLED QUALITY
HANDSOME NEW SQUARE JAR**

ORDER A TRIAL CASE
OF 4 DOZEN.

ROSE & LAFLAMME,
MONTREAL.

Quotations for Proprietary Articles.

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

September, 22, 1904.

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

Baking Powder.		Per doz.
Cook's Friend—		
Size 1, in 2 and 4 doz. boxes		\$4 40
" 10, in 4 doz. boxes		3 10
" 2, in 6 "		0 80
" 3, in 4 "		0 70
" 3, in 4 "		0 45
1 lb. tins, 3 doz. in case		3 00
12-oz. tins, " "		2 40
5-lb. " "		14 00
W. H. GILLARD & CO.		
Diamond—		
1-lb. tins, 2 doz. in case		\$2 00
1-lb. tins, 3 " "		1 25
1-lb. tins, 4 " "		0 75

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



MAGIC BAKING POWDER.		
Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 80
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-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	\$4 55
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.		Per doz.
Size, 5 doz. in case		\$0 40
" 4 " "		0 75
" 3 " "		1 25
" 2 " "		2 25

OCEAN MILLS.		Per doz.
Ocean Baking Powder, 1 lb., 4 doz.		\$ 45
Ocean Baking Powder, 1 lb., 5 doz.		90
Ocean Baking Powder, 1 lb., 3 doz.		1 25
Ocean Borax, 1-lb. packages, 4 doz.		40
Ocean Cornstarch, 40 pks. in a case.		78

ROYAL BAKING POWDER CO.		Per Doz.
Sizes.		
Royal-Dime		\$ 1 00
1 lb.		1 60
6 oz.		2 25
1 lb.		2 90
12 oz.		4 50
1 lb.		5 75
3 lb.		15 50
5 lb.		25 50

Cleveland's		Per Doz.
Sizes.		
Dime		\$ 1 00
1 lb.		1 50
6 oz.		2 20
1 lb.		2 80
12 oz.		4 25
1 lb.		5 50
3 lb.		15 00
5 lb.		25 00

"VIENNA" BAKING POWDER.		Per doz.
1-lb. tins, 4 doz. in box		\$2 25
1-lb. tins, 4 doz. in box		1 25
1-lb. tins, 4 doz. in box		75

BEE BAKING POWDER.		Per doz.
1-lb. tins, cases 4 doz. per doz.		\$2 25

HOME BAKING POWDER, CO., MONTREAL.		Per doz.
Sizes.		
2 doz. case 1 lb.		\$2 40
1 " 1 lb.		4 75
1 to 5 cases, 5 per cent.		
5 to 10 cases, 10 per cent.		



EAGLE BAKING POWDER.		Per doz.
Cases of 48-5c. tins		\$0 45
" 48-10c. tins		0 75
" 24-25c. tins		2 25
" 48-25c. tins		2 25

"BEE" BRAND BAKING POWDER.		Per doz.
6 oz. cases, 4 doz., per case		\$3 50
10 oz. " 3 doz., " "		4 00
16 oz. " 4 doz., per doz.		2 25

Blue.		Per doz.
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 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.		Per doz.
Reckitt's, per box		\$1 15
Box contains either 1 gross, 1 oz. size;		
1 to 5 cases, 5 per cent.		
5 to 10 cases, 10 per cent.		

JAMES' DOME BLACK LEAD.		Per gross
6a size		\$3 40
2a size		2 50

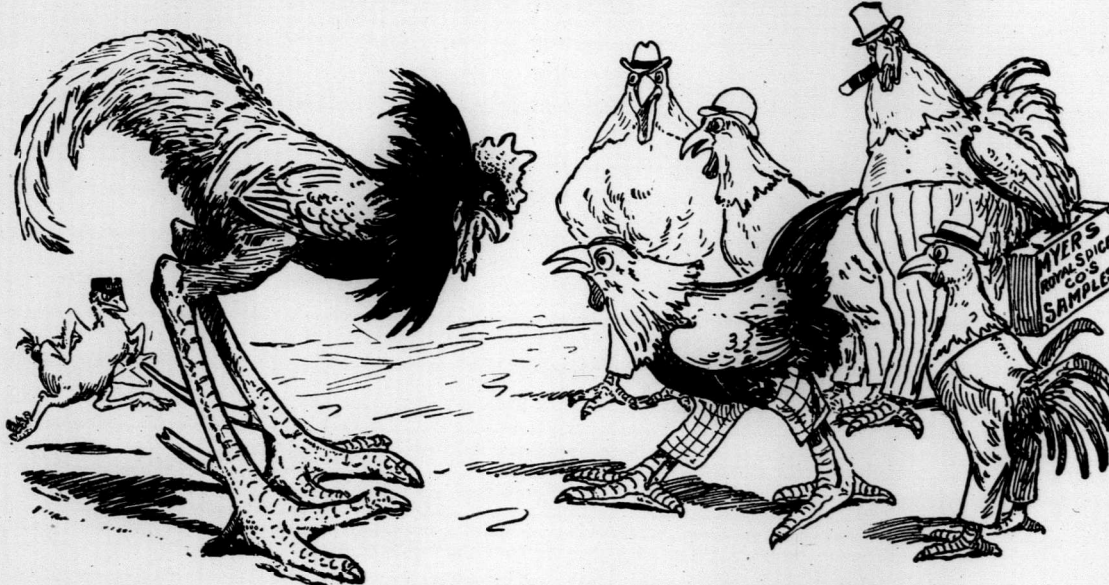
Borax.		Per doz.
"Bee" brand, 5 oz., cases, 40 pkgs.		1 40
" " 10 oz., cases, 48 " "		3 25
" " 15 oz., cases, 48 " "		4 25
EAGLE BORAX.		
Cases of 5-doz. 5c. packages		\$0 40
" 5-doz. 10c. "		0 85

Brooms.		Per doz.
UNITED FACTORIES, LIMITED.		
Boeckh's Bamboo Handles, A, 4 strings		\$4 70
" " " " B, 4 " "		4 40
" " " " C, 3 strings		4 10
" " " " D, 3 " "		3 85
" " " " F, 3 " "		3 55
" " " " G, 3 " "		3 20
" " " " I, 3 " "		2 85

Cereals.		Per doz.
Wheat OS, 2-lb. pkgs., per pkg.		0 08
" " 7-lb. cotton bags, per bag.		0 10
Quaker Oats, 2-lb. pkgs., per case.		3 00
Tillson's Oats, 2-lb. pkgs., per case.		3 00

Chocolates and Cocos.		Per doz.
THE COWAN CO., LIMITED.		
Cocos—		
Hygienic, 1-lb. tins		\$6 75
" 1-lb. tins		3 50
" 1-lb. tins		2 00
" fancy tins		0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.		0 50
Perfection, 1-lb. tins, per doz.		2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.		2 25

DON'T BE BEHIND THE TIMES



ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write MYERS ROYAL SPICE CO., Niagara Falls, Ont., for further particulars.

Chocolate—	per lb
Queen's Dessert, 2's and 3's	\$0 40
" 6's	0 42
Mexican Vanilla, 2's and 3's	0 35
Royal Navy Rock,	0 30
Diamond,	0 25
" 8's	0 28
Icings for cake—	Per doz
Chocolate, pink, lemon color,	\$1 75
Orange, white and almond,	1 90
Confections—	Per doz
Cream bars, large boxes	\$2 25
" small	1 35
Chocolate ginger, lbs.	3 75
" 1/2 lbs	2 25
" wafers, 1-lb. boxes	2 25
" 1/2-lb. boxes	1 30

FRY'S	
Chocolate—	per lb
Caracas, 2's, 6-lb. boxes	\$0 42
Vanilla, 2's	0 42
"Gold Medal" sweet, 2's, 6-lb. boxes	0 25
Pure, unsweetened, 2's, 6-lb. boxes	0 42
Fry's "Diamond," 2's, 14-lb. boxes	0 24
Fry's "Monogram," 2's, 14-lb. boxes	0 24

Cocoa—	Per doz.
Concentrated, 2's, 1 doz. in box	2 40
" 3's	4 50
" 1-lb.	8 25
Homoeopathic, 2's, 14-lb. boxes	.....
" 3's, 12-lb. boxes	.....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37 1/2

BENSDORF'S COCOA

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

1 lb tins, 4 1/2 doz. to case, per doz.,	\$ 90
" " " " " "	2 40
" " " " " "	4 75
" " " " " "	9 00

JOHN P. MOTT & CO'S.
R. S. McIndoe, Agent, Toronto.



Mott's Broma	Per lb	\$0 30
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Mott's Prepared Cocoa, 2's and 3-lb. boxes	0 28
Mott's Breakfast Cocoa, 2's in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 2's in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa, per gross	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 2, 3, 1 and 5-lb. tins	0 43
Cracked cocoa, 2-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's,	per box
" " " " " "	3 00
Soluble chocolate (hot or cold soda)	1-lb. cans
" " " " " "	0 42
Vanilla chocolate wafers, 48 to box,	per box
" " " " " "	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.
Canadian Branch 530 St. Paul St. Montreal.

Per lb.

12-lb. boxes, 6 boxes in case, 1-lb. tins	.40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	.40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	.40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	.42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, 1-lb. tins	.32c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	.34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.33c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	.33c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.35c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	.35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	.44c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	35c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs. in case, 1-lb. pkgs.	.32c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.30c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	.30c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	23c.

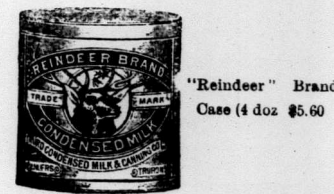
Condensed Milk.

Anchor " brand, cases 4 doz., per case	\$5 00
evap. cream, cp. 4d.	4 65



Borden's Condensed Milk Co.

Eagle " brand	\$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20



"Reindeer" Brand Case (4 doz) \$5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " " " " " " " "	2 lb. tins, cases, 15 tins 8 70

THE EBY, BLAIN CO., LIMITED.

In bulk— Per lb.

Club House	0 32
Royal Java	0 31

Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 17

JAMES TURNER & CO. Per lb.

Mecca	\$0 32
Damasacus	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 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha

1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " " " " " " "	2-lb. tins. 0 30

100 lb. delivered in Ontario and Quebec. Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" " " " " " " " "	II, 40-lb. boxes 42c.
" " " " " " " " "	III, 80-lb. boxes 37c.
" " " " " " " " "	IV, 80-lb. boxes 35c.

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

Per lb

Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

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	12 00
Small size	15 00
Roquefort—Large size	2 40
Small size	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

a lot can be said on paper,

but

Edwardsburg "Silver Gloss" STARCH

and

Benson's Prepared CORN

speaks for themselves.

Since 1858 their absolutely superior qualities have talked themselves into the hearts and homes of the people. **Are they in your store?**

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un-bered.	Covers and num. numbered.
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 " "	4 " "
10 00 " "	5 " "
15 00 " "	6 " "
20 00 " "	7 " "
25 00 " "	8 " "
50 00 " "	12 " "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	\$0 02
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



Per doz.	
4-oz. cans	\$ 0.90
6-oz. " "	1.35
10-oz. " "	1.85
Quart	3.75
Gallon	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Gelatine.

Per gross.	
Knox's Gelatines	\$16 75
Robinson's patent barley 1-lb. tins	\$1 25
" " " " 1-lb. tins	2 25
" " " " groats 1-lb. tins	1 25
" " " " 1-lb. tins	2 25

Per doz.	
" " " " 5 doz., at.	\$ 1 40
" " " " 1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz. Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	\$1 55 1 90
Red currant jelly	2 75

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	\$0 95
2 1/2-lb. tin pail, 2 doz. in crate, per lb.	0 06 1/2
5 and 7-lb. tin pails, 8 and 9 pails to crate	per lb. 0 06
7, 14 and 30-lb. wood pails,	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case	per doz. 1 50
5 and 7-lb. tin pails	per lb. 0 09
7, 14 and 30-lb. wood pails	0 09

BRAND & CO.

Brand's calf's foot	\$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
(fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " " " 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " " " 100 sticks	0 73
Dulce large cent sticks, 100 in box	.....

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 70
3 cases	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	\$3 50
Flashlight (Parlor)	5 75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	\$5 75	\$5 50
Best	3 50	3 25
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

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
F.D., 1-lb. jar	0 25
" " " " 1-lb. tins	per doz. 0 85
" " " " 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
" " " " 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—	
1-lb. tins	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



Orange Meat.

Cases, 36 15c. packages	\$4.50
5 case lots	4.40
(Freight paid)	
Cases, 20 25c. packages	4.00
5 case lots	4.00
(Freight paid)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	\$1 50
quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz. \$0 95
Home-made, in 1-lb. glass jars	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS.

A. P. Tippet & Co., Agents.	
Cement stoppers (pints)	per doz. \$1 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 50 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.	
Case of 5c. pkgs. (containing 96 pkgs.) per box, \$3 00.	



MAGIC BRAND.	
No. 1, cases, 60 1-lb. packages	per case. \$2 75
No. 2, " " 120 1/2-lb. " "	2 75
No. 3, " " { 30 1-lb. " " } { 60 1/2-lb. " " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"Bee" brand, 8 oz., cases, 120 pkgs.	per case \$3 75
" " " " 10 oz., cases, 96 pkgs.	
" " " " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.	
Maypole soap, colors	per gross \$10 20
" " " " black	15 30
Oriole soap	" 10 20
Gloriola soap	" 13 00
Straw hat polish	" 10 20

RABBITT'S.

Rabbit's "1776" 6-oz. pkgs. \$3.50 per box. 5 boxes freight paid and a half box free.	
Rabbit's "Best" soap, 100 bars, \$4 10 per box.	
Potash or Lye, box	
each 2 doz., \$2 per box.	
WM. H. DUNN, AGENT.	

WM. H. DUNN, AGENT.

A "GOOD COFFEE" reputation—has—does—and will, increase a Grocer's trade—even in the face of fiercest competition. YOU can gain the reputation, by handling

"Prince of Wales"

MOCHA & JAVA COFFEE

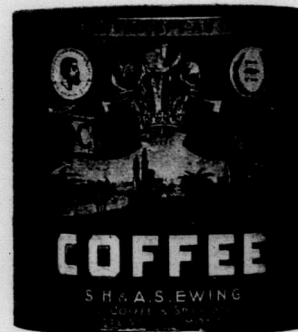
Packed in 1 & 2-lb. (air-tight) tins.

S. H. & A. S. EWING

ESTABLISHED 1845.

Importers and Manufacturers

55 Cote St., MONTREAL



CHASER SOAP.

1 case	\$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	\$ 0 06
No. 1 " " 3-lb. " "	0 06
Canada Laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07
Silver gloss, 6-lb. tin canisters	0 07
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 06
Benson's satin, 1-lb. cartons	0 07
No. 1 white, 6-lb. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05
Benson's enamel, per box 1 25 to 2 50	

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08

BEE STARCH CO., MONTREAL.
"Bee" brand, cases, 64 packages. 5 00
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 07
Acme Gloss Starch, 1-lb. cartons, boxes of 40 lb.	0 06
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy trunks, 8 in case	0 07
6-lb. enameled tin canisters, 8 in case	0 07
Kegs, ex. crystals, 100 lb.	0 06

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 06

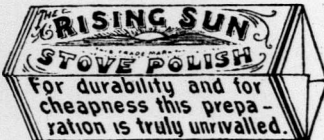
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" " 3-lb. cartons, 36 lb.	0 06
" " 200-lb. hbl.	0 05
" " 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07
" " 1-lb. fancy, 30 lb.	0 07
" " large lumps, 100-lb kegs	0 06
Patent starch, 1-lb. fancy, 28 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 06



Sau Toy Starch—
10c. pkgs. cases 5 doz., per do. 1 00
less 5 per cent.

"BEE" BRAND CORN STARCH.
Cases 40 pkgs. \$3 00

Stove Polish.



Rising Sun, 6-oz. cakes, 4-gross boxes \$8 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 4-gross boxes 10 00
Sun Paste, 5c. size, 4-gross boxes 5 00



LINN, AGENT.



pr. dz.
Enameline No. 4, bxs. ea. 3 dz. 0 38
Enameline No. 6, bxs. ea. 3 dz. 0 65
Enameline liquid, bxs. ea. 3 doz. 0 75
Blackene, 5-lb. cans, per lb. 0 10

Syrup.

"CROWN" BRAND PERFECTION SYRUP.
Per case.
Enamelled tins, 2 doz. in case \$3 40
Plain tins, with label—
2 lb. tins, 2 doz. in case 1 90
5 " " " " 2 35
10 " " " " 2 25
20 " " " " 2 10
(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case.
1 gal. tins, square, 6 in case \$4 40
1/2 gal. tins, round, 12 in case 4 50
1/4 gal. tins, round, 24 in case 4 60
SMALL'S BRAND—Standard. Per case.
1 gal. tins, square, 6 in case \$4 70
1/2 gal. tins, round, 12 in case 4 90
1/4 gal. tins, round, 24 in case 5 30



Teas.

SALADA CEYLON.
Wholesale. Retail.
Brown Label, 1-lb. \$0 20 \$0 25
" " " " 0 21 0 26
Green Label, 1's and 1/2's 0 22 0 30
Blue Label, 1's, 1/2's and 1/4'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

OCEAN MILLS.
Chinese starch,
per case of 4
doz., \$4. less 5
per cent.



Ceylon Tea, in
1 and 1/2-lb. lead
packages, black
or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" " 1/2-lb.	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	\$0 35
" " 60 1/2-lb.	0 35
" " 120 1-lb.	0 36



Blue Label, 1's	\$0 18	\$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 23	0 40
Green Label, 1's and 1/2's	0 30	0 40
Red Label, 1's	0 35	0 50
Red Label, 1/2's	0 40	0 60

"CROWN" BRAND.

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" I 40-lb. boxes	\$0 40
" " II 40-lb. boxes	0 37
" " III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb "at	0 32
AA " " " " " "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27
"Condor" IV 80-lb.	0 32
" " V 80-lb.	0 27
" " XXXX 80-lb. boxes	0 23
" " XXX 80-lb. " "	0 21
" " XXX 30-lb. " "	0 22
" " XX 80-lb. " "	0 19
" " XX 30-lb. " "	0 20
" " LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	0 27

Black Teas—"Nectar" in lead packets	
Green Label, 1/2's and 1's	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
" " " " Blue, 1-lb.	0 42
" " " " Maroon, 1-lb.	0 50
" " " " Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, 1/2's and 1's	0 25 at 0 20
Grey Label, 1/2's and 1's	0 30 at 0 23
Yellow Label, 1/2's and 1's	0 35 at 0 26
Blue Label, 1/2's and 1's	0 40 at 0 30
Red Label, 1/2's and 1's	0 50 at 0 34
White Label, 1/2's and 1'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 30
No. 5	" " 0 17

LIPTON'S TEA (in packages).

1 lbs & Sold	
Color of 1/2 lbs & 1/4 lbs. for	
Label per per	
lb. lb. lb.	
Ceylon-India, Ex. ohst A Yellow	45 47 70
" " " B Red	40 43 60
" " No. 1 O Pink	35 37 50
" " 3 O Orange	28 49
" " 3 O L. Blue	23 30
" " 4 O L. Green	20

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4's, 5's and 10's	\$0 20
" " Amber, 8's and 3's	0 20
Chewing—Stag, bars, 10/oz.	0 43
" " Bobs, 5's and 1's	0 44
" " 10's oz. bars, 6's	0 44
" " Currency, 12 oz. bars, 12's	0 47
" " 6's and 12's	0 47
" " Old Fox, narrow, 12's	0 47
" " Snowflake, 14/oz bars, sp'd 6's	0 51
" " Pay Roll, 7's and 6's	0 50
" " Fair Play, 6's and 15's	0 55

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	\$0 30
Condor, pure distilled	0 25
Old Crow	0 30

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, 4-casks, 25 gals.	\$5 45	\$10 95
" " " " 10 casks, 25	10 25	21 40
Bottles, cases, 3 doz.	3 25	4 60

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	\$4 65
100 10c. " "	7 50
100 5c. " "	3 50

1 case 50 5c. packages free with 5-case lots

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Washboards, Victor	\$1 25
" " Crown	1 45
" " Improved Globe	1 00
" " Standard Globe	1 70
" " Original Solid Globe	2 00
" " Superior Sld. Bk. Globe	2 15
" " Jubilee	2 10
" " Pony	3 00
Diamond King (glass)	11 25
Tubs, No. 0	9 00
" " 1	8 00
" " 2	7 00
" " 3	1 85
Pails, No. 1, 3 hoops	2 00
" " No. 3	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 65
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " 1 doz. 10c.	1 00

Barbados

We have just landed a small lot of the above which is very choice No. 1 quality. We can offer it at a low price. Send for sample.

The Dominion Company

Sold
lbs. for
per
lb.

47	70
43	80
37	50
	48
	38

Per gal.

00	30
00	40
00	44
00	44
00	47
00	47
00	47
00	51
00	52
00	58

quantities

00	50
00	55
00	59
00	65
00	70
00	75
00	80
00	85
00	90
00	95
00	100
00	105
00	110
00	115
00	120
00	125
00	130
00	135
00	140
00	145
00	150
00	155
00	160
00	165
00	170
00	175
00	180
00	185
00	190
00	195
00	200

case lots

00	65
00	70
00	75
00	80

Per doz.

01	25
01	45
01	60
01	70
01	80
01	90
01	100
01	110
01	120
01	130
01	140
01	150
01	160
01	170
01	180
01	190
01	200

Per doz.

01	65
01	70
01	75
01	80
01	85
01	90
01	95
01	100

Chemical Works AMSTERDAM.

OFFICIAL VALUE FOR THE GROCERY TRADE
SPECIAL OFFERS

WE OFFER YOU MAGNIFICENT

"Butterfly Brands"

	1/2-lb.	1-lb.	1 1/2-lb.
COFFEE and CHOCOLATE	2/3	4/-	7/-
FINE DUTCH COCOA	4/3	8/-	15/-

Goods delivered freight paid, to any Canadian port, duty not included. Terms: Cash with order.

The COFFEE and CHOCOLATE is packed in cases of 25 lbs. each, while the COCOA is supplied in 25 lbs. tins.

SEND FOR FREE ON APPLICATION.



66

Advertisement text for GALIFAX, including a large number 66 and various lines of text that are mostly illegible due to the image quality.

You are interested in something.

Advertisement text for a product, possibly related to the GALIFAX brand, with a large number 66 and various lines of text.

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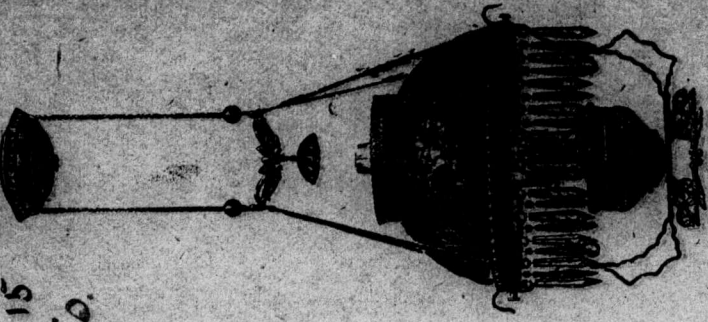
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THE CANADIAN GAZETTE

LAMPS

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Season is now
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Write for lists
and particulars
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wholesome, appetizing Mince Meat that we make. It has a flavor that the other makers cannot get and that your customers want. That is why you should sell

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Mince Meat**

"ONE TRY SATISFIES"

**J. H. Wethey, Limited
ST. CATHARINES, ONT.**



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

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

THE STANDARD OF QUALITY.

KKOVAH JELLIES, FOR THE BEST OF THE

"BLANCO MARI" FOR THE BEST OF THE

"OPERA" FOR THE BEST OF THE

KKOVAH HEALTHY CANDIES

LONDON, ONTARIO

JAS. R. OREN, AGENT

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VOL. 15

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